

BAKER HUGHES

HOW BAKER HUGHES ACHIEVED RELIABLE AND HIGH-QUALITY COST ESTIMATES



Baker Hughes is a leading global energy technology company that provides solutions for energy and industrial customers worldwide. Operating in the oil and gas sector, Baker Hughes is committed to delivering innovative technologies and services to meet the world's energy needs.



Through the implementation of Cleopatra Enterprise Baker Hughes has transformed its cost estimating processes, achieving greater efficiency, accuracy, and consistency. With strong support from Cleopatra's team and a tailored solution, the company is now well-positioned to deliver reliable and high-quality cost estimates for their projects.

Baker Hughes' **Challenges** in Cost Estimating Processes

Prior to implementing Cleopatra Enterprise, Baker Hughes faced significant challenges in their cost estimating processes. The primary issues included: Ability to respond to inquiries from the market faster and more accurately

- Reliance on Excel spreadsheets, leading to broken links and formula errors.
- Lack of automation and standardization across different regions and projects.
- Increased time spent on manual tasks due to non-standardized processes.
- Difficulty in maintaining traceability and accuracy in cost estimations.

These challenges led to inefficiencies, an increased risk of errors, and difficulties in meeting project deadlines.

Baker Hughes' **Implementation** of Cleopatra Enterprise

To overcome the challenges associated with manual processes and inconsistent cost estimating practices, Baker Hughes implemented Cleopatra Enterprise's [cost estimation software](#). The decision to adopt Cleopatra was driven by several key factors, including its cloud-based architecture, which enabled seamless access and collaboration across global teams. Additionally, the software's user-friendly interface made it easy for various departments to adopt, while its strong market reputation provided confidence in its capabilities.



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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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Notably, Cleopatra's flexibility and powerful functionalities, such as detailed cost breakdowns, stood out as major advantages. These features allowed Baker Hughes to establish standardized workflows, reduce reliance on error-prone spreadsheets, and improve overall efficiency in their cost estimating operations.

During the implementation, Baker Hughes has developed and maintained a strong working relationship with the Cleopatra Enterprise team. One of the most appreciated aspects of this collaboration is the responsiveness of Cleopatra's support team, who are consistently quick to address demands and provide assistance when needed.

Additionally, the software's flexibility has been a key advantage, enabling Baker Hughes to tailor the tool to meet specific project requirements. This tailored support and adaptability have significantly contributed to the successful integration and ongoing use of Cleopatra Enterprise within the company's operations.

Key Benefits for Baker Hughes:

- Improved automation and standardization across global operations, reducing manual effort and ensuring consistency.
- Enhanced time management, with automation freeing up teams to focus on higher-value tasks.
- Increased traceability and accuracy by unifying cost bases, including consistent currency conversions and unique labor rates.
- Scalable solution supporting the estimation of billions of dollars annually across numerous cost models, while maintaining quality and meeting deadlines.

"Cleopatra is a flexible tool that allows users to do quick cost estimates, promoting standardization, accuracy, and traceability."

- Baker Hughes

"Cleopatra is a friendly cloud user tool that has allowed our company to create new solutions, improve our process, and reduce manual activities, resulting in a quick cost model with reasonable accuracy."

- Baker Hughes

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