SPEE 2015 Petroleum Evaluation Software Symposium

User Survey Results
Outline

• User Demographics
• Purpose & Technical Analysis
• Economic Parameters
• Software Rankings by Category
• Strategic Advantages
  • Software Specific Results
  • Focus Areas for Improvement
User Demographics
Which of the following reserves and economics software programs do you regularly use?

- 358 User Surveys total
  - 117 multiple software users
  - 241 single software users

516 software-specific responses
Single-software or Multi-software user?

- Single User (67.3%)
- Multi User (32.7%)
Which of these roles best describes your job responsibilities?

- Engineer
- Manager
- Engineering Technician
- Geologist
- Other

# of User Responses (Multiple responses allowed per user)

- Aries: 124
- PhDWin: 60
- Mosaic: 36
- Value Navigator: 34
- OGRE: 32
- PEEP: 32
- Energetech: 19
- Palantir: 6
- PowerTools: 3
- ProdEval: 1
Which of these roles best describes your job responsibilities?

- Engineer (55.3%)
- Manager (20.1%)
- Engineering Technician (14.0%)
- Geologist (3.4%)
- Other (7.3%)
Which of these roles best describes your job responsibilities?

- Engineer: 60% Single User, 40% Multi User
- Manager: 21% Single User, 79% Multi User
- Engineering Technician: 38% Single User, 62% Multi User
- Other: 88% Single User
- Geologist: 0% Single User, 0% Multi User
What type of company do you work for?

- E&P
- Consultant
- Banking
- Other

# of User Responses (Multiple responses allowed per user): 10

- Aris: 124
- PhDWIn: 115
- Mosaic: 60
- Value Navigator: 55
- OGRE: 35
- PEEP: 34
- Eneresight: 32
- Palenir: 32
- PowerTools: 19
- ProdEval: 6
- FEGS: 3
- MICA: 1
What type of company do you work for?

- E&P (67.6%)
- Consultant (20.7%)
- Banking (7.3%)
- Other (4.5%)
What type of company do you work for?

- **E&P**: 24% (Single) / 76% (Multi)
- **Consultant**: 49% (Single) / 51% (Multi)
- **Banking**: 81%
- **Other**: Small percentage
Purpose &
Technical Analysis
For what purpose do you use reserves and economics software?

<table>
<thead>
<tr>
<th>Purpose</th>
<th>No. of User Responses</th>
</tr>
</thead>
<tbody>
<tr>
<td>Project Economic Evaluation</td>
<td>301</td>
</tr>
<tr>
<td>Production Analysis &amp; Forecasting</td>
<td>288</td>
</tr>
<tr>
<td>Reserves Database</td>
<td>251</td>
</tr>
<tr>
<td>A&amp;D Evaluations</td>
<td>242</td>
</tr>
<tr>
<td>Production &amp; Capital Budgeting</td>
<td>197</td>
</tr>
<tr>
<td>Other</td>
<td>20</td>
</tr>
</tbody>
</table>

Only 10% reported a single use. Over 40% reported all 5 uses.
For what purpose do you use reserves and economics software?

- Project Economic Evaluation: 301 responses
- Production Analysis & Forecasting: 298 responses
- Reserves Database: 261 responses
- A&D Evaluations: 242 responses
- Production & Capital Budgeting: 197 responses
- Other: 20 responses
For what purpose do you use reserves and economics software?

- Project Economic Evaluation: 301 responses
- Production Analysis & Forecasting: 298 responses
- Reserves Database: 251 responses
- A&D Evaluations: 242 responses
- Production & Capital Budgeting: 197 responses
- Other: 20 responses

Categories:
- E&P
- Consultant
- Banking
- Other
How do you generate technical forecasts in reserves and economics software packages?

Over 40% utilize more than 1 method to generate forecasts.
How do you generate technical forecasts in reserves and economics software packages?

- Generated in the Program
- Hand Input
- Imported from Another Program
- Other

Number of User Responses:
- Engineer: 283
- Manager: 147
- Engineering Technician: 125
- Geologist: 1
- Other: 1
How do you generate technical forecasts in reserves and economics software packages?

- Generated in the Program: 283 responses
- Hand Input: 147 responses
- Imported from Another Program: 126 responses
- Other: 1 response
What reserves forecasting methodologies do you currently use?

- Arps with Terminal Exponential Decline: 217
- Volumetric with Recovery Factor: 175
- Arps: 172
- Material Balance: 135
- Changing b-factor with Producing Time: 86
- Fetkovich: 51
- Stretched Exponential: 51
- Linear Flow: 46

50% of users reported utilization of 3 or more methodologies. 30% of responses referenced alternative decline curve analysis.
What reserves forecasting methodologies do you currently use?

- Duong: 21 responses
- Other: 15 responses
- Palacio & Blasingame: 15 responses
- Power Law: 12 responses
- RPI: 9 responses (plus modified)
- Extended Power Law: 9 responses
What reserves forecasting methodologies do you currently use?

Number of User Responses (Multiple responses allowed per user):

- Arps with Terminal Exponential Decline: 217
- Volumetric with Recovery Factor: 175
- Arps: 172
- Material Balance: 135
- Changing b-factor with Producing Time: 86
- Fetkovich: 51
- Stretched Exponential: 51
- Linear Flow: 46

Bar chart showing the number of responses for each methodology, categorized into single user and multi-user.
What reserves forecasting methodologies do you currently use?

- Duong
- Other
- Palacio & Blasingame
- Power Law
- RPI
- Duong (plus modified)
- Extended Power Law

Number of user responses:
- Duong: 21
- Other: 15
- Palacio & Blasingame: 15
- Power Law: 12
- RPI: 10
- Duong (plus modified): 9
- Extended Power Law: 9
Do you use additional software to generate graphics output or economic runs?

Top 3 additional software utilized:
- Excel – 92 users
- SpotFire – 22 users
- Internal programs – 11 users

Yes, additional software is used
No, all output is done via the software package(s)
Economic Parameters
What tax structures do you evaluate?

- BFIT US
- Canadian
- Freehold & Crown Royalties
- AFIT US
- International
- AFIT Canadian
- Other

Over 50% reported use of a single tax structure
Over 50% of responses for International & Canadian tax structures
More than twice as many responses for BFIT vs AFIT
What tax structures do you evaluate?

- Engineer
- Manager
- Engineering Technician
- Geologist
- Other

# of User Responses (Multiple responses allowed per user)

- BFIT US: 210
- BFIT Canadian: 100
- Canadian Freehold & Crown Royalties: 100
- AFIT US: 76
- International: 66
- AFIT Canadian: 66
- Other: 2

QED Energy Associates
What tax structures do you evaluate?

- BFIT US
- Canadian
- Freehold & Crown Royalties
- AFIT US
- International
- AFIT Canadian
- E&P
- Consultant
- Banking
- Other

# of User Responses
(Multiple responses allowed per user)

<table>
<thead>
<tr>
<th>Category</th>
<th>Responses</th>
</tr>
</thead>
<tbody>
<tr>
<td>BFIT US</td>
<td>210</td>
</tr>
<tr>
<td>BFIT Canadian</td>
<td>100</td>
</tr>
<tr>
<td>Canadian Freehold &amp; Crown Royalties</td>
<td>100</td>
</tr>
<tr>
<td>AFIT US</td>
<td>76</td>
</tr>
<tr>
<td>International</td>
<td>66</td>
</tr>
<tr>
<td>AFIT Canadian</td>
<td>65</td>
</tr>
<tr>
<td>Other</td>
<td>2</td>
</tr>
</tbody>
</table>

28
What forms of economic evaluation do you evaluate?

- Standard US WI/RI
- Standard US ORRI
- Canadian WI
- Canadian ORRI
- Canadian NPI
- Int’l Joint Venture
- Int’l PSC
- Int’l Concession
- Other

75% of users utilize 2 or more economic models
Over 50% of responses for International & Canadian models
What forms of economic evaluation do you evaluate?

- Engineer
- Manager
- Engineering Technician
- Geologist
- Other

# of User Responses

- Standard US WI/RI: 228
- Standard US ORRI: 181
- Canadian WI: 119
- Canadian ORRI: 93
- Canadian NPI: 64
- Int’l Joint Venture: 48
- Int’l PSC: 45
- Int’l Concession: 41
- Other: 2
What forms of economic evaluation do you evaluate?

- Standard US WI/RI
- Standard US ORRI
- Canadian WI
- Canadian ORRI
- Canadian NPI
- Joint Venture
- PSC
- Concession
- International Joint Venture
- International PSC
- International Concession
- Other

**Number of User Responses:**
- Total: 228
- Standard US WI/RI: 181
- Canadian WI: 93
- Canadian ORRI: 64
- Canadian NPI: 48
- Joint Venture: 45
- PSC: 41
- Concession: 2
What discounting methodology do you use in reserves and economics evaluations?

70% reported use of a single discounting methodology

<table>
<thead>
<tr>
<th>Methodology</th>
<th>Number of Responses</th>
</tr>
</thead>
<tbody>
<tr>
<td>Monthly</td>
<td>140</td>
</tr>
<tr>
<td>Annual</td>
<td>113</td>
</tr>
<tr>
<td>Mid-month</td>
<td>106</td>
</tr>
<tr>
<td>Continuous</td>
<td>66</td>
</tr>
<tr>
<td>Semi-annual</td>
<td>36</td>
</tr>
<tr>
<td>Other</td>
<td>5</td>
</tr>
</tbody>
</table>
What discounting methodology do you use in reserves and economics evaluations?

- Monthly: 140 responses
- Annual: 113 responses
- Mid-month: 106 responses
- Continuous: 65 responses
- Semi-annual: 36 responses
- Other: 5 responses

# of User Responses (Multiple responses allowed per user)
What discounting methodology do you use in reserves and economics evaluations?

# of User Responses
(Multiple responses allowed per user)

- Monthly: 140
- Annual: 113
- Mid-month: 106
- Continuous: 65
- Semi-annual: 36
- Other: 5

- E&P
- Consultant
- Banking
- Other

[Graph showing bar chart with responses for each methodology type.]
How do you run Incremental Economics?

Over 40% reported use of both incremental methods
How do you run Incremental Economics?

- Engineer: 72 responses
- Manager: 21 responses
- Engineering Technician: 20 responses
- Geologist: 10 responses
- Other: 5 responses

- Both Forecast & Calculate Incremental: 142 responses
- Forecast & Calculate Incremental N/A: 82 responses
- Forecast Cumulative Totals & Calculate Incremental: 61 responses
- Neither, software is not capable of Incremental Economics: 54 responses

36 respondents

(qed energy associates)
How do you run Incremental Economics?

- Both Forecast & Calculate Incremental: 142 responses
- Forecast & Calculate Incremental: 82 responses
- N/A: 61 responses
- Forecast Cumulative Totals & Calculate Incremental: 54 responses
- Neither, software is not capable of Incremental Economics: 5 responses

Options:
- E&P
- Consultant
- Banking
- Other
Software Rankings by Category
1. Production and Data Import

% of User Responses

- Aries
- Enersight
- Mosaic
- OGRE (R3)
- Palantir
- PEEP
- PhDWin
- PowerTools
- Value Navigator

Legend:
- Excellent
- Good
- Satisfactory
- Unsatisfactory
2. Graphics

The image shows a bar chart with the following data:

- **Aries**
  - Excellent: 60%
  - Good: 40%
- **Enersight**
  - Excellent: 50%
  - Good: 30%
  - Satisfactory: 10%
  - Unsatisfactory: 10%
- **Mosaic**
  - Excellent: 40%
  - Good: 60%
- **OGRE (R3)**
  - Excellent: 60%
  - Good: 30%
  - Satisfactory: 10%
- **Palantir**
  - Excellent: 50%
  - Good: 30%
  - Satisfactory: 10%
  - Unsatisfactory: 10%
- **PEEP**
  - Excellent: 50%
  - Good: 30%
  - Satisfactory: 10%
  - Unsatisfactory: 10%
- **PhDWin**
  - Excellent: 60%
  - Good: 30%
  - Satisfactory: 10%
- **PowerTools**
  - Excellent: 40%
  - Good: 50%
  - Satisfactory: 10%
- **Value Navigator**
  - Excellent: 50%
  - Good: 30%
  - Satisfactory: 10%
  - Unsatisfactory: 10%
3. Decline Curve Analysis - Content

The diagram shows the percentage of user responses for different data analysis tools. The tools include Aries, Enersight, Mosaic, OGRE (R3), Palantir, PEEP, PhDWin, PowerTools, and Value Navigator. The responses are categorized into Excellent, Good, Satisfactory, and Unsatisfactory. The percentage for each category is visually represented in the diagram.
4. Decline Curve Analysis - Interface

- Aries
- Enersight
- Mosaic
- OGRE (R3)
- Palantir
- PEEP
- PhDWin
- PowerTools
- Value Navigator

% of User Responses

- Excellent
- Good
- Satisfactory
- Unsatisfactory
5. Economic Analysis

The diagram shows the percentage of user responses for different tools, categorized by their economic analysis performance. The tools are Aries, Enersight, Mosaic, OGRE (R3), Palantir, PEEP, PhDWin, PowerTools, and Value Navigator. The categories are Excellent, Good, Satisfactory, and Unsatisfactory.
6. Fiscal Modeling

![Bar chart showing user responses for different platforms.](chart.png)

- **Aries**: 60% Excellent, 30% Good, 10% Satisfactory, 0% Unsatisfactory
- **Enersight**: 55% Excellent, 35% Good, 10% Satisfactory, 0% Unsatisfactory
- **Mosaic**: 50% Excellent, 40% Good, 10% Satisfactory, 0% Unsatisfactory
- **OGRE (R3)**: 45% Excellent, 45% Good, 10% Satisfactory, 0% Unsatisfactory
- **Palantir**: 40% Excellent, 50% Good, 10% Satisfactory, 0% Unsatisfactory
- **PEEP**: 35% Excellent, 55% Good, 10% Satisfactory, 0% Unsatisfactory
- **PhDWIn**: 30% Excellent, 60% Good, 10% Satisfactory, 0% Unsatisfactory
- **PowerTools**: 25% Excellent, 70% Good, 5% Satisfactory, 0% Unsatisfactory
- **Value Navigator**: 20% Excellent, 80% Good, 0% Satisfactory, 0% Unsatisfactory

- **Excellent**: Green
- **Good**: Blue
- **Satisfactory**: Orange
- **Unsatisfactory**: Red
7. Reporting – Cashflows and Oneline Reports

The diagram shows the percentage of user responses for different software tools in the categories of Excellent, Good, Satisfactory, and Unsatisfactory. The tools include Aries, Enersight, Mosaic, OGRE (R3), Palantir, PEEP, PhDWin, PowerTools, and Value Navigator. Each tool is represented by a bar, divided into sections indicating the percentage of users giving different responses.
8. Adhoc Queries and Reports
9. Overall User Interface

The chart shows the percentage of user responses for various software tools. The categories are Excellent, Good, Satisfactory, and Unsatisfactory. The tools listed are Aries, Enersight, Mosaic, OGRE (R3), Palantir, PEEP, PhDWin, PowerTools, and Value Navigator. The colors used in the chart represent the percentage of responses in each category.
10. Backend Access to Database
11. Speed to Run Cases

<table>
<thead>
<tr>
<th>Software</th>
<th>Excellent</th>
<th>Good</th>
<th>Satisfactory</th>
<th>Unsatisfactory</th>
</tr>
</thead>
<tbody>
<tr>
<td>Aries</td>
<td>40%</td>
<td>40%</td>
<td>10%</td>
<td>10%</td>
</tr>
<tr>
<td>Enersight</td>
<td>30%</td>
<td>30%</td>
<td>20%</td>
<td>20%</td>
</tr>
<tr>
<td>Mosaic</td>
<td>30%</td>
<td>30%</td>
<td>20%</td>
<td>20%</td>
</tr>
<tr>
<td>OGRE (R3)</td>
<td>30%</td>
<td>30%</td>
<td>20%</td>
<td>20%</td>
</tr>
<tr>
<td>Palantir</td>
<td>30%</td>
<td>30%</td>
<td>20%</td>
<td>20%</td>
</tr>
<tr>
<td>PEEP</td>
<td>30%</td>
<td>30%</td>
<td>20%</td>
<td>20%</td>
</tr>
<tr>
<td>PhDWin</td>
<td>30%</td>
<td>30%</td>
<td>20%</td>
<td>20%</td>
</tr>
<tr>
<td>PowerTools</td>
<td>30%</td>
<td>30%</td>
<td>20%</td>
<td>20%</td>
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<tr>
<td>Value Navigator</td>
<td>30%</td>
<td>30%</td>
<td>20%</td>
<td>20%</td>
</tr>
</tbody>
</table>
12. Technical Support

% of User Responses

Aries  Enersight  Mosaic  OGRE (R3)  Palantir  PEEP  PhDWin  PowerTools  Value Navigator

Excellent  Good  Satisfactory  Unsatisfactory
13. Technical Training Capabilities

<table>
<thead>
<tr>
<th>Software</th>
<th>Excellent</th>
<th>Good</th>
<th>Satisfactory</th>
<th>Unsatisfactory</th>
</tr>
</thead>
<tbody>
<tr>
<td>Aries</td>
<td>50%</td>
<td>30%</td>
<td>20%</td>
<td>0%</td>
</tr>
<tr>
<td>Enersight</td>
<td>40%</td>
<td>40%</td>
<td>20%</td>
<td>0%</td>
</tr>
<tr>
<td>Mosaic</td>
<td>30%</td>
<td>50%</td>
<td>20%</td>
<td>0%</td>
</tr>
<tr>
<td>OGRE (R3)</td>
<td>40%</td>
<td>40%</td>
<td>20%</td>
<td>0%</td>
</tr>
<tr>
<td>Palantir</td>
<td>20%</td>
<td>60%</td>
<td>20%</td>
<td>0%</td>
</tr>
<tr>
<td>PEEP</td>
<td>30%</td>
<td>50%</td>
<td>20%</td>
<td>0%</td>
</tr>
<tr>
<td>PhDWin</td>
<td>30%</td>
<td>50%</td>
<td>20%</td>
<td>0%</td>
</tr>
<tr>
<td>PowerTools</td>
<td>20%</td>
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<td>0%</td>
</tr>
<tr>
<td>Value</td>
<td>20%</td>
<td>80%</td>
<td>0%</td>
<td>0%</td>
</tr>
<tr>
<td>Navigator</td>
<td>20%</td>
<td>80%</td>
<td>0%</td>
<td>0%</td>
</tr>
</tbody>
</table>
Strategic Advantages
### What are the top 3 strategic advantages of your software package?

<table>
<thead>
<tr>
<th>Feature</th>
<th>Aries</th>
<th>Enersight</th>
<th>Mosaic</th>
<th>OGRE (R3)</th>
<th>Palantir</th>
<th>PEEP</th>
<th>PhDWin</th>
<th>PowerTools</th>
<th>Value Navigator</th>
</tr>
</thead>
<tbody>
<tr>
<td>Supports a multiple user environment</td>
<td>2</td>
<td>1</td>
<td></td>
<td>2</td>
<td>1</td>
<td></td>
<td></td>
<td></td>
<td>2</td>
</tr>
<tr>
<td>Ease of running Sensitivities</td>
<td>1</td>
<td>1</td>
<td></td>
<td>1</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ability and ease of importing / exporting production data</td>
<td>3</td>
<td>3</td>
<td>3</td>
<td>2</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ease of modeling non-standard tax structures</td>
<td></td>
<td></td>
<td></td>
<td>3</td>
<td>3</td>
<td></td>
<td>1</td>
<td>1</td>
<td></td>
</tr>
<tr>
<td>Easy to Learn</td>
<td></td>
<td></td>
<td></td>
<td>1</td>
<td>2</td>
<td>3</td>
<td>1</td>
<td></td>
<td>1</td>
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<tr>
<td>User-friendly / Intuitively designed</td>
<td></td>
<td></td>
<td></td>
<td>3</td>
<td>2</td>
<td>3</td>
<td>3</td>
<td>3</td>
<td></td>
</tr>
<tr>
<td>Handles large databases easily</td>
<td>1</td>
<td>2</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cost-effective option for small operators</td>
<td></td>
<td></td>
<td></td>
<td>3</td>
<td>1</td>
<td>2</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Highly customizable – adjustable to very specific model structure</td>
<td>2</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>3</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Large variety of standard report and output options</td>
<td></td>
<td></td>
<td></td>
<td></td>
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<td></td>
<td></td>
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</tr>
</tbody>
</table>
What are the top 3 strategic advantages of your software package?

**Aries**

- Handles large databases easily: 93 responses
- Supports a multiple user environment: 74 responses
- Ability and ease of importing/exporting production data: 48 responses
- Highly customizable – adjustable to specific model structure: 40 responses
- Ease of running sensitivities: 38 responses
- Other: 27 responses
- Easy to Learn: 17 responses
- User-friendly/intuitively designed: 11 responses
- Cost effective option for small operators: 1 response
- Ease of modeling non-standard tax structures: 0 responses
- Large variety of standard report and output options: 0 responses

1st Advantage
2nd Advantage
3rd Advantage
What are the top 3 strategic advantages of your software package?

Enersight

1st Advantage
- Handles large databases easily
- Supports a multiple user environment
- Ability and ease of importing/exporting production data

2nd Advantage
- Highly customizable – adjustable to specific model structure
- User-friendly/ intuitively designed
- Ease of running sensitivities

3rd Advantage
- Ease to Learn
- Other
- Handles large databases easily
- Cost effective option for small operators

# of User Responses

This bar chart shows the number of user responses for each advantage, with the top 3 strategic advantages as follows:

1. Handles large databases easily (18 responses)
2. Supports a multiple user environment (12 responses)
3. Ability and ease of importing/exporting production data (11 responses)

Other advantages and their corresponding responses are:
- Highly customizable – adjustable to specific model structure (16 responses)
- User-friendly/ intuitively designed (10 responses)
- Ease of running sensitivities (6 responses)
- Ease to Learn (6 responses)
- Handles large databases easily (4 responses)
- Cost effective option for small operators (3 responses)
- Ease of modeling non-standard tax structures (1 response)
- Large variety of standard report and output options (0 responses)
What are the top 3 strategic advantages of your software package?

Mosaic

1st Advantage
Handles large databases easily
Supports a multiple user environment
Ability and ease of importing/exporting production data
User-friendly/intuitively designed
Ease of running sensitivities
Easy to Learn
Cost effective option for small operators
Highly customizable - adjustable to specific model structure
Ease of modeling non-standard tax structures
Large variety of standard report and output options

2nd Advantage
Handles large databases easily
Supports a multiple user environment
Ability and ease of importing/exporting production data
User-friendly/intuitively designed
Ease of running sensitivities
Easy to Learn
Cost effective option for small operators
Highly customizable - adjustable to specific model structure
Ease of modeling non-standard tax structures
Large variety of standard report and output options

3rd Advantage
Handles large databases easily
Supports a multiple user environment
Ability and ease of importing/exporting production data
User-friendly/intuitively designed
Ease of running sensitivities
Easy to Learn
Cost effective option for small operators
Highly customizable - adjustable to specific model structure
Ease of modeling non-standard tax structures
Large variety of standard report and output options
What are the top 3 strategic advantages of your software package?

OGRE (R3)

1st Advantage
2nd Advantage
3rd Advantage

# of User Responses

- Easy to Learn: 17
- Ability and ease of importing / exporting production data: 12
- Cost effective option for small operators: 11
- Handles large databases easily: 9
- Easily customizable – adjustable to specific model structure: 8
- Supports a multiple user environment: 8
- User-friendly / intuitively designed: 7
- Ease of running sensitivities: 6
- Ease of modeling non-standard tax structures: 2
- Other: 1
- Large variety of standard report and output options: 0

58
What are the top 3 strategic advantages of your software package?

**Palantir**

- **1st Advantage**: Handles large databases easily
- **2nd Advantage**: Supports a multiple user environment
- **3rd Advantage**: Ability and ease of importing/exporting production data

Other advantages:
- **Ease of running sensitivities**
- **User-friendly/intuitively designed**
- **Highly customizable – adjustable to specific model structure**
- **Ease of modeling non-standard tax structures**
- **Ability and ease of importing/exporting production data**
- **Cost effective option for small operators**
- **Ease to Learn**
- **Large variety of standard report and output options**

# of User Responses:
- **Ease of running sensitivities**: 15
- **Supports a multiple user environment**: 12
- **User-friendly/intuitively designed**: 12
- **Handles large databases easily**: 10
- **Highly customizable – adjustable to specific model structure**: 9
- **Ease of modeling non-standard tax structures**: 6
- **Ability and ease of importing/exporting production data**: 3
- **Cost effective option for small operators**: 3
- **Ease to Learn**: 3
- **Other**: 2
- **Large variety of standard report and output options**: 0
What are the top 3 strategic advantages of your software package?

PEEP

1. Supports a multiple user environment
2. Easy to Learn
3. Highly customizable - adjustable to specific model structure
4. User-friendly / intuitively designed
5. Ease of running sensitivities
6. Handles large databases easily
7. Ability and ease of importing / exporting production data
8. Ease of modeling non-standard tax structures
9. Cost effective option for small operators
10. Large variety of standard report and output options

# of User Responses

1. 16
2. 13
3. 11
4. 10
5. 7
6. 7
7. 5
8. 5
9. 4
10. 1
11. 0
What are the top 3 strategic advantages of your software package?

**PhDWin**

- **1st Advantage:** Handles large databases easily
- **2nd Advantage:** Supports a multiple user environment
- **3rd Advantage:** Ability and ease of importing / exporting production data

**# of User Responses**

1. Cost effective option for small operators: 78
2. User-friendly / intuitively designed: 60
3. Easy to Learn: 57
4. Ability and ease of importing / exporting production data: 35
5. Ease of running sensitivities: 24
6. Supports a multiple user environment: 23
7. Highly customizable - adjustable to specific model structure: 12
8. Handles large databases easily: 8
9. Ease of modeling non-standard tax structures: 6
10. Other: 1
11. Large variety of standard report and output options: 0
What are the top 3 strategic advantages of your software package?

PowerTools

- 1st Advantage
  - Easy to Learn
  - Cost effective option for small operators
  - User-friendly / intuitively designed
- 2nd Advantage
  - Ability and ease of importing / exporting production data
  - Supports a multiple user environment
  - Ease of running sensitivities
- 3rd Advantage
  - Highly customizable - adjustable to specific model structure
  - Large variety of standard report and output options

# of User Responses
- Easy to Learn: 15
- Cost effective option for small operators: 10
- User-friendly / intuitively designed: 10
- Ability and ease of importing / exporting production data: 7
- Supports a multiple user environment: 4
- Ease of running sensitivities: 2
- Handles large databases easily: 1
- Ease of modeling non-standard tax structures: 1
- Highly customizable - adjustable to specific model structure: 0
- Large variety of standard report and output options: 0

QED Energy Associates
What are the top 3 strategic advantages of your software package?

Value Navigator

1st Advantage
2nd Advantage
3rd Advantage

<table>
<thead>
<tr>
<th>Feature</th>
<th># of User Responses</th>
</tr>
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<tbody>
<tr>
<td>Easy to Learn</td>
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<tr>
<td>Supports a multiple user environment</td>
<td>19</td>
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<tr>
<td>User-friendly / intuitively designed</td>
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Questions