

Simulated sizing scenario

1. Purpose and rules of application

The scenario defines a **standard set of quantitative model parameters** on which the manufacturer is required to base its pricing (5-year TCO) and performance claims.

Rules:

- cost estimate for **the base case (W1)**; auxiliary cases W0 and W2: these are used to assess cost scalability,
- The manufacturer quotes prices solely for the components of the proposed technological solution (including subscriptions/licences, storage, environments, modules, etc.) and does not include implementation services,
- If the manufacturer's licensing model uses metrics other than the number of users (e.g. computing power, number of models, data volume, etc.), the manufacturer is required to convert the parameters set out below into its own metrics **and to explain the conversion method**.

2. Structure of the group of companies – estimated figures for valuation purposes

Parameter	Value
Number of companies covered by the scheme	35 companies (34 operational + 1 head office) operating under a full business model 165 companies – using a simplified business model, mainly through the entry of hard input data (forms)
Number of countries	8 (Polish + 7 foreign)
Local currencies	6 (PLN, EUR, CZK, NOK, USD, HUF)
The group's presentation currency	PLN (local – as per 'Local currencies')
Financial year	Base calendar year (auxiliary: Q1–Q1, Q2–Q2)
Levels of management consolidation	4 management structures (company → segment/business line → group) 5 organisational structures (great-granddaughter company → granddaughter company → subsidiary → parent company → group of companies)
Number of business segments	5
Intra-group transactions	Yes — IC eliminations, PUP, consolidation adjustments, reclassifications
Changes to the group's structure	Assuming 1–2 events per year (acquisition/disposal/merger) — the model must accommodate structures that change over time

3. Users — model variants for sizing purposes

Role	Description of authorisations	W0 mins.	W1 database	W2 max.
IT administrators		2	4	6
Administrator / Modeller (Business) – Full EPM	model creation and modification, permissions, integrations, consolidation, and workflow configuration across the entire system	10	20	30
Administrator / (Business) Modeller – companies	the creation and modification of models, permissions, integrations and workflow configuration for a given company	80	120	160
Power user / controller	report generation, analysis, scenarios	100	150	200
Planner / Contributor	entering planning data, comments,	1,450	1,800	4,500
Report recipient / viewer	dashboards, reports, drill-down, no editing	2,800	3,500	9,000

Further requirements:

- SSO (SAML/OIDC) for all roles, MFA,
- concurrency at peak times (budget window): W0 – 700, W1 – 875, W2 – 2250 active users simultaneously,
- The valuation must specify the marginal cost of switching from W1 to W2 and the possibility of reducing the contract from W1 to W0 during the term of the contract.

4. Data volumes and history

Parameter	Value
Migrating history from the outset	60 months of actual data + 2 full planning cycles
Growth in planning and actual data	around 2 billion records a year
Retention within the system	3 years (hot) + 3 years (cold), with no archiving that excludes data from analysis
Appendices/comments	comments on budget line items, supporting documents up to ~50 MB per company per cycle

5. Processes and billing schedule

Process	Frequency	Time window	Load characteristics
Annual budget	Once a year	September–December, 3 iterations	peak concurrency in line with the scenarios, full group recalculations
Rolling forecast (RF 3+33, 6+30, 9+27, etc.)	3 times a year	10 working days	average load, simplified calculations

Process	Frequency	Time window	Load characteristics
10-year strategic plan (3 perspectives: 3 years' detailed data (monthly), 3 years + 4 years' quarterly data)	Once a year	Second quarter	scenario modelling, group- level 'what-if' simulations, strategic intelligence and decision-support modelling
Consolidation for management purposes + monthly reporting	12 times a year	by the 15th working day	data loading, eliminations, segment results calculation, reporting package
Ad hoc / what-if	On demand	—	power user simulations without disrupting the work of others

6. SPM

Portfolio of strategic objectives	W0/W1/W2
Business segments	5
Strategic programmes	12
Strategic initiatives	40
Investment projects supporting the implementation of strategic initiatives	±800
Total investment projects	over 8,000

7. Integrations

Source/destination	Systems	Frequency	Field of study
SAP ERP	8 systems	monthly, or on an ad hoc basis where necessary	bidirectionally
SAP S/4HANA	1 system (planned for implementation within the Orlen Group)	monthly, or on an ad hoc basis where necessary	bidirectionally
Local ERP	15 systems (including foreign companies) Comarch ERP Optim Egeria ENOVA ERP QUATRA MAX IFS Applications 10 Impuls Macrologic ERP – Xpertis MS Dynamics AX OPTIMA Oracle EBS SEZAM Symfonia TETA Constellation Unisoft Visma Business WAPRO	per month, files/API	bidirectionally
Financial consolidation system	The Oracle Hyperion central system	monthly	to EPM
Databrics/PowerBI data platform	A central cloud platform for the Orlen Group	On a daily basis	bidirectionally
SAP Datasphere /SAC data platform	A central cloud platform for the Orlen Group	On a daily basis	bidirectionally

Source/destination	Systems	Frequency	Field of study
PPM-class system	1 Clarity system	online	bidirectionally
Data Governance System	Central system, Informatica IDMC	online	bidirectionally