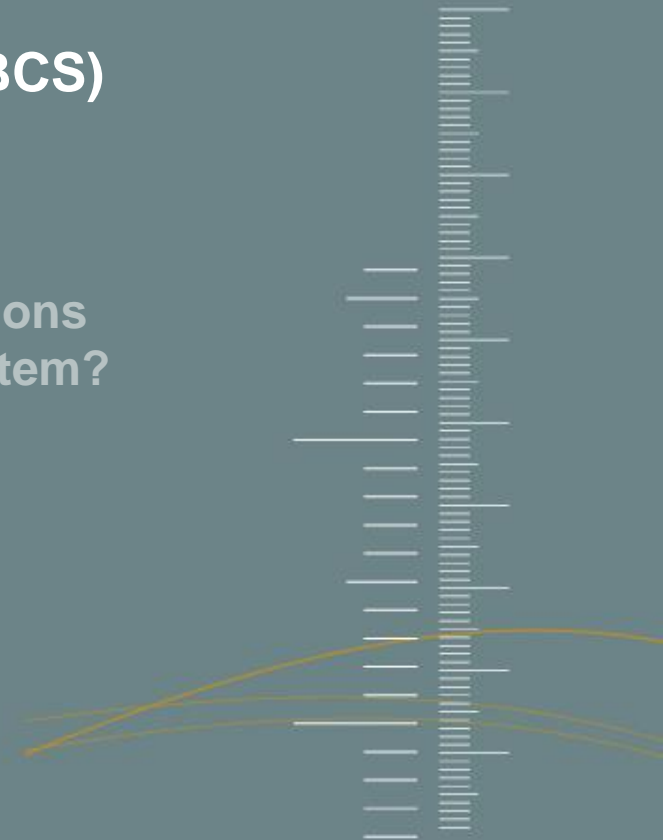


the quantity solution

Bulk Calculations – Solution (BCS)

Why do we need quantity calculations within our SAP ERP Oil & Gas system? (IS-Oil, PRA, TSW, SSR, etc.)



The Current Situation: Basic Facts

- SAP ERP Oil & Gas comes with an open interface - SAP QCI (Quantity Conversion Interface)
- SAP does **not** deliver any validated, measurement standards-based conversion implementation “ready for production”.
- Owing to complexity and risk, measurement standards-based conversion implementation has always been a customer task.
- Between 1990 and 2005, business process orchestration was in focus. The entire topic of quantity value data flow has been neglected.

Is a Dedicated Quantity Conversion Solution Necessary for our System?

- **YES, a dedicated quantity conversion solution for your SAP system using the SAP ERP Oil & Gas IS NECESSARY.**
- **Why?**
 - Thousands of internal SAP QCI calculations are required for daily business process execution - a quantity conversion solution is essential.
 - Such SAP QCI calculations are also responsible for the control and enrichment of thousands of external measurement data sets processed daily.
- **This is a high-level summary.**
 - To see how SAP quantity calculations are related to the “Real World”, see the following two slides.
 - To get the full story from the perspective of your business processes, read our “Quantity Data Flow Working Paper” for [Oil](#) or [Gas](#).

The Relationship Between SAP Quantity Calculations and the Real World

Integrated quantity data flow model - oil & gas supply chain

Central ERP System



Business-Users

Business-Users

BCP10B
QuantityWare

Integration Layer - Interfaces

»Real World«

Measurement Devices

Refinery

Distribution Terminals

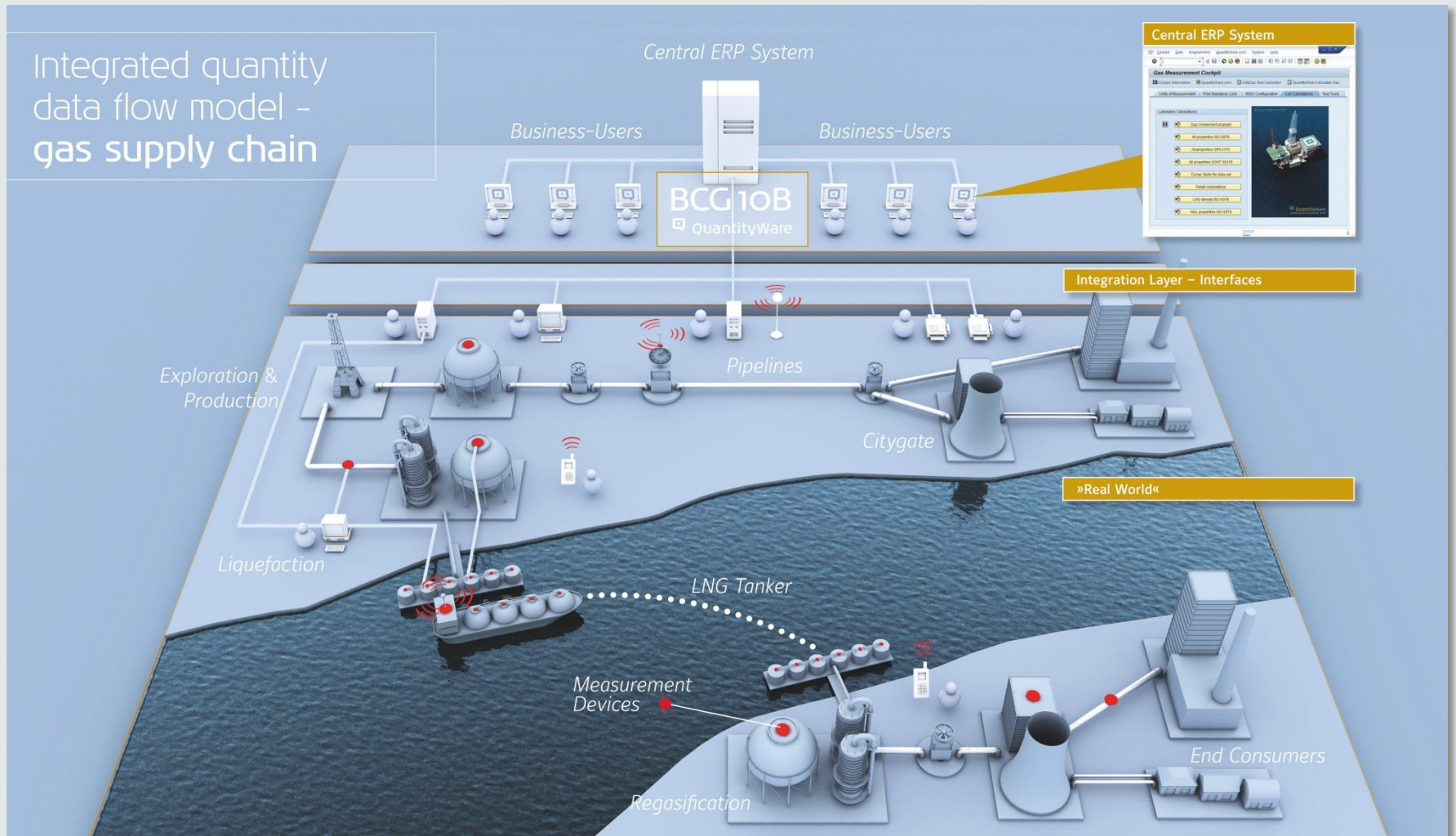
Rail Tanks

Truck Tanks

End Consumers

© QuantityWare 2009

The Relationship Between SAP Quantity Calculations and the Real World



Which Solutions are Available to my Organization?

- Based on publicly available information from the respective supplier web sites, here is our solution comparison.
- Known suppliers at time of analysis are:
 - QuantityWare GmbH – SAP certified “Powered by Netweaver” ABAP solution - BCS 10B
 - Flow-Cal Inc. - C source integration “API-C 2004”
 - Implico GmbH – C source integration “API-C 1980” - (OpenTAS® QCM)
- The comparison characteristics have been selected by QuantityWare, based on our experience of customer requirements.
- Note: This comparison is based upon “Petroleum Liquids” calculation. There are no known comparable solutions for Natural Gas and LNG calculations as provided by the QuantityWare BCG product.

Solution Comparison Characteristics – Result Chart

Solution characteristic :	QuantityWare BCS 10B	Flow-Cal API-C 2004	Implico QCM
SAP certified Add-On	Yes	No	No
Integration via standard SAP QCI	Yes	Yes	Yes
SAP ABAP – OS independent	Yes	No	No
Supports all products (incl. Petrochemicals, LPG and Asphalt)	Yes	No	No
Supports all volume correction measurement standards	Yes	No	No
Supports all mass to weight measurement standards	Yes	No	No
Supports all unit of measure (UoM) standards	Yes	No	No
Supports all conversion model standards	Yes	No	No
Supports legacy standard versions	Yes	No	No
Configuration and control via central transaction	Yes	No	No
Global configuration template (four languages)	Yes	No	No
Easy-to-use implementation methodology	Yes	No	No
Petroleum measurement expert training & consulting	Yes	No	No
Automated installation tests and production test scenarios	Yes	No	No

Solution Comparison - Summary

- QuantityWare BCS 10B is the only SAP-certified “Powered by NetWeaver” quantity conversion solution for the SAP ERP Oil & Gas solution, which meets all global customer requirements.
- QuantityWare BCS 10B is the only quantity calculations solution holistically designed to fulfill all technical calculation, transparency, “Governance, Risk Management & Compliance” requirements of modern energy industries.
- QuantityWare BCS 10B has a transparent, openly published, self-assessment-based pricing system, allowing both fix and variable cost procurement options.
 - Pricing Matrix: [English](#), [Spanish](#)
 - Licensing Questionnaire (Matrix position determination): [English](#), [Spanish](#)

Contact data

→ **John Mantle**
Managing Director
QuantityWare GmbH

john.mantle@quantityware.com

Tel: +49 7251 9823003

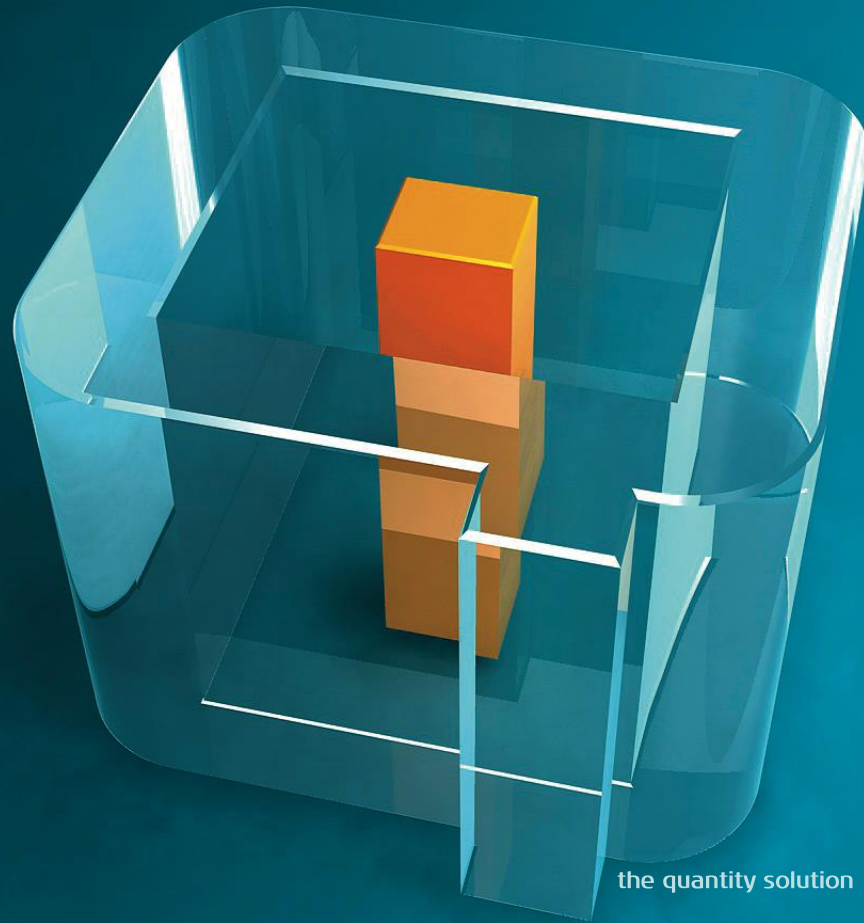
Fax: +49 7251 9823116

Mobile: +49 172 7206228

U.S.Tel: +1 (1) 972 535 6022

Notes

- *© Copyright 2013 QuantityWare GmbH. All rights reserved.*
- *SAP, R/3, mySAP, mySAP.com, xApps, xApp, SAP NetWeaver, and other SAP products and services mentioned herein as well as their respective logos are trademarks or registered trademarks of SAP AG in Germany and in several other countries all over the world. All other product and service names mentioned are the trademarks of their respective companies.*
- *Microsoft, Windows, SQL-Server, Powerpoint and Outlook are registered trademarks of Microsoft Corporation.*
- *These materials and the information therein are subject to change without notice. These materials are provided by the company QuantityWare GmbH for informational purposes only. There is no implied representation or warranty of any kind, and QuantityWare GmbH shall not be liable for errors or omissions with respect to the materials provided. The only warranties for the products and services of QuantityWare GmbH are those set forth in the express warranty statements accompanying such products and services, if any. No statement within this document should be construed as constituting an additional warranty.*



the quantity solution