

ESTIMATING CONSULTING SERVICES
for the
CHEMICAL PROCESS INDUSTRY

Strategic Estimating Systems



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Our Vision



To be the premier supplier of estimating and KBase services to the chemical process industry.

Who We Are



Strategic Estimating Systems is an estimating consulting firm providing estimates for the chemical process industry.

We specialize in the use and implementation of AspenTech's KBase estimating software.

Who We Are – **THE TEAM**



Experienced estimators with backgrounds encompassing:

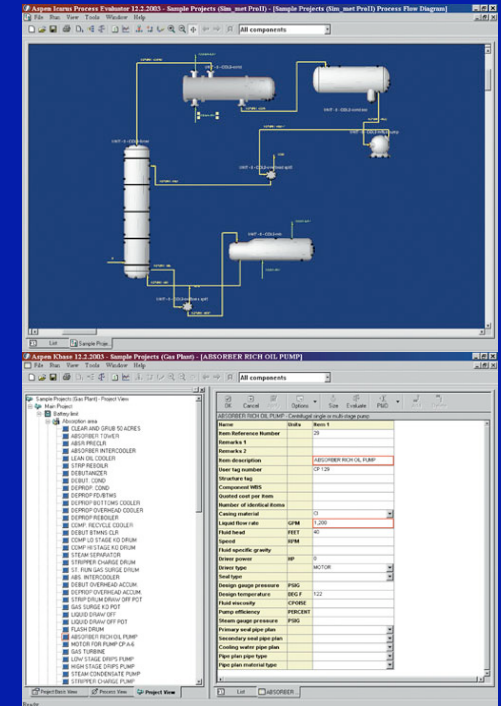
- Estimating in the oil, gas, and chemical industries
- Preparation and training in estimating software
- Energy industry sales and marketing

What We Do



SES provides estimating consulting services for the chemical process industry.

We specialize in the use and implementation of AspenTech ICARUS software products, IPE, IPM, and KBase.



What We Do - **SERVICES**



SES provides turnkey total installed estimates for building, expanding, or modifying chemical process plants from conceptual design through manufacturing start-up.

What We Do - **SERVICES**

Types of Estimates

- Total Installed Cost Estimates
- Greenfield, brownfield, revamp, and turnarounds
- ACEI Classes 1 – 5 with accuracy ranges from +/- 50% to +/- 5%
- Contractor check estimates
- Project progress audits



What We Do - **SERVICES**

KBase ICARUS Implementation



- Training
- Planning
- Calibration and Customization
- Model Building
- Sample Estimates
- Client specific templates and specifications
- Adjustments for site location and type of project

What We Do - **SERVICES**



Risk Analysis

- Contingency setting
- Mitigation planning
- Use @Risk statistical analysis program
- Monte Carlo sampling basis

What We Do – **RECENT EXPERIENCE**



- **Delayed Coker Unit**
 - Class 3 KBase estimate
 - TIC \$2 Billion
- **Utilities & Offsites**
 - Class 3 KBase estimate
 - TIC \$3 Billion
- **Oil Upgrader**
 - Class 2 KBase estimate
 - TIC \$4 Billion
- **Crude Oil Terminal & Pump Stations**
 - Class 1 construction estimates
 - TIC \$30 Million

What We Do – **RECENT EXPERIENCE**



- Progress Audit – Air Separation Unit
 - Class 2 KBase estimate
 - Site construction verification

- Progress Audit – Sulfur Recovery Unit
 - Class 2 KBase estimate
 - Site construction progress verification

- Risk Analysis Model Creation
 - For gasifier project
 - Used to set contingency

What We Do – **RECENT EXPERIENCE**



- Electronic transfer of design and quantity information from PDS to KBASE.
- KBASE and IPM training classes.
- KBASE implementation planning and execution for various clients.

Our Clients



AspenTech M.E.

CB&I

Dow

DuPont

Enbridge

Int'l Alliance Group

Jacobs Engineering

KNPC

Linde AG

Motiva

Mustang Engineering

OPTI Canada, Inc.

SABIC

SNC Lavalin

Suncor

Technip

Western Refining

Our Clients



AspenTech Middle East

Applying process engineering know-how to modeling the manufacturing and supply chain processes that characterize the process industries. The market leader in providing many of the software applications that the process industries depend on today.

AspenTech

CB&I
Dow
DuPont
Enbridge
IAG
Jacobs
KNPC
Linde AG
Motiva
Mustang
OPTI Canada
SABIC
SNC Lavalin
Suncor
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Our Clients



CB&I

One of the world's leading engineering, procurement and construction (EPC) companies, specializing in lump-sum turnkey projects for customers that produce, process, store and distribute the world's natural resources.

AspenTech

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Our Clients



Dow

A leader in science and technology, providing innovative chemical, plastic and agricultural products and services to many essential consumer markets.

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Enbridge
IAG
Jacobs
KNPC
Linde AG
Motiva
Mustang
OPTI Canada
SABIC
SNC Lavalin
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Western Refining

Our Clients



DuPont

Offers a wide range of innovative products and services for markets including agriculture, nutrition, electronics, communications, safety and protection, home and construction, transportation and apparel.

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Western Refining

Our Clients



Enbridge

Is a leader in energy transportation and distribution in North America and internationally. Operates the world's longest crude oil and liquids pipeline system (Canada and the U.S.). It is also involved in liquids marketing and international energy projects and has a growing involvement in natural gas transmission and midstream businesses.

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Our Clients



Int'l Alliance Group

Enables the delivery of leading edge technology and the capture of real economic opportunity, fully aligned with our customer's goals, by providing single point responsibility for the development and program management of refinery projects and turnarounds.

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Our Clients



Jacobs Engineering

One of the world's largest and most diverse providers of professional technical services offering full-spectrum support to industrial, commercial, and government clients across multiple markets.

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Our Clients



KNPC – Kuwait National Petroleum Co.

Unprecedented growth in the worldwide demand for energy presents us with the opportunity to transform our business into a leading global force. KNPC aims to: Play a strategic role in the oil sector and Kuwait economy, Be the best refiner in the Gulf, Be amongst the top quartile refiners in the world.

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Our Clients



Linde AG

A world-leading industrial gases, medical gases and engineering company with a strong position in all markets and core areas of competence in more than 70 countries worldwide.

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Western Refining

Our Clients



Motiva

A joint venture between Shell and Saudi Refining, Inc. It refines, distributes, and markets oil products in the eastern and southern United States. Motiva refines and markets gasoline to approximately 7,600 Shell-branded gasoline stations.

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Our Clients



Mustang Engineering

Mustang has established a worldwide reputation for quality engineering design and project management services to the upstream oil and gas, process plants, pipeline, automation and control and process and industrial industries.

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Our Clients



OPTI Canada, Inc.

Focused on developing major integrated bitumen and heavy oil products in Canada using its propriety, next-generation OrCrude™ process.

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Motiva

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Our Clients



SABIC – Saudi Arabia Basic Industries Corp.

Among the leading petrochemical companies in terms of sales and product diversity. The Middle East's largest non-oil industrial company.

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Our Clients



SNC-Lavalin

SNC-Lavalin is one of the world's leading groups of engineering and construction companies, a key player in the facilities and operations management, and in the ownership, operation and maintenance of infrastructure.

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Our Clients



Suncor Energy

A growing, integrated energy company, strategically focused on developing one of the world's largest petroleum resource basins – Canada's Athabasca oil sands.

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Our Clients



Technip

Technip is one of the most integrated groups providing engineering, technologies and construction services to the oil and gas petrochemical industry worldwide.

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Western Refining

Our Clients



Western Refining

Western Refining is one of the nation's largest independent oil refiners. The company operates primarily in the Southwestern and Mid-Atlantic regions of the United States.

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Contact Us



Strategic Estimating Systems

77 Sugar Creek Center Blvd., Suite 160
Sugar Land, TX 77478

(Greater Houston Area)

281-265-4300

www.ses-estimating.com