

SBM OFFSHORE

PARTNERS WITH CLEOPATRA TO DRIVE EFFICIENCY AND ENHANCE DATA STANDARDIZATION



SBM Offshore is a global leader in floating production solutions, specializing in the design, construction, and operation of Floating Production, Storage, and Offloading (FPSO) vessels for offshore energy production.

Known for innovation and sustainability, SBM Offshore accelerates project delivery through its **Fast4Ward®** program while advancing low-emission technologies and renewable solutions. Headquartered in Amsterdam, the company serves a worldwide client base with flexible, efficient contracting models.



SBM Offshore, a global leader in the offshore energy sector, has successfully addressed significant challenges in data standardization and departmental alignment by implementing Cleopatra Enterprise, a state-of-the-art project and turnaround software.

Challenges in SBM Offshore's Data Use

Before adopting Cleopatra, SBM Offshore faced critical challenges related to the **standardization and centralization of data**, as well as the alignment of its Estimating and Construction departments. This lack of alignment led to frequent ad-hoc analyses and complex reconciliation processes, negatively impacting operational efficiency. Despite previous efforts to enhance communication channels and review processes, SBM Offshore identified the need for a more efficient, streamlined digital solution.

After evaluating various digital solutions on the market, SBM Offshore chose Cleopatra Enterprise for its extensive, ready-to-use features that required only minimal customization. Cleopatra's functionality perfectly matched SBM Offshore's requirements, making it a practical choice for the company.

Key Benefits for SBM Offshore

- Improved communication and visibility between the Estimating and Construction departments.
- Capability to generate detailed Bills of Quantities (BoQs) within seconds.
- Achieved consistent data alignment across multiple operational levels.
- Significant advancements in BoQ estimation workflows.
- Anticipation of additional benefits as departmental collaboration continues to evolve.



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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.

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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www.CleopatraEnterprise.com

How Cleopatra Was **Implemented** at SBM Offshore

The **implementation process** went smoothly, although SBM Offshore noted that further customization was necessary to meet specific reporting expectations. Nonetheless, these challenges were resolved through close collaboration between SBM Offshore and the Cleopatra team. They demonstrated a proactive approach and a strong understanding of SBM Offshore's business processes, suggesting relevant solutions to meet their needs.

Since implementing Cleopatra, SBM Offshore has achieved a significant increase in transparency between the Estimating and Construction departments. The company can now generate detailed **Bills of Quantities (BoQs)** within seconds, allowing for data standardization across multiple levels. This advancement has markedly improved their BoQ estimation processes, and SBM Offshore anticipates additional benefits as these departments continue to mature.

SBM Offshore eagerly anticipates the release of Cleopatra 11.0, which promises a range of new features, including a simplified interface and maintenance for their users.

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