



Usage Questionnaire

Template for manual completion

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Introduction

This document has been designed to provide a basis upon which a current or prospective QuantityWare BCP (Bulk Calculations - Petroleum) or BCG (Bulk Calculations & Gas) customer can empirically gauge their usage according to the pricing matrix publically released in June 2011 for the QuantityWare solution.

In November 2019, an interactive Usage Questionnaire functionality was launched, requiring questionnaires to be completed and submitted to QuantityWare via the an interactive form on the QuantityWare Service Portal:

<https://service.quantityware.com/usagequestionnaire>

From November 2019, the purpose of this document is simply to allow the offline review and analysis of the questions asked in order to prepare for the completion of the online form.

Questionnaire

BCS Products

The first section of the Questionnaire helps determine which of the QuantityWare Bulk Calculation Solution (BCS) products you will require.

BCS (Bulk Calculations Solution) is comprised of two products:

- BCP: Bulk Calculations - Petroleum
- BCG: Bulk Calculations - Gas

Find out more on the BCS Products on our [Products page](#).

The products your organization refines, markets, sells etc. using SAP Oil, Gas and Energy (OGE) will determine what BCS product you will require to meet your bulk calculation needs.

The following question will help determine this.

NOTE: if you require LPG and NGL calculation standards, both our BCP and BCG products support these, so you will need **either** our BCP **or** BCG to process LPG / NGL, not both.

Question: BCS Products

Which products will be processed by the SAP OGE solution?

Processed Product	Usage Points	BCS Product
<input type="checkbox"/> Crude Petroleum Products	10 petrol	BCP
<input type="checkbox"/> Petrochemicals and Organic Bulk Chemicals	10 petrol	BCP
<input type="checkbox"/> Inorganic Bulk Chemicals	10 petrol	BCP
<input type="checkbox"/> Biofuel	10 petrol	BCP
<input type="checkbox"/> Natural Gas	20 gas	BCG
<input type="checkbox"/> Bio Gas	20 gas	BCG
<input type="checkbox"/> LNG	20 gas	BCG
<input type="checkbox"/> LPG/ NGL	10 petrol/gas	BCP / BCG
<input type="checkbox"/> Condensate *	0	BCP Condensate
<input type="checkbox"/> 100% Hydrogen Gas / Hydrogen Gas Mixtures > 5% / Other Industrial Gases **	0	BCG Hydrogen & IG

* We provide a special, discounted BCP Condensate supplement for BCG. This will allow you to perform productive condensate calculations, and validate legacy calculations, without requiring the full BCP product, as condensate calculations require the use of a petroleum quantity conversion standard.

** BCG requires our Hydrogen & Industrial Gases supplement for conversion calculations of 100% hydrogen gas, hydrogen gas mixtures greater than 5% and other industrial gases. [read our FAQ](#) for more details.

Based on your answers above, select the products / supplements that are needed. LPG / NGL can be processed by either BCP or BCG, so choose either based on your other requirements, and allocate the usage points to that product.

☐ BCP - _____ Petroleum Usage Points ☐ BCG - _____ Gas Usage Points

Scale

Determining Your Organization Scale

One dimension of QuantityWare pricing is based on your organization's geographic scale, breadth of trade and complexity of regulatory requirements. We have defined three levels of organization scale:

National

- Main presence in one country with a majority of local trade and end customers
- Simple GRC* and transparency complexity with primary responsibility to a single regulatory body with local legal implications

Continental

- Presence in two or more countries with a majority of continental trade and end customers in other countries
- Advanced GRC* and transparency complexity with responsibility to a limited number of regulatory bodies with national legal implications

Global

- Extended presences on more than one continent OR extensive global trade
- Maximum GRC* and transparency complexity and responsibility to multiple regulatory bodies with international legal implications

The following questions will help determine which level your organization belongs to.

Question: Scale - Operational Locations

In how many countries does your organization trade (including international organizational reporting)?

BCP (Petroleum)

- ☐ 1 (10 points)
- ☐ 2-5 (20 points)
- ☐ 6+ (within one geo. continent*) (20 points)
- ☐ 6+ (30 points)

BCG (Gas)

- ☐ 1 (10 points)
- ☐ 2-5 (20 points)
- ☐ 6+ (within one geo. continent*) (20 points)
- ☐ 6+ (30 points)

*Geographical continents are: Africa, America North, America South, Antarctica, Asia, Australia & Oceania, Europe.

Question: Scale - International Trade

What percentage of your trade in bulk goods processed within the SAP OGE system is sold to end customers - through your organization or an affiliate - to locations outside of your “country of registration”?

BCP (Petroleum)

- ☐ 0-20% (10 points)
- ☐ 21-50% (20 points)
- ☐ 51%+ (30 points)

BCG (Gas)

- ☐ 0-20% (10 points)
- ☐ 21-50% (20 points)
- ☐ 51%+ (30 points)

Usage

Determining Your Organization Usage Profile

The second dimension of QuantityWare pricing is based on your BCS usage profile. We have defined three key usage profiles, based on factors of your OGE system configuration:

Classes	Value Factor		
	Simple	Standard	Complex
Measurement standards leveraged:	One or two complex standards	Multiple complex standards	Full range of standards
Maintained standard solution simplifies:	Standard, non-customer specific calculations	Limited customer calculations, specific rules	Multiple customer calculations, extensive specific rules
Exposure to measurement standard changes	Possible	Limited	High
"Standard Configuration Template" transparency, simplification & streamlining benefits:	Mainly single business unit, project, product group	Limited parallel business units, projects, product groups	Multiple, parallel business units, projects, product groups
SAP infrastructure landscape simplified & streamlined via "SAP Certified Integration" delivery	Single SAP system landscape	Multiple SAP system landscapes	Extensive, multi-platform, global SAP system landscapes
External Interface usage - provision of QuantityWare functions to SAP-external systems:	SAP-system internal usage	Limited possibilities	Extensive usage and possibilities
Petroleum measurement specialist support and efficiency optimization:	Single expert / business validation of external calculations	Small staff, extensive workload / complexity, limited business requests	Extensive staff workload / complexity, extensive business requests

The following questions will help determine your organization's usage profile.

Question: Usage – Standards Used

QuantityWare BCP and BCG support a wide number of measurement standards. Check the following documents to ensure your organization's current / future standard(s) are supported:

- [BCP Supported Standards](#)
- [BCG Supported Standards](#)

We need to know the number of "component" standards you plan on implementing for BCP and/or BCG:

Petroleum (BCP)

The minimum necessary number of component standards for petroleum – including NGL/LPG - is 4 (resulting in a single "complex standard"):

- 1x Bulk quantity calculation model
- 1x Temperature & pressure correction standard
- 1x Density/weight/volume intra-conversion standard (i.e. mass & weight)
- 1x Unit of measure conversion standard

Gas (BCG)

The minimum necessary number of component standards for natural gases is 4 (resulting in a single "complex standard"):

- 1x Bulk quantity calculation model
- 1x Temperature & pressure correction standard
- 1x Standards defining calculations of densities and heating values from composition including physical property data
- 1x Unit of measure conversion standard

How many component standards does / will your organization utilize?

BCP (Petroleum)

- ☐ 4-5 (10 points)
- ☐ 6-10 (20 points)
- ☐ 11+ (40 points)

BCG (Gas)

- ☐ 4-5 (10 points)
- ☐ 6-10 (20 points)
- ☐ 11+ (40 points)

Question: Usage - Solutions to Replace

BCS can replace all custom solutions for the standards listed in the following product-specific documents:

- [BCP Supported Standards](#)
- [BCG Supported Standards](#)

How many standards (based upon the categories as defined in the above documents) will be replaced – or have been replaced - with BCS?*

BCP (Petroleum)

- ☐ 0-1 (0 points)
- ☐ 2-3 (10 points)
- ☐ 4+ (20 points)

BCG (Gas)

- ☐ 0-1 (0 points)
- ☐ 2-3 (10 points)
- ☐ 4+ (20 points)

* i.e. currently/previously used "C" routines or derivatives replaced by BCS

Question: Usage – Exposure to Changes

External organizations, such as regulatory organizations or business partners within your field of business operations, can potentially influence your organization's choice of measurement standards for bulk movements.

This can occur contractually, legally, or as recommendations.

How many external organizations influence your organization's choice of measurement standards for bulk movements?

BCP (Petroleum)

- ☐ 1-2 (10 points)
- ☐ 3-5 (20 points)
- ☐ 6+ (40 points)

BCG (Gas)

- ☐ 1-2 (10 points)
- ☐ 3-5 (20 points)
- ☐ 6+ (40 points)

Question: Usage – Business Units

The number of business units which will use BCS is a factor in the organization's complexity and usage.

Which business units relying on the valuation of bulk product will require the use of BCS?

BCP (Petroleum)

- ☐ Exploration & Production (10 points)
- ☐ Bulk Transport – Pipelines & Marine (10 points)
- ☐ Refining (15 points)
- ☐ Petrochemical processing (10 points)
- ☐ Secondary Distribution (5 points)
- ☐ Industrial / Private Retail (5 points)
- ☐ Biofuel processing (5 points)

BCG (Gas)

- ☐ Exploration & Production (10 points)
- ☐ Transmission – Pipeline (10 points)
- ☐ LNG Shipment – Marine (10 points)
- ☐ Processing (10 points)
- ☐ Industrial / Utility Retail (10 points)
- ☐ Biogas processing (10 points)

Question: Usage – SAP Projects

The number of **independent** SAP Projects in which the solution is used also defines a value multiplier, i.e. projects in which the bulk materials processed have to be defined.

Example Scenarios

A customer is trying to leverage a “central architecture” with a single system landscape (DEV / TST / CON / PRD) containing **three** “business units”: upstream, downstream and petrochemicals.

Each of the three business units uses the same system.

Scenario 1

Each business unit has its own **separate, independent project**, which separately configures QuantityWare - even though much of the configuration is the same or similar across the projects.

This scenario would result in: **3 SAP Projects (20 points)**

Scenario 2

A **single group** works across three projects for the three business units, configuring QuantityWare for all three.

This scenario would result in: **1 SAP Project (10 points)**

In how many independent SAP Projects will BCS be used?

BCP (Petroleum)

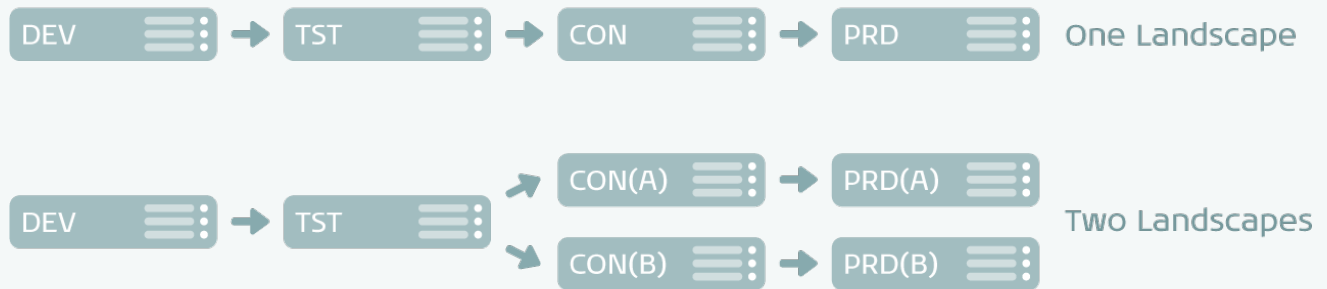
- ☐ 1 (10 points)
- ☐ 2-3 (20 points)
- ☐ 4+ (40 points)

BCG (Gas)

- ☐ 1 (10 points)
- ☐ 2-3 (20 points)
- ☐ 4+ (40 points)

Question: Usage – SAP System Landscapes

We need to know the number of productive SAP systems, i.e. "landscapes", in which the QuantityWare solution will be used.



In how many SAP system "landscapes" is BCS used?

BCP (Petroleum)

- ☐ 1 (10 points)
- ☐ 2-3 (20 points)
- ☐ 4+ (40 points)

BCG (Gas)

- ☐ 1 (10 points)
- ☐ 2-3 (20 points)
- ☐ 4+ (40 points)

Question: Usage – External Interfaces

QuantityWare provides the ability to connect external systems or legacy SAP QCI measurement implementations for its measurement solution, providing a single point of reference for calculations throughout all systems with network access to your SAP Oil, Gas, and Energy system in which BCS is installed.

For further details see the "Web Services" chapter in the following documents:

- [BCP Documentation Reference Manual](#)

How many systems external to SAP OGE access BCS?

BCP (Petroleum)

- ☐ 0 (0 points)
- ☐ 1-2 (10 points)
- ☐ 3+ (20 points)

BCG (Gas)

Not applicable for BCG

Question: Usage – Specialists

BCS provides a tool, closely linked to the configuration and customizing of productive business systems - allowing Product Measurement Specialists faster and easier access to information upon which they can base their decisions and advice to the business.

How many Product Measurement Specialists are a part of your organization?

BCP (Petroleum)

- ☐ 1 PMS with 0-5 staff (10 points)
- ☐ 1 PMS with 6+ staff (15 points)
- ☐ 2-3 PMS with staff (20 points)
- ☐ 4+ PMS (30 points)

BCG (Gas)

- ☐ 1 PMS with 0-5 staff (10 points)
- ☐ 1 PMS with 6+ staff (15 points)
- ☐ 2-3 PMS with staff (20 points)
- ☐ 4+ PMS (30 points)

Your Results

Product Configuration

Please note the products you have selected, the total scale and usage points you have calculated, and select the Scale / Usage classifications based on those points below:

Product	BCP (Petroleum)	BCG (Gas)
Required	<input type="checkbox"/> Yes, BCP required	<input type="checkbox"/> Yes, BCG required
Scale Points		
Scale Classification	<input type="radio"/> National (0 - 29) <input type="radio"/> Continental (30 - 59) <input type="radio"/> Global (60)	<input type="radio"/> National (0 - 29) <input type="radio"/> Continental (30 - 59) <input type="radio"/> Global (60)
Usage Points		
Usage Classification	<input type="radio"/> Simple (0 - 74) <input type="radio"/> Standard (75 - 209) <input type="radio"/> Complex (210)	<input type="radio"/> Simple (0 - 74) <input type="radio"/> Standard (75 - 209) <input type="radio"/> Complex (210)

Supplements

Please select the supplements that you determined were required. If unsure, please see the notes on the Calculation Method page:

- ☐ BCP Condensate required
- ☐ BCG Hydrogen & Industrial Gases required

Next Steps

Complete Online

To view the total annual price for your selected BCS software and supplement configuration, please complete our online Usage Questionnaire form, using the answers you have provided.

Completing the online form will automatically confirm your organization's classification, and provide details of the expected costs:

<https://service.quantityware.com/usagequestionnaire>

Submit

Once complete, submit the completed Usage Questionnaire form to begin the process of entering (or renewing) an annual usage agreement with QuantityWare.

This is also a prerequisite for obtaining test BCS usage keys.

Sign Off

After submission, the questionnaire results will be forwarded to a specified manager at your organization, who will need to approve the results prior to further processing.

Processing

After sign off, QuantityWare will process the questionnaire results and be in touch to arrange your test BCS usage keys and a quote.

Calculation Method

We base our calculations for Scale and Usage, and thus annual price, on a points system used throughout the questions answered:

Scale	Points
National	0 - 29
Continental	30 - 59
Global	60+

Usage	Points
Simple	0 - 74
Standard	75 - 209
Complex	210+

Condensate Supplement

Condensate calculations require the use of a *petroleum* quantity conversion standard - this is not supported by BCG. Our BCP Condensate supplement allows you to perform these condensate calculations, and validate legacy calculations, without requiring the full BCP product.

BCP Condensate is required when **all** of the following apply:

- **BCG is selected**
- **"Condensate" is selected in the Products Groups Count question**
- **You don't require BCP, or require BCP at a scale lower than BCG**

The scale of the BCP Condensate supplement is set to match the scale of BCG and the usage is always Simple.

Hydrogen & Industrial Gases Supplement

BCG support for 100% hydrogen gas / hydrogen gas mixtures greater than 5% / other industrial gases requires the use of our Hydrogen & Industrial Gases supplement.

BCG Hydrogen & Industrial Gases supplement is required when **all** of the following apply:

- **BCG is selected**
- **"100% Hydrogen Gas / Hydrogen Gas Mixtures > 5% / other industrial gases" is chosen in the Products Groups Count question**

To learn which industrial gases this applies to, please [read our FAQ](#).

Annual Pricing

Product Pricing

BCP / BCG *

	Usage		
Scale	Simple	Standard	Complex
National	€ 7.700,00	€ 24.200,00	€ 38.500,00
Continental	€ 22.550,00	€ 53.900,00	€ 89.100,00
Global	€ 44.550,00	€ 96.800,00	€ 135.000,00

* A bulk discount of 30% is applied on the lower costing product.

Supplement Pricing

BCP Condensate **

	Usage		
Scale	Simple	Standard	Complex
National	€ 3.850,00	--	--
Continental	€ 11.275,00	--	--
Global	€ 22.275,00	--	--

** A BCP Condensate supplement discount of 50% is applied to all condensate supplements.

Hydrogen & Industrial Gases***

	Usage		
Scale	Simple	Standard	Complex
National	€ 3.000,00	€ 8.800,00	€ 9.400,00
Continental	€ 15.000,00	€ 17.400,00	€ 21.000,00
Global	€ 34.800,00	€ 37.800,00	€ 52.700,00

*** Required for BCG support of 100% hydrogen gas / hydrogen gas mixtures greater than 5% / other industrial gases

All prices represent annual Euro usage fees, excluding any [surcharges for the use of non-QuantityWare agreements](#), German VAT, and any applicable foreign taxes, duties or levies. Prices are valid as at 2025-02-15 and are subject to change. If your organization: a) has a single product at the "National/Simple" configuration only, b) has fewer than 20 SAP Oil, Gas, and Energy seats licensed, AND c) processes less than 5000 BOEPD, a 'Small Customer Usage Fee' will be applied.