

HEEREMA

HEEREMA MARINE CONTRACTORS BOOST COST ESTIMATING ACCURACY WITH CLEOPATRA



MARINE
CONTRACTORS

Heerema Marine Contractors (HMC) is a contractor and global leader in the oil and gas industry headquartered in the Netherlands, most notable for the operation of three of the largest crane vessels in the offshore industry. It is a frontrunner in international transportation, installing and removing offshore projects, including fixed and floating structures, submarine pipelines, and infrastructure projects in shallow, deep, and very deep waters.

HMC operates in the entire production chain of offshore construction, from initial design to completion. They provided services in the fields of engineering, planning, logistics, project management and project implementation around the world.

HMC operates a versatile fleet of heavy lift and pipe laying ships, barges, and tugs. Especially the Thialf, the world's largest crane vessel, is an icon in the offshore industry.



Heerema Marine Contractors is a frontrunner in international transportation, installation, and removal of offshore projects

Introduction to Heerema's Need for an Estimating Solution

As one of the largest maritime technical service providers in the world, Heerema Marine Contractors is involved in a large number of diverse and complex projects around the world. This results in significant pressure on the internal organization, amongst which is the department responsible for creating cost estimates for all these projects. To allow this department to work even more efficiently, Heerema started looking for a software as an alternative to the one developed in-house that was used until then.

After an assessment of the various software systems available on the market, Cleopatra Enterprise was chosen partly because of its flexibility and the diverse set of projects that could be estimated. Another important factor in this decision was the possibility of Cleopatra Enterprise supporting Heerema in further increasing the effectiveness of the business processes within the estimating department.

Challenges Heerema Faced

Heerema operates in the offshore energy industry, where efficiency is of the utmost importance. It is key to quickly respond to changes in the market, where commercial proposals are always highly competitive. The projects are also very diverse, from installing a production platform to laying subsea pipelines.

Each project's identified scenarios are assessed on their effectiveness and related risks. This process is supported by the extensive possibilities for estimating and project analytics that Cleopatra has to offer. This allows Heerema to continuously improve the accuracy of their estimates, as well as the time needed to create them, resulting in significant time and cost savings.



CLEOPATRA

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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.

How Cleopatra Was Implemented at Heerema

The implementation process of Cleopatra Enterprise was always guided by Cleopatra's team to ensure the [cost estimating software](#)'s available functionalities were used in the best possible way. Heerema wasn't an exception there; through a so-called Need Analysis, the existing processes, needs, and requirements regarding cost estimating software were identified. This also provided insights into how these processes could be optimized according to the AACE principles.

As part of the implementation, Cleopatra Enterprise analyzed data from historical Heerema projects as well as external data and used this to compose a custom-made [cost library](#). This data is also used to develop parametric models to estimate standard activities quickly and easily.

Now, Cleopatra's [integration with SAP & Oracle Primavera](#) provides better alignment with other departments within the organization. Thanks to the implementation and use of Cleopatra Enterprise, the estimating department was professionalized further.

Key Benefits of Cleopatra for Heerema

- Ability to respond to inquiries from the market faster and more accurately
- Easily analyze, calculate, and compare different scenarios
- More effective work processes save time and money
- Comprehensive, customized plug-ins, for process optimization, interfaces, and management reports

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

“With Cleopatra Enterprise, we can look above and beyond the top-level elements of the whole overall estimating process. We are also delighted with the accurate and timely guidance and support provided by the Cleopatra team.” - Heerema



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