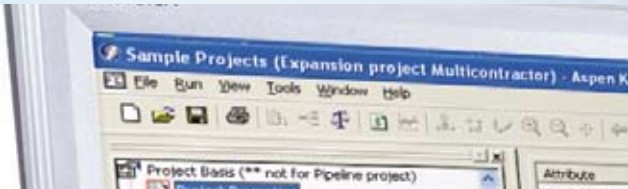


Cleopatra Enterprise vs Aspen Kbase

The choice of a cost engineering tool is an important one for every organization. After all it will determine the way you approach cost in the foreseeable future. Choosing between Cleopatra Enterprise and Aspen Kbase is a good example of a choice that cannot be made based on specifications alone, an in depth analysis of the differences is vital to making the right decision.

The differences between Aspen Kbase and Cleopatra Enterprise start at the very basis of the software. Aspen Kbase is part of AspenTech's AspenONE suite, a group of applications which are needed to feed Aspen Kbase. The focus with Aspen Kbase clearly lies on the process side of the industry. In comparison, Cleopatra Enterprise is an independent cost engineering tool which was developed around cost engineering standards so it could be used in all situations.

Both Cleopatra Enterprise and Aspen Kbase are able to produce estimates. But their approach to estimating is very different.



personnel specifically for this purpose and to invest large amounts of time and money. It is no exception that a proper implementation for Aspen Kbase takes six to twelve months for a large group of specialists. And even then some things are almost impossible to change due to standard objects used by Aspen Kbase. Another challenge is the yearly update of the Aspen Kbase database. As soon as you have received the standard data from Aspen and the update has been run, you need to check all your values against a reference project. Based on that outcome, the complete Aspen Kbase database needs to be carefully calibrated to ensure the outcome of your estimates conforms to your contracts. A task that can take months to complete. And one that needs to be repeated every time AspenTech send out their new standard dataset.



Cleopatra Enterprise versus Kbase (Icarus)



Aspen Kbase is fed by conceptual process definitions from AspenOne. Aspen Kbase then uses this design as the basis and uses its own assumptions to make a parametric style estimate. These assumptions are locked in Aspen Kbase's own definitions and data. Nice as this might seem, these assumptions can cause your organisation a number of problems.

The fact that all things are predefined does mean that it will make assumptions on the use of materials which you might not want to use due to regulations or for other reasons. Another problem would be the location of the plant because the requirements of different environments will change the technical setup for a plant. These requirements will cause differences between your estimated situation and reality. Naturally these standards and all their related calculation rules can be adapted to your situation. This however brings us to the next problem with Aspen Kbase, the people involved in making and keeping your installation suitable for your organisation.

Making changes to any part of the standard setup of Aspen Kbase is a labour intensive job. Whether it is related to the standard design assumptions, the database or the calculation rules, everything can be adapted to your situation as long as you are willing to free



"Flexibility and transparency are the basis of Cleopatra Enterprise"

Contrary to Aspen Kbase, Cleopatra Enterprise is built up around the basics of estimating. The knowledgebase for Cleopatra Enterprise will be filled either with your unique data derived from your own projects or with market standard data gathered by Cost Engineering or third parties. In Cleopatra Enterprise units can be defined as a collection of objects which you feel are part of your standard setup. The flexibility of Cleopatra Enterprise allows you to immediately make changes to that setup within your estimate. As a result it takes less people to maintain Cleopatra Enterprise and to keep it up to date with all the latest market information or the latest in technical developments.

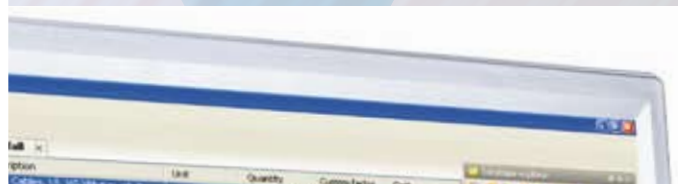
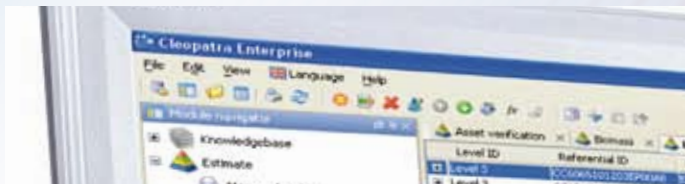
Cleopatra also takes a lot less time to implement. Depending on your requirements Cleopatra Enterprise can be implemented in as little as two months. Add to this the much lower purchase price of Cleopatra Enterprise, and the investment needed to implement it in your organisation can be as little as ten percent of an Aspen Kbase implementation.

The flexibility of Cleopatra Enterprise can be seen all through the program. Cleopatra Enterprise can be used in any industry and for any project, regardless of its size. It can also suit all your estimating needs, allowing you to make estimates with accuracies ranging from 5 to 30 percent. You can also define your own work breakdown structures which you can customize for the project you are working on. In turn this means that you can easily use Cleopatra Enterprise for all your different plants and locations. But flexibility can also be seen in the fact that Cleopatra Enterprise can not only be used for new built projects, but also in maintenance. If you update the information in your knowledgebase, for instance based on your contracts, you can be sure your new data is used where applicable. This will allow you to make quick changes in accordance to a new contract or to add to your knowledgebase to easily extend Cleopatra Enterprise to suit your new project. The possibilities for collaboration and workflow also make Cleopatra Enterprise very suitable to run your projects together with your contractors, so you can manage your contracts even better.

TO CONCLUDE

In comparison to Aspen Kbase, Cleopatra Enterprise finds its roots in everyday cost engineering. Its ability to interface with third party software enables it to connect to software used both in the design as well as the execution and maintenance phases, makes sure you can use it throughout your cost engineering process. And the collaboration options allow you to keep a clear view of your contract and its related processes. This makes it suitable for the complete project life-cycle and will help you finish your projects successfully.

In the end, both tools can be used by organisations who want to keep their cost under control. However, if you are looking for a flexible cost engineering tool that you can use throughout the project life-cycle and which is easy to use and maintain, then Cleopatra Enterprise will be your key to successful cost engineering at a fraction of the cost.



Accurate estimation goes beyond the process



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