

HOW DOES INTEGRATED PROJECT CONTROLS HELP SULZER DIGITALIZE COST ESTIMATION PROCESSES?



Introduction

Deeply committed to innovation, Sulzer has a rich history of global leadership in fluid engineering. The company specializes in pumping, agitation, mixing, separation and application technologies for fluids of all types, and has a wide network of 180 world-class production facilities and service centers worldwide.

Ready to transform its Excel-based costing solutions used at the Tower Field Service (TFS) locations around the world, Sulzer looked to integrate and further digitalize its project control processes.

Challenges

Sulzer's 12 locations of Tower Field Service across the globe were working with Excel-based costing solutions that did not allow them to analyze, harmonize or further develop the cost estimation activities.

Furthermore, the locally saved project data was not sufficiently accessible to project teams and business systems and thus did not support Sulzer's continuous effort for integration of project controls processes.

To overcome these challenges, Sulzer initiated a careful selection process to identify and compare potential solutions. The search for the right solution took about 2 years.

"We needed to select a centrally managed project controls solution and use it as a foundation to optimize and integrate our cost estimation processes. Of course a very detailed selection process was initiated. Mapping out our challenges, needs, and choosing the best solution that met our needs lasted approximately for 2 years."

*Andreas Lindauer,
Head Global Operation Support & Development
of Tower Field Service at Sulzer Chemtech of Tower Field Service at Sulzer Chemtech*

Sulzer is a global leader in fluid engineering specializing in pumping, agitation, mixing, separation and application technologies for fluids of all types. Sulzer's customers benefit from a commitment to innovation, performance and quality and from a responsive network of 180 world-class manufacturing facilities and service centers across the globe. Sulzer has been headquartered in Winterthur, Switzerland, since 1834. In 2019, 16'500 employees of Sulzer delivered revenues of CHF 3.7 billion. The shares are traded on the SIX Swiss Exchange (SIX:SUN).

The Chemtech division is the global market leader in innovative mass transfer, static mixing and polymer solutions for petrochemicals, refining, LNG, biopolymers and biofuels. The product offering ranges from process components to complete separation process plants, including licensing. Customer support covers engineering services and field services to tray and packing installation, tower maintenance, welding and plant turnaround projects.



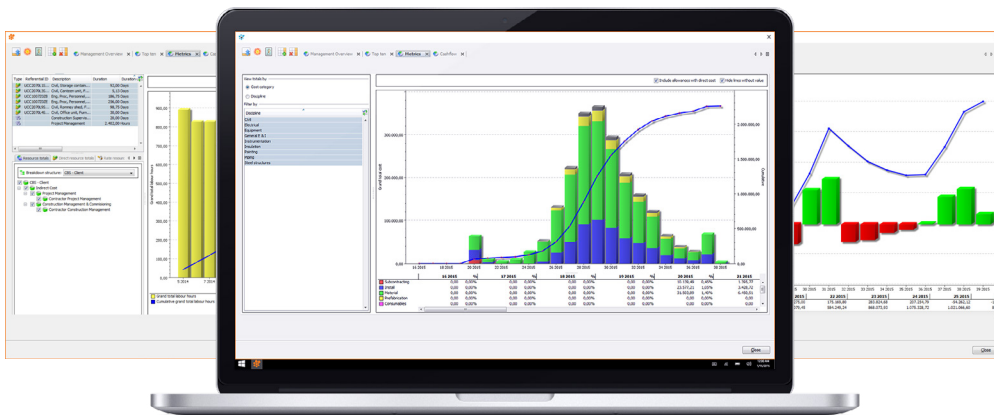


Cleopatra Enterprise offers an integrated Project Cost Management solution through the entire project life cycle by including Cost Estimating, Scheduling, Cost Management, and Benchmarking in one system.

The advanced tool owned by Cost Engineering Consultancy, serves the process industry and is used by Owners, Contractors and EPC firms.

Over 25 years, Cleopatra has enabled more than 500 industry-leading companies in 75 countries to control large technical projects and turnarounds, improve their project performance and stay ahead of the competition.

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Solution

Sulzer has selected Cleopatra Enterprise as its project cost management software to digitalize and integrate cost estimation processes. After the implementation, Cleopatra has become Sulzer TFS' sole cost estimation software system, helping the company to:

- Increase cost estimation accuracy and quality through data-driven processes and digital technologies replacing the limited abilities of Excel solutions and eliminating the human error
- Optimize and streamline cost estimation processes while providing enough flexibility to support Sulzer's specific work processes and local requirements
- Integrate cost estimation processes with the current CRM and ERP systems
- Enhance the level of project transparency, utilization of synergies and connectivity through integration
- Analyze and further develop the cost estimation activities through big data analytics and advanced reporting
- Enable centralized, accessible, and real-time project data to make informed decisions at the right time

“One of the main reasons why we selected Cleopatra Enterprise was its ability to replicate our tight interaction of costing and scheduling efficiently. Also, the excellent level of support and engagement we experienced during the evaluation process played a big role in our selection.”

*Andreas Lindauer,
Head Global Operation Support & Development
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Website:
www.CostManagement.eu

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

Email:
contact@costengineering.eu