

# ENBRIDGE

## ENBRIDGE'S COST ESTIMATION AND BENCHMARKING SUCCESS WITH CLEOPATRA



As a transporter of energy, Enbridge operates in Canada and the United States, the longest crude oil and liquid hydrocarbon transportation system in the world. As a distributor of energy, it owns and operates Canada's largest natural gas distribution network, providing distribution services in Ontario, Quebec, New Brunswick, and New York State.

Over the past 65 years, Enbridge has become a leader in the safe and reliable delivery of energy in North America and is recognized as one of the Global 100 Most Sustainable Corporations in the World.

Enbridge:

- Transports energy, operating the world's longest, most sophisticated crude oil and liquids transportation system.
- Generates energy, expanding their interests in renewable and green energy technologies including wind, solar, and geothermal.
- Distributes energy, owning and operating Canada's largest natural gas distribution company and providing distribution services in Ontario, Quebec, New Brunswick, and New York State.



*Enbridge, Inc. is an energy delivery company based in Calgary, Canada. It focuses on the generation, transportation, and distribution of energy, primarily in North America.*

### Introduction to Enbridge's Project Controls Needs

As a player in the energy market, Enbridge needed a flexible **project controls tool** to understand and adjust costs to remain adaptable to ever-shifting energy types and different political atmospheres.

This necessity, in addition to Enbridge's desire to benchmark their projects to compare the performances on an enterprise-wide scale, made the company look for a reliable alternative to the existing tool with several restrictions.

Using Cleopatra Enterprise, Enbridge has improved cost estimating and implemented **benchmarking functionalities**, resulting in significant time savings and support in critical business decision-making.

### Enbridge's Prior Challenges

- Aligning cost models to ensure they reflect the most recent project costs
- Knowing how projects perform on an enterprise-wide level
- Understanding and adjusting costs in an ever-changing marketplace
- Easily querying the existing database
- Having flexible & customizable reporting
- Adapting the current software to new asset and project type

Enbridge searched for the ideal tool for almost 2 years to overcome these challenges. After investigating the alternatives, such as modifying the existing third-party software and using other databases, Enbridge decided to use Cleopatra Enterprise.



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Since 1996, Cleopatra Enterprise has empowered over 500 industry-leading companies across 75 countries to deliver complex projects and turnarounds with confidence.

## Results of implementing Cleopatra Enterprise

The solution included:

- Easy to expand and maintain cost models - the frameworks in which all costs are recorded and allocated to the activities
- Ability to capture project information from executed and ongoing projects and benchmark performances
- Multiple Breakdown Structures enabling users to create reports and breakdowns by comparing data of multiple estimates
- **Advanced data reporting** tools that meet any specific reporting requirements

***“Cleopatra Enterprise has a strong reputation, and the staff are knowledgeable cost engineers compared to other companies who are purely software developers. This is one of the reasons why we have selected Cleopatra Enterprise as our project cost management tool.”***

- Enbridge

***“Cleopatra Enterprise is a very flexible tool, and it can be configured by users according to the project cost management tasks on any type of project. Moreover, the Cleopatra Enterprise Team is very innovative and professional, and they stand above the rest in cost engineering knowledge. This reflects in the results as the Team always suggests better ways to complete assignments.”***

- Enbridge

Cleopatra offers a Total Project and Turnaround Management Software that supports the entire project lifecycle through an integrated project cost management solution. It is the only tool that combines cost estimating, work package management, BIM, scheduling, cost control, form tracking, benchmarking, and more—helping you build robust project controls capabilities to stay on schedule and within budget.

With cutting-edge technology and a team of experienced professionals, Cleopatra enables companies to streamline processes, improve project performance, and achieve their goals with confidence.

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