

Strategic Estimating Systems

Mike Monteith, Owner / Principal

Curriculum Vitae

EXPERIENCE

Strategic Estimating Systems, Sugar Land, Texas **2006 - Present**
Principal/Owner

- Owner/Founder of SES an estimating consulting firm.
- Provide estimating consulting services for the chemical process industry specializing in the use and implementation of ICARUS software products, as a strategic partner of Aspen Technology Inc.
- Major Projects completed:
 - Review and benchmarking analysis of an estimate for a >\$20 billion project for a major oil company
 - Review and benchmarking analysis of an estimate for a >\$20 billion Middle Eastern petrochemical project
 - Funding estimate for >\$3 billion oil upgrader
 - Funding estimate for >\$2 billion delayed coker unit
 - ACCE implementation for Middle Eastern E & C company
 - Funding estimate for all utilities, power and infrastructure, >\$1 billion for petrochemical complex
 - Process licensor selection and comparison estimates for >\$2 billion refinery project
- Lead a growing company, including developing staff, setting marketing strategy and implementing work processes.
- Member of the Aspentech ICARUS Steering Committee which helps set the project development roadmap for Aspentech estimating software including IPE, IPM, and Kbase

Fluor Corporation, Sugar Land, Texas **2004 - 2006**
Director of Estimating

- Led continuing implementation of Kbase including use of API's for increased data input speed.
- Prepared and taught all Apentech Kbase training courses for Fluor on a global basis.
- Responsible for leading development of estimates for Oil, Gas, Petrochemical, and Chemical projects using teams and computer estimating tools. Projects ranged up to \$10 billion dollars.

Fluor Canada, Ltd. Calgary, AB **2003 - 2004**
Estimate Team Leader

- Led team of 15 estimators in the development of a total installed cost estimate for \$2 billion oil upgrader project. Estimate used by client to successfully obtain project financing.
- Effort involved first of a kind use of computer systems for data sharing across offices in three different countries and for the electronic transfer of estimating information between PDS and Kbase

Fluor Corporation, Sugar Land, Texas **2001 - 2003**
Senior Estimator

- Responsible for development of turnkey total installed estimates for the Oil, Gas, and Chemical industries. Sizes ranged from \$50MM to \$500MM.
- Projects included crude/vacuum refinery unit expansion, refinery revamps, and ethylene oxide/glycol plant.
- Estimating liaison with civil and structural engineering departments.

Linde, Tulsa, Oklahoma

1998 - 2000

Manager of Estimating

- Manager of Estimating for Lotepro, an Engineering and Contracting subsidiary of Linde AG
- Prepared lump sum turnkey estimates for chemical process industry projects ranging up to \$150MM
- Customized and implemented the ICARUS 2000 expert estimating system as the main tool for estimate preparation. Average time to prepare firm price estimates reduced by over 80%
- Set up work processes and procedures for the newly created estimating department at Lotepro

Praxair, Inc., Tonawanda, New York

1997 - 1998

Product Manager – Advanced Oxygen Systems

- Responsible for global competitiveness of Praxair's \$15MM Advanced Oxygen Systems product line.
- Drove and shaped new product line offerings based on marketplace needs by commercializing new technologies.
- Provided proposal and sales support globally for the product line

Manufactured Products Estimating

1996 - 1997

Team Leader

- Responsible for administration, performance, workload planning, and work process
- Lead implementation and customization of ICARUS 2000 cost estimating system.
- Developed "Key Quantity" factors for use in measuring the cost and design effectiveness of Praxair's manufactured products department and suppliers.

Praxair, Inc.

1995 - 1996

Project Manager

- Managed all aspects of two air separation plant projects totaling \$9MM.
- Responsible for leading communications with customers, managing the home office technical team, and maintaining overall project safety, budgets, schedules, and technical requirements

Praxair, Tonawanda, New York

1991 - 1995

Cost and Planning Engineer

- Responsible for controlling project costs and schedules, and selecting and negotiating with construction contractors.
- Prepared proposal and project estimates for the total installed costs of chemical process plants in the US, Norway, Spain, Germany, Saudi Arabia, and Indonesia

EDUCATION

MBA, University of Rochester, Rochester, New York

BS – Civil Engineering

Columbia School of Engineering and Applied Science, Columbia University, New York, NY

PATENTS

U.S. Patent #5,896,755: "Cryogenic Rectification System with Modular Cold Boxes", April 27, 1999

PRESENTATIONS

- "The Benefits of Expert Estimating Systems," ACEI Conference, Washington, June 2003
- "Collaborative Estimating", ACEI Conference, Orlando, FL, June 2004
- "Implementing Aspen Kbase Estimating Software", AspenTech Conference, Houston, TX, May, 2008
- "Implementing Best-In-Class Estimating", Aspen Technology, Webinar, May 2009
- "Linde Success Story", AspenTech Conference, Houston, TX, May, 2009
- "What Really Matters? Sensitivity Analysis for Class 2 and 4, Process Plant Estimates", ACEI Houston Gulf Coast Section, September, 2009