

# VICOMA

## ELEVATES COST ESTIMATION WITH CLEOPATRA'S SOFTWARE



**vicoma**  
▼ Consultancy & Engineering

**Vicoma Consultancy & Engineering** is an independent firm that has provided innovative, pragmatic engineering and consultancy services across the Netherlands and India for over 60 years. With around 300 professionals, affectionately known as 'Vicomezen', the company delivers multidisciplinary solutions across seven key markets, including energy, heavy industry, food & pharma, chemicals, refineries, buildings, and tank terminals. Vicoma distinguishes itself through flexible teams, quick decision-making, and short lines of communication, enabling tailored support from early concept through execution.

### Vicoma's Challenges in Cost Estimating

Vicoma Consultancy & Engineering operates across diverse industrial sectors: chemicals, oil & gas, food, and heavy industry. They faced challenges in defining contingency and escalation values while maintaining accurate cost estimates. To bridge the understanding gap with clients, Vicoma relied on AACE tables to illustrate how estimate accuracy evolves alongside project maturity, as well as probability curves and confidence intervals to clarify their rationale and provide reassurance.

While these methods were informative, they fell short of fully meeting the dual need for transparency and realistic risk coverage. Before adopting Cleopatra, the company relied on a manual, fragmented process using an in-house tool and Excel, limiting efficiency and capability.

### Why Vicoma Chose Cleopatra's Cost Estimating Software

Vicoma chose Cleopatra's [Cost Estimating Software](#) due to several strategic advantages:

- The [CESK Data library](#): valued for its trusted, client-accepted rate data.
- Object estimating for early project phases.
- Strong integration capabilities that could streamline workflows.
- The company's solid industry reputation and familiarity with Cleopatra further reinforced their decision.



**Cleopatra Enterprise**  
IJsselmeer 32E  
3332 EX, Zwijndrecht

**Website**  
[www.cleopatraenterprise.com](http://www.cleopatraenterprise.com)

**Phone:**  
**HeadQuarters (NL):**  
**+31 (0)78 620 09 10**

**Email:**  
[contact@cleopatraenterprise.com](mailto:contact@cleopatraenterprise.com)



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

## Vicoma's Implementation Journey with Cleopatra

The implementation process was seamless, with the Cleopatra team providing excellent support throughout the rollout. Vicoma describes the collaboration as positive and full of potential. Although the partnership is still in its early stages, they value the opportunities so far and are committed to strengthening the relationship through ongoing communication and joint efforts. Customer service has met their expectations, and operations have run smoothly since implementation.

The team especially values the CESK Data library for its trusted data and considers Cleopatra highly recommendable, provided it is assigned to the right person and accompanied by proper training. They also note that the software's value extends beyond large-scale projects, proving equally useful for comparing options in smaller initiatives.

Now, Vicoma is actively building the expertise to clearly and confidently explain escalations and contingencies.

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.

Visit us at  
[www.CleopatraEnterprise.com](http://www.CleopatraEnterprise.com)

## Key Benefits of Implementing Cleopatra for Vicoma:

Since implementation, Vicoma has seen notable advantages:

- Attracted new engineering clients, particularly those seeking cost estimation services.
- The CESK Data library's credibility has given their estimates added trust and reliability.
- In one example, Vicoma performed value engineering by comparing a special plastic piping offer with a carbon steel alternative, revealing a cost-saving opportunity that underscored the software's strategic value.

Explore Cleopatra's [Cost Estimating Software](#) to see how it can help your projects or [request a demo](#) to experience it firsthand.

***"Right now, we are spending most of our time on detailed estimates. Once basic engineering services are completed, we have enough input to prepare our cost estimate accordingly." - Vicoma***

[Read More Case Studies](#)

[Request a Demo](#)



Cleopatra Enterprise  
IJsselmeer 32E  
3332 EX, Zwijndrecht

Website  
[www.cleopatraenterprise.com](http://www.cleopatraenterprise.com)

Phone:  
HeadQuarters (NL):  
+31 (0)78 620 09 10

Email:  
[contact@cleopatraenterprise.com](mailto:contact@cleopatraenterprise.com)