



Estimating A to Z

(for the Process Industries)



Overview

Designed to provide comprehensive coverage of the fundamentals of estimating for the process industries, this seminar covers many subtle and advanced estimating concepts as well. The process industries are “equipment-centric”, and this influence is important in the selection of estimating methodologies and techniques used in estimate preparation. The estimating process will be covered from both the contractor and owner’s points of view, noting the similarities and differences in the respective approach of each. An emphasis will be placed on examining the conceptual estimating methodologies that can assist in preparing accurate estimates at early design stages of a process industry project.

The seminar begins with laying the foundations of estimating definitions and terminology used throughout the course, examining the various types or classes of estimates used by the process industries, and identifying the technical deliverables required to prepare each type of estimate. The components and structure of an estimate will be identified, leading to an overview and then in-depth coverage of various estimating methodologies. The issues of costing, pricing, adjustments, and allowances will be examined. Next, the reliability limitations of the estimating methodologies and their impact on estimating accuracy will be studied. Presentation of the estimate is examined including a discussion of the basis of estimate document, risk analysis, contingency, and the estimate review and validation process. The importance of Estimate-Schedule integration will be addressed. The issues of collecting project history and providing the means to retrieve and analyze that information to aid the estimating process will be discussed. Next, the organizational issues of an estimating department will be tackled.

Who Should Attend

This seminar will be beneficial to the novice and experienced estimator alike. The specific nuances of estimating for the process industries will be presented in a way that allows the attendee to immediately put to work the new skills and knowledge attained during the class.

Learning Objectives

- Become comfortable with the terminology of process estimates.
- Understand the estimate types, the technical information required for each type of estimate, and the reliability limitations of each type.
- Become familiar with the various estimating methodologies.
- Understand how to professionally present an estimate.
- Understand the estimate review/validation process.
- Understand contractor vs. owner points of view and issues.
- Take pride in the profession of estimating.

What Knowledge Areas are Primarily Addressed

Estimate types and classifications; Estimate components; Estimating Methodologies; Estimate Accuracy; Contingency Determination; Estimate-Schedule Integration; Role of Project History; Organizing an Estimating Department; Estimating Issues with Mega-Projects

Earn AACE Recertification Credits

Conquest Consulting Group is an AACE International Approved Education Provider. This course provides 14 professional development hours towards AACE Recertification.



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Course Outline

Day 1

- Cost Engineering/Total Cost Management
- Project Development Process and Estimate Classification
- Estimate Preparation Workflow
- Estimate Components/Structuring the Estimate
 - Direct Costs
 - Indirect Costs
 - Home Office Costs
 - ISBL/OSBL
 - Cost Code Structure
 - WBS/RBS Structure
- Overview of Estimating Methodologies
- Capacity Factored Estimating
- Equipment Factored Estimating
- Parametric Estimating
- Other Conceptual Estimating Methods

- Day 2

- Detailed Estimating
- Costing/Pricing/Adjustments/Allowances
- Reliability Limitations/Estimate Accuracy
- Risk Analysis/Contingency/Escalation
- Presenting the Estimate/Basis of Estimate Document
- Estimate-Schedule Integration
- Quality Management - Estimate Review/Validation
- Project History, Retrieval and Analysis
- Organization of an Estimating Department
- Issues with Estimating Mega-Projects
- Best Estimating Practices
- Wrap-Up/Questions

Instructor

Larry R. Dysert, CCC CEP has over thirty years of professional estimating and project consulting experience for the engineering and construction industries. Larry is a Principal with Conquest Consulting Group, providing estimating consulting services to clients world-wide. Previously, Larry was the Lead Estimator for Intel Corporation, a Senior Project Estimator with the Eastman Kodak Company, and Senior Estimator with Fluor Corporation. Larry has been responsible for the preparation of conceptual and detailed estimates for capital projects, domestic and international, ranging to over \$25 Billion in size. Larry has specialized in estimates of large project size, strategic importance, utilizing new technologies, and those involving the use of parametric estimating methodologies. Larry has also been responsible for the development and direction of various computerized estimating resources and applications. Larry has presented training seminars in estimating, cost metrics analysis, risk analysis and Total Cost Management to process industry companies around the world.

Active in AACE International, Larry is currently serving as the Chair of AACE's Technical Board. Larry is also a Fellow of AACE International, a recipient of AACE's Total Cost Management Award, and an Honorary Lifetime Member. Larry was the Chair for the task force that developed AACE's Certified Estimating Professional Program.



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Registration Form

Date: August 27-28, 2009

Location: Crowne Plaza Hotel – Downtown Houston, 1700 Smith Street, Houston, TX

Cost: \$1200 per attendee (10% discount for 2 or more attendees from the same company)

Conference Materials: Seminar Binder of all slides in handout form will be supplied, as well as additional supplemental information.

Continental breakfast, lunch, and afternoon snack will be provided.

Attendees (list name and company):

_____ Attendees at \$1200 each = \$ _____
Less 10% for multiple attendees from the same company \$ _____
Total \$ _____

Please make check payable to: Conquest Consulting Group

Mail to: Conquest Consulting Group, 5009 NE 292nd Ave, Camas, WA 98607

Note:

Breakfast will be available at 8:00am each day. The seminar will begin at 8:30am each day, and run until approximately 4:30pm each day.

Crowne Plaza Hotel rooms are available for seminar attendees for \$149 per night (plus taxes). Contact Rachal Murray (713-495-7832) at the Crowne Plaza to schedule rooms at this special rate.

Conference is subject to cancellation with less than a minimum of 10 attendees. Conference will be limited to 20 attendees.

Please contact Larry Dysert if you have any questions regarding the seminar:
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971.221.2101