

WESCEF

UNLOCKS RELIABLE AND ACCURATE COST DATA WITH CLEOPATRA



Wesfarmers Chemicals, Energy, and Fertilisers (WesCEF) is a division comprising eight industrial businesses operating across domestic, national, and international markets. It supplies essential products to the agricultural, mining, construction, and manufacturing industries, as well as household energy solutions.

With around 1,300 employees and major facilities in Australia, WesCEF's businesses include CSBP Chemicals and Fertilisers, Kleenheat, Australian Vinyls, and ModWood, and joint ventures in lithium and nitrates.

Recognised for safety, reliability, and innovation, WesCEF is a leader in its industries and committed to delivering high-quality products and services.



Introduction to the Collaboration

Wesfarmers' Chemicals, Energy, and Fertilisers (WesCEF) division, a key arm of one of Australia's largest corporations, identified significant limitations in their capital project operations. To address these challenges, WesCEF implemented Cleopatra Enterprise, leveraging its comprehensive features and the CESK Knowledge Base. This strategic adoption enhanced the efficiency and accuracy of cost estimation processes, optimizing their operational performance.

Data Reliability Challenges Faced in WesCEF's Capital Projects

Wesfarmers Chemicals, Energy, and Fertilisers faced challenges in developing reliable cost databases and benchmarks for cost estimates in their capital projects, particularly for brownfield and greenfield initiatives. Adhering to AACE guidelines, Wesfarmers required accurate cost estimates for stage gate approvals, but the lack of reliable data led to project delays and increased uncertainty in cost estimations.

Before contacting Cleopatra, WesCEF relied on historical cost data from past projects and sought market prices through tenders to develop estimates, conforming with AACE standards across the project lifecycle.

Key Benefits for WesCEF

- Improved efficiency and accuracy in estimates, enabling faster project approvals.
- Greater efficiency in Class 5 estimates with TIC factor methods and templates.
- Simplified cash flow production through advanced project analytics tools.
- Valuable CESK Knowledge Base and functional library applicable to Australia.



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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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How Cleopatra Was Implemented

After a thorough market search and feedback from engineering consultants, WesCEF discovered Cleopatra. They chose Cleopatra for its alignment with AACE standards in cost engineering, cost management, and project controls. Cleopatra's **capital project management software** offered extensive functionality, including location factors, multi-currency support, project analytics, cash flow development, and customizable reporting features tailored to user requirements.

The implementation process was smooth, with Cleopatra supporting WesCEF in setting up estimation templates, customized breakdown structures, report settings, and factor tables. Cleopatra's team resolved technical queries and provided comprehensive support during implementation, although challenges with custom templates and some cost models arose, which were largely resolved afterward.

Since implementing Cleopatra's software, WesCEF has seen significant benefits. Efficiency and accuracy in developing estimates have improved, enabling smoother project approvals. For instance, Class 5 estimates have become more efficient using TIC factor methods and templates, while project analytics tools have streamlined cash flow production. The Cleopatra team was alongside the WesCEF team, offering prompt and reliable customer support, regular updates, and extensive training. The **CESK Knowledge Base** and functional library are especially noted as valuable additions to WesCEF's operations.

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