



## Customer Profile

### SABIC

#### Challenges:

- Provide comprehensive, expert **Aspen Capital Cost Estimator** training to new and existing estimators
- Produce more consistent estimates
- Easily adjust for current market pricing

#### Solution:

SES's estimating team provides expert training at all levels of **Aspen Capital Cost Estimator** use

#### Benefits:

- More consistent estimates
- Easily adjust for current market pricing
- A more accurate estimate in early stages
- Training is provided at SABIC offices

## Major Middle-Eastern Company Utilizes Trainers to School Estimators in All Levels of Cost Estimation Solution

Full-scale estimating training solutions from Strategic Estimating Systems enables Saudi Basic Industries Corporation (SABIC) to train estimators of all levels, boost workflow processes, and obtain more accurate estimates in early stages.

The largest, most profitable non-oil company in the Middle East, SABIC is one of the world's leading petrochemicals manufacturers. Seven business units comprise the company: Chemicals, Polymers, Performance Chemicals, Fertilizers, Metals, Innovative Plastics and Manufacturing.

With offices in the Middle East/Africa, Americas, Europe, and Asia, trained and qualified estimators are essential to the company's effective use of a robust cost estimation solution.

To provide comprehensive and expert training for its estimators, SABIC regularly engages Strategic Estimating Systems (SES) to teach Basic and Advanced training in the use of the **Aspentech ACCE™** capital cost estimating system.

## Full-Scale Training

Utilizing SES's training experts enables novice and seasoned SABIC **Aspen Capital Cost Estimator** users alike to learn first-hand some of the software's dynamic and specialized characteristics. Basic training is conducted as a two-part series, including a module "Build Estimate"—a sample project enabling participants to calibrate and customize an **Aspen Capital Cost Estimator** model. Petrochemical Process Unit and Utilities and Offsite sample was a \$.5Billion estimate TIC.

Advanced training follows at a later date allowing time for trainees to implement the first learning phase.

Customized training enables SABIC's in-house estimators to use existing plant data built in **Aspen Capital Cost Estimator**. These customized training sessions provide an invaluable hands-on teaching environment for optimal learning and implementation.

**Aspen Capital Cost Estimator chosen by SABIC as best in class estimating software to support globalized**

## Advantages and Globalization

Going forward, advantages of employing **Aspen Capital Cost Estimator** include making estimates more consistent, easily adjusting current market pricing, and enabling estimators to prepare estimates more efficiently and in reduced time.

SES has been proven successful in training new estimators evidenced by continued invitations to SES's training team by SABIC and Aspentech Middle East.

A primary advantage of utilizing **Aspen Capital Cost Estimator** is not only an enhanced but a superior means by which to prepare estimates for regions for which the estimators are unfamiliar. As a global company, SABIC's forward-looking values, ambitious global growth strategy, and their utilization of **Aspen Capital Cost Estimator** and its premier training experts at SES enable their estimators to provide superior globalized estimates.