WESCALE CATALOGS

Pricing model from 2025

EXTERNAL

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1　Introduction

This document gives you an insight into the pricing model of our products **wescale Network** and **wescale Catalogs**, which came into force on January 1, 2025.

The pricing model has been developed with flexibility and value in mind. Our aim is to offer a cost-effective and scalable pricing model that is tailored to your usage so that you can realize the full potential of these two products.

Below is a detailed breakdown of the pricing structure, how it works, and the various options to optimize costs with prepaid credit packages.

2　Overview of the Pricing Model

2.1　wescale Catalogs (Chargeable Product)

From 1 January 2025, certain features within **wescale Catalogs** are chargeable. Billing is based on a pay-as-you-go model with wescale Credit Units (WCU).

2.2　wescale Network (Free Product)

The **wescale Network** product will continue to be free of charge. Here, buyers and suppliers can create company profiles, establish business relationships, and describe product and service offerings. Suppliers can also present their sales portfolios and publish punchout catalogs to which buyers can subscribe.

3　wescale Credit Units (WCU) and Billing

3.1　wescale Credit Units (WCU)

- WCUs are used to measure and bill your usage of **wescale Catalogs**.

- Each WCU is valued at **€0.17** in the pay-as-you-go model. However, customers who wish to pre-purchase WCUs in bulk can benefit from discounted rates (see detailed rates below).

3.2　Billing Process

- Billing will occur monthly (Pay-as-you-go).

- Customers will always be billed in **Euros**, including an attachment of the actual WCU consumption.

- Billing for **wescale Catalogs** services is based on actual usage. This can lead to a situation where only cent amounts are calculated for billing based on actual consumption (i.e. use of the platform) in a month. In these cases, the process costs for such a billing process would be disproportionate. This can mean that only cent amounts would be calculated for billing based on actual consumption (i.e. use of the platform) in a month. In these cases, the process costs

for such a billing process would be disproportionate. For this reason, WPS Management charges a minimum fee of €5.00 (net) for invoicing monthly amounts of less than €5.00 (net).

3.3 Free Annual WCU Balance (Freemium Model)

We provide you with a free annual balance of WCUs, which will automatically be credited based on your registration date:

- **For existing customers as of 1 January 2025:** You will receive your free balance of WCUs on 1 January 2025. Your annual free balance will be added in subsequent years on 1 January.

- **For customers registering after 1 January 2025:** You will receive your free balance on the date of your successful registration. In subsequent years, your annual free balance will be added on the anniversary of your registration.

This free annual balance will be used first, and only once it is exhausted will additional usage be billed monthly under the pay-as-you-go model.

The free annual credit is 602 WCU.

In the area of hosted catalog management, the freemium model supports 'smaller customers' who provide a catalog with up to 20 items, which is updated up to 5 times a year (see also example 1 in **6.1 CALCULATION EXAMPLES FOR HOSTED CATALOGS**). These catalogs are typically made available by uploading them via Excel and/or BMEcat.

3.4 Cost optimization - Prepaid WCU Packages

To help you manage your costs effectively, we offer you the opportunity to purchase WCUs in advance at a discounted price. This way you can:

1. Plan your costs in advance.

2. Lock in lower rates for future usage.

3. Benefit from discounted pricing based on your WCU package size.

We offer discounted WCU packages for customers who can estimate their WCU consumption in advance. Purchasing these packages helps reduce costs.

Unused WCUs are valid for one year; we always deduct the oldest credits first.

See the discount structure for WCU purchases below:

WCU Package Size	Price per WCU (€)
Up to 9,999 WCUs	0.17
From 10,000 WCUs	0.1632
From 25,000 WCUs	0.1564
From 50,000 WCUs	0.1496
From 250,000 WCUs	0.1428
From 500,000 WCUs	0.1360
From 1,000,000 WCUs	0.1275

For example, if you want to purchase

- 30,000 WCU, you can buy them for 30,000 * 0.1564€.

- 125,000 WCU, you can buy them for 125,000 * 0.1496€.

3.5 Use and validity of WCU

All WCUs (free and chargeable) are valid for 12 months from the date of purchase or the date of provision. Unused WCUs will not be refunded. WCUs can be used for all chargeable content. By using a chargeable service, WCUs are used up and deducted from an existing WCU balance (if purchased in advance) or added up to a consumption to be billed and invoiced monthly.

4 Pricing for wescale Catalogs Modules

From 1 January 2025, the following modules (for the provision of content) within the **wescale Catalogs** product will be subject to charges:

4.1 Punchout Catalog Management

The following functions or services are cost-relevant:

1. the number of actively used punchout catalogs,

2. the amount of transferred punchout catalog items.

Fixed and scale pricing will be used depending on the number of transferred items.

See the cost structure for the Punchout Catalog Management below:

Function or Service	Cost Structure
Number of actively used punchout catalogs[1]	**750 WCU** per 1 actively used punchout catalog per month
Number of transferred punchout catalog items[2] (for the first 500 items)	**500 WCU** per 100 transferred items per month
Number of transferred punchout catalog items (for the following 500 items)	**300 WCU** per 100 transferred items per month
Number of transferred punchout catalog items (from 1,001 items)	**200 WCU** per 100 transferred items per month

[1] An actively used punchout catalog is characterised by at least one connection to a purchasing company's procurement system. Such a catalog can have any number of connections. The Punchout catalogs and not the number of connections are subject to payment.

[2] A transferred Punchout catalog item is the provision of an item in the shopping basket of a purchasing company's procurement system linked to the Punchout catalog.

4.2 Hosted Catalog Management

The following functions or services are cost-relevant:

1. the number of hosted catalogs,

2. the total number of catalog items in all hosted catalogs,

3. the number of updates to those catalog items.

Fixed and scale pricing will depend on the number of hosted catalogs, catalog items, and item updates.

See the cost structure for the Hosted Catalog Management below:

Function or Service	Cost Structure
Number of hosted catalogs[3] (for the first 5 catalogs)	**50 WCU** per 1 hosted catalog per month
Number of hosted catalogs (for the following 10 catalogs)	**35 WCU** per 1 hosted catalog per month
Number of hosted catalogs (from 16 catalogs)	**20 WCU** per 1 hosted catalog per month

Function or Service	Cost Structure
Number of hosted catalog items[4] (for the first 100 catalog items)	**40 WCU** per 10,000 hosted catalog items per month
Number of hosted catalog items (for the catalog items 101–1,000)	**38 WCU** per 10,000 hosted catalog items per month
Number of hosted catalog items (for the catalog items 1,001–10,000)	**34 WCU** per 10,000 hosted catalog items per month
Number of hosted catalog items (for the catalog items 10,001–100,000)	**30 WCU** per 10,000 hosted catalog items per month
Number of hosted catalog items (for the catalog items 100,001–1,000,000)	**20 WCU** per 10,000 hosted catalog items per month
Number of hosted catalog items (from 1,000,001 catalog items)	**8 WCU** per 10,000 hosted catalog items per month
Number of hosted catalog item updates[5] (for the first 1,000 catalog item updates)	**80 WCU** per 10,000 hosted catalog item updates per month
Number of hosted catalog item updates (for the catalog item updates 1,001–10,000)	**76 WCU** per 10,000 hosted catalog item updates per month
Number of hosted catalog item updates (for the catalog item updates 10,001–100,000)	**64 WCU** per 10,000 hosted catalog item updates per month
Number of hosted catalog item updates (for the catalog item updates 100,001–1,000,000)	**48 WCU** per 10,000 hosted catalog item updates per month
Number of hosted catalog item updates (for the catalog item updates 1,000,001–10,000,000)	**24 WCU** per 10,000 hosted catalog item updates per month
Number of hosted catalog item updates (from 10,000,001 catalog item updates)	**8 WCU** per 10,000 hosted catalog item updates per month

[3] A hosted catalog is the provision of content in **wescale Catalogs** by uploading via BMEcat, Excel or API.

[4] The items contained in a hosted catalog are hosted catalog items.

[5] If the catalog and therefore catalog items are updated, these are updates of hosted catalog items.

Billing takes place per item within the scale limits. For example, if you provide 7 catalogs in a month, 5 catalogs are billed at 50 WCU and 2 catalogs at 35 WCU. This means a total of 320 WCU for catalogs provided for this month (5 * 50 WCU + 2 * 35 WCU).

For example, if you have a total of 1,250 items in the 7 catalogs, the first 100 items will be charged according to the first scale, the next 900 items according to the 2nd scale and the remaining 250 items according to the 3rd scale. In total, this is 4.67 WCU for this month (100 * 40 WCU/10,000 + 900 * 38 WCU/10,000 + 250 * 34 WCU/10,000). The same applies to updating these items. If, for example, all catalogs are updated quarterly and always completely, this would mean an average of 417 updated catalog items per month. This means that an average of 3.34 WCU would be used per month (417 * 80 WCU/10,000). See also the examples in section **6.1 CALCULATION EXAMPLES FOR HOSTED CATALOGS**.

5 Determination of WCU used

The consumption of WCU per month depends on the services used in the respective month. The following section shows how consumption is determined based on the usage data for an example month.

5.1 Determining WCU Hosted Catalogs (example)

Usage Hosted Catalogs	
Function/Service/Feature	Month X
Number of all hosted catalogs	7
Number of all hosted catalog items (Total for all hosted catalogs)	1,200
Number of hosted catalog item updates (Total for all hosted catalogs)	1,200

Billing Hosted Catalogs in WCU	
Function/Service/Feature	Month X
Number of WCUs for hosted catalogs (for the first 5 catalogs)	250
Number of WCUs for hosted catalogs (for the following 10 catalogs)	70
Number of WCUs for hosted catalogs (from 16 catalogs)	0
Total WCU for all catalogs	*320*
Number of WCUs for hosted catalog items (for the first 100 catalog items)	0.40
Number of WCUs for hosted catalog items (for the catalog items 101–1,000)	3.42
Number of WCUs for hosted catalog items (for the catalog items 1,001–10,000)	0.68
Number of WCUs for hosted catalog items (for the catalog items 10,001–100,000)	0.0
Number of WCUs for hosted catalog items (for the catalog items 100,001–1,000,000)	0
Number of WCUs for hosted catalog items (from 1,000,001 catalog items)	0
Total WCU for all catalog items	*4.50*
Number of WCUs for hosted catalog item updates (for the first 1,000 catalog item updates)	8.00
Number of WCUs for hosted catalog item updates (for the catalog item updates 1,001–10,000)	1.52
Number of WCUs for hosted catalog item updates (for the catalog item updates 10,001–100,000)	0.00
Number of WCUs for hosted catalog item updates (for the catalog item updates 100,001–1,000,000)	0.0
Number of WCUs for hosted catalog item updates (for the catalog item updates 1,000,001–10,000,000)	0
Number of WCUs for hosted catalog item updates (from 10,000,001 catalog item updates)	0
Total WCU for all updated catalog items	*9.52*
Total WCU per month Hosted Catalogs	**334.02**

Calculation of WCU consumption - Hosted catalogs	Here: 7 Hosted catalogs
	- 5 [1. Scale (for the first 5 catalogs)] = 5 * 50 WCU/Catalog = 250 WCU
	- 2 [2. Scale (for the following 10 catalogs)] = 2 * 35 WCU/Catalog = 70 WCU
	Σ = 320 WCU

Calculation of WCU consumption - Hosted catalog items	Here: 1.200 Hosted catalog items
	-100 [1. Scale (for the first 100 catalog items)] = 100 * 40 WCU/10.000 = 0.40 WCU
	-900 [2. Scale (for the catalog items 101–1,000)] = 900 * 38 WCU/10.000 = 3.42 WCU
	-200 [3. Scale (for the catalog items 1,001–10,000)] = 200 * 34 WCU/10.000 = 0.68 WCU
	Σ = 4.50 WCU

Calculation of WCU consumption - Hosted catalog item updates	Here: 1.200 updated hosted catalog items
	-1.000 [1. Scale (for the first 1,000 catalog item updates)] = 1.000 * 80 WCU/10.000 = 8.00 WCU
	-200 [2. Scale (for the catalog item updates 1,001–10,000)] = 200 * 76 WCU/10.000 = 1.52 WCU
	Σ = 9.52 WCU

In total 334.02 WCU for month X (320 WCU + 4.50 WCU + 9.52 WCU).

5.2 Determining WCU Punchout Catalogues (example)

Usage Punchout Catalogs	
Function/Service/Feature	Month X
Number of all actively used punchout catalogs	1
Number of all punchout connections (not relevant for billing)	6
Number of all punchout catalog items	765

Billing Punchout Catalogs in WCU	
Function/Service/Feature	Month X
Total WCU for Punchout catalogs	750
Number of WCUs for transferred punchout catalog items (for the first 500 items)	2,500
Number of WCUs for transferred punchout catalog items (for the following 500 items)	795
Number of WCUs for transferred punchout catalog items (from 1,001 items)	0
Total WCU for transferred punchout items	3,295
Total WCU per month Punchout Catalogs	**4,045**

Calculation of WCU consumption - Punchout catalogs	Here: 1 Punchout catalog
	=> 1 Catalog * 750 WCU/Catalog = 750 WCU

Calculation of WCU consumption - Transferred punchout catalog items	Here: 765 transferred punchout catalog items
	765
	-500 [1. Scale (for the first 500 items)] = 500 * 500 WCU/100 = 2,500
	-265 [2. Scale (for the following 500 items)] = 265 * 300 WCU/100 = 795
	=> Σ = 3,295 WCU

In total 4,045 WCU for month X (750 WCU + 3,295 WCU).

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6 Calculation examples

A calculation aid is available to simplify the calculation of WCU for the use of **wescale Catalogs**. This is a Microsoft Excel file in which you can enter the relevant data and the amount of WCU consumed for the use of chargeable services is then displayed. The calculation aid contains instructions on how to use it and what information it contains.

Below you will find some examples of the use of **wescale Catalogs** for the provision of content via punchout catalogs as well as for the provision of hosted catalogs over a period of 12 months. The figures show the consumption calculations and the costs for 12 months. The prices for these examples are based on the consumption of WCU and are shown in total for 12 months. On the one hand, the amount for 12 months is shown if payment is made monthly in arrears ('Pay-as-you-Go' or 'Costs P-a-y-G') and on the other hand, if WCU packages were purchased at a discount ('Costs optimised').

6.1 Calculation examples for hosted catalogs

6.1.1 Example 1

In this example, you will find yourself if you are a small customer in the sense of the freemium model. You provide a catalogue with 20 items and update it 5 times a year. The WCU provided free of charge (see 3.3 FREE ANNUAL WCU BALANCE) are sufficient to cover the consumption of WCU over the term of 12 months.

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	Σ WCU	Costs P-a-y-G*	Costs optimised*
Hosted Catalogs	601.76	102.30 €	102.30 €
Freemium Credit balance	602	- €	- €
Total (credit offset)	0.00	- €	- €

* all values net for 12 month

	Usage Hosted Catalogs											
Function/Service/Feature	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12
Number of all hosted catalogs	1	1	1	1	1	1	1	1	1	1	1	1
Number of all hosted catalog items (Total for all hosted catalogs)	20	20	20	20	20	20	20	20	20	20	20	20
Number of hosted catalog item updates (Total for all hosted catalogs)	0	20	0	0	20	0	20	20	0	0	20	0

	Billing Hosted Catalogs in WCU												
Function/Service/Feature	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12	Year
Number of WCUs for hosted catalogs (for the first 5 catalogs)	50	50	50	50	50	50	50	50	50	50	50	50	600
Number of WCUs for hosted catalogs (for the following 10 catalogs)	0	0	0	0	0	0	0	0	0	0	0	0	0
Number of WCUs for hosted catalogs (from 16 catalogs)	0	0	0	0	0	0	0	0	0	0	0	0	0
Total WCU for all catalogs	*50*	*50*	*50*	*50*	*50*	*50*	*50*	*50*	*50*	*50*	*50*	*50*	*600*
Number of WCUs for hosted catalog items (for the first 100 catalog items)	0.08	0.08	0.08	0.08	0.08	0.08	0.08	0.08	0.08	0.08	0.08	0.08	0.96
Number of WCUs for hosted catalog items (for the catalog items 101–1,000)	0.00	0.000	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Number of WCUs for hosted catalog items (for the catalog items 1,001–10,000)	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Number of WCUs for hosted catalog items (for the catalog items 10,001–100,000)	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Number of WCUs for hosted catalog items (for the catalog items 100,001–1,000,000)	0	0	0	0	0	0	0	0	0	0	0	0	0
Number of WCUs for hosted catalog items (from 1,000,001 catalog items)	0	0	0	0	0	0	0	0	0	0	0	0	0
Total WCU for all catalog items	*0.08*	*0.08*	*0.08*	*0.08*	*0.08*	*0.08*	*0.08*	*0.08*	*0.08*	*0.08*	*0.08*	*0.08*	*0.96*
Number of WCUs for hosted catalog item updates (for the first 1,000 catalog item updates)	0.00	0.16	0.00	0.00	0.16	0.00	0.16	0.16	0.00	0.00	0.16	0.00	0.80
Number of WCUs for hosted catalog item updates (for the catalog item updates 1,001–10,000)	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Number of WCUs for hosted catalog item updates (for the catalog item updates 10,001–100,000)	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Number of WCUs for hosted catalog item updates (for the catalog item updates 100,001–1,000,000)	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Number of WCUs for hosted catalog item updates (for the catalog item updates 1,000,001–10,000,000)	0	0	0	0	0	0	0	0	0	0	0	0	0
Number of WCUs for hosted catalog item updates (from 10,000,001 catalog item updates)	0	0	0	0	0	0	0	0	0	0	0	0	0
Total WCU for all updated catalog items	*0.00*	*0.16*	*0.00*	*0.00*	*0.16*	*0.00*	*0.16*	*0.16*	*0.00*	*0.00*	*0.16*	*0.00*	*0.80*
Total WCU per month Hosted Catalogs	**50.08**	**50.24**	**50.08**	**50.08**	**50.24**	**50.08**	**50.24**	**50.24**	**50.08**	**50.08**	**50.24**	**50.08**	**601.76**

Figure 1: 1 hosted catalog with 20 items and 5 updates within 12 months

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6.1.2 Example 2

In this example, you provide 3 catalogs in **wescale Catalogs**. A small catalog with 30 items, another with 40 items and the largest has 50 catalog items. The catalogs are updated in different months. The update is always carried out by uploading the complete catalog to be updated. In months 1 and 2, the small catalog is updated. In month 3 the medium catalog is updated, in month 4 the small and large catalog, etc. In some months, no catalog is updated. The consumption of WCU may differ from month to month due to the updates. In this example, the number of catalogs and the number of catalog items across all catalogs remains constant over 12 months.

	Σ WCU	Costs P-a-y-G*	Costs optimised*
Hosted Catalogs	1,810.03	307.71 €	307.71 €
Freemium Credit balance	602	- €	- €
Total (credit offset)	1,208.03	205.37 €	205.37 €

* all values net for 12 month

Usage Hosted Catalogs												
Function/Service/Feature	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12
Number of all hosted catalogs	3	3	3	3	3	3	3	3	3	3	3	3
Number of all hosted catalog items (Total for all hosted catalogs)	120	120	120	120	120	120	120	120	120	120	120	120
Number of hosted catalog item updates (Total for all hosted catalogs)	30	30	40	80	0	30	50	40	120	0	0	120

Billing Hosted Catalogs in WCU													
Function/Service/Feature	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12	Year
Number of WCUs for hosted catalogs (for the first 5 catalogs)	150	150	150	150	150	150	150	150	150	150	150	150	1,800
Number of WCUs for hosted catalogs (for the following 10 catalogs)	0	0	0	0	0	0	0	0	0	0	0	0	0
Number of WCUs for hosted catalogs (from 16 catalogs)	0	0	0	0	0	0	0	0	0	0	0	0	0
Total WCU for all catalogs	*150*	*150*	*150*	*150*	*150*	*150*	*150*	*150*	*150*	*150*	*150*	*150*	*1,800*
Number of WCUs for hosted catalog items (for the first 100 catalog items)	0.40	0.40	0.40	0.40	0.40	0.40	0.40	0.40	0.40	0.40	0.40	0.40	4.80
Number of WCUs for hosted catalog items (for the catalog items 101–1,000)	0.08	0.076	0.08	0.08	0.08	0.08	0.08	0.08	0.08	0.08	0.08	0.08	0.91
Number of WCUs for hosted catalog items (for the catalog items 1,001–10,000)	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Number of WCUs for hosted catalog items (for the catalog items 10,001–100,000)	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Number of WCUs for hosted catalog items (for the catalog items 100,001–1,000,000)	0	0	0	0	0	0	0	0	0	0	0	0	0
Number of WCUs for hosted catalog items (from 1,000,001 catalog items)	0	0	0	0	0	0	0	0	0	0	0	0	0
Total WCU for all catalog items	*0.48*	*0.48*	*0.48*	*0.48*	*0.48*	*0.48*	*0.48*	*0.48*	*0.48*	*0.48*	*0.48*	*0.48*	*5.71*
Number of WCUs for hosted catalog item updates (for the first 1,000 catalog item updates)	0.24	0.24	0.32	0.64	0.00	0.24	0.40	0.32	0.96	0.00	0.00	0.96	4.32
Number of WCUs for hosted catalog item updates (for the catalog item updates 1,001–10,000)	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Number of WCUs for hosted catalog item updates (for the catalog item updates 10,001–100,000)	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Number of WCUs for hosted catalog item updates (for the catalog item updates 100,001–1,000,000)	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Number of WCUs for hosted catalog item updates (for the catalog item updates 1,000,001–10,000,000)	0	0	0	0	0	0	0	0	0	0	0	0	0
Number of WCUs for hosted catalog item updates (from 10,000,001 catalog item updates)	0	0	0	0	0	0	0	0	0	0	0	0	0
Total WCU for all updated catalog items	*0.24*	*0.24*	*0.32*	*0.64*	*0.00*	*0.24*	*0.40*	*0.32*	*0.96*	*0.00*	*0.00*	*0.96*	*4.32*
Total WCU per month Hosted Catalogs	150.72	150.72	150.80	151.12	150.48	150.72	150.88	150.80	151.44	150.48	150.48	151.44	1,810.03

Figure 2: 3 catalogs with a total of 120 items and updates of individual or all catalogs in different months

6.1.3 Example 3

In this example, you provide 5 catalogs with different numbers of catalog items in **wescale Catalogs**. Updates are always made by uploading the complete catalog to be updated. In some months, there are multiple updates, and there are also fluctuations in the total number of catalog items provided. The consumption of WCU also varies from month to month due to the updates. In this example, the number of catalogs provided remains constant over 12 months.

	Σ WCU	Costs P-a-y-G*	Costs optimised*
Hosted Catalogs	5,036.38	856.18 €	856.18 €
Freemium Credit balance	602	- €	- €
Total (credit offset)	4,434.38	753.84 €	753.84 €

* all values net for 12 month

	Usage Hosted Catalogs											
Function/Service/Feature	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12
Number of all hosted catalogs	5	5	5	5	5	5	5	5	5	5	5	5
Number of all hosted catalog items (Total for all hosted catalogs)	9,500	9,000	9,000	9,250	9,000	9,000	9,000	8,750	9,000	9,000	9,000	9,000
Number of hosted catalog item updates (Total for all hosted catalogs)	57,000	11,050	24,000	15,500	9,050	9,100	12,300	1,250	9,600	17,500	8,500	64,000

	Billing Hosted Catalogs in WCU												
Function/Service/Feature	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12	Year
Number of WCUs for hosted catalogs (for the first 5 catalogs)	250	250	250	250	250	250	250	250	250	250	250	250	3,000
Number of WCUs for hosted catalogs (for the following 10 catalogs)	0	0	0	0	0	0	0	0	0	0	0	0	0
Number of WCUs for hosted catalogs (from 16 catalogs)	0	0	0	0	0	0	0	0	0	0	0	0	0
Total WCU for all catalogs	250	250	250	250	250	250	250	250	250	250	250	250	3,000
Number of WCUs for hosted catalog items (for the first 100 catalog items)	0.40	0.40	0.40	0.40	0.40	0.40	0.40	0.40	0.40	0.40	0.40	0.40	4.80
Number of WCUs for hosted catalog items (for the catalog items 101–1,000)	3.42	3.420	3.42	3.42	3.42	3.42	3.42	3.42	3.42	3.42	3.42	3.42	41.04
Number of WCUs for hosted catalog items (for the catalog items 1,001–10,000)	28.90	27.20	27.20	28.05	27.20	27.20	27.20	26.35	27.20	27.20	27.20	27.20	328.10
Number of WCUs for hosted catalog items (for the catalog items 10,001–100,000)	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Number of WCUs for hosted catalog items (for the catalog items 100,001–1,000,000)	0	0	0	0	0	0	0	0	0	0	0	0	0
Number of WCUs for hosted catalog items (from 1,000,001 catalog items)	0	0	0	0	0	0	0	0	0	0	0	0	0
Total WCU for all catalog items	32.72	31.02	31.02	31.87	31.02	31.02	31.02	30.17	31.02	31.02	31.02	31.02	373.94
Number of WCUs for hosted catalog item updates (for the first 1,000 catalog item updates)	8.00	8.00	8.00	8.00	8.00	8.00	8.00	8.00	8.00	8.00	8.00	8.00	96.00
Number of WCUs for hosted catalog item updates (for the catalog item updates 1,001–10,000)	68.40	68.40	68.40	68.40	61.18	61.56	68.40	1.90	65.36	68.40	57.00	68.40	725.80
Number of WCUs for hosted catalog item updates (for the catalog item updates 10,001–100,000)	300.80	6.72	89.60	35.20	0.00	0.00	14.72	0.00	0.00	48.00	0.00	345.60	840.64
Number of WCUs for hosted catalog item updates (for the catalog item updates 100,001–1,000,000)	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Number of WCUs for hosted catalog item updates (for the catalog item updates 1,000,001–10,000,000)	0	0	0	0	0	0	0	0	0	0	0	0	0
Number of WCUs for hosted catalog item updates (from 10,000,001 catalog item updates)	0	0	0	0	0	0	0	0	0	0	0	0	0
Total WCU for all updated catalog items	377.20	83.12	166.00	111.60	69.18	69.56	91.12	9.90	73.36	124.40	65.00	422.00	1,662.44
Total WCU per month Hosted Catalogs	659.92	364.14	447.02	393.47	350.20	350.58	372.14	290.07	354.38	405.42	346.02	703.02	5,036.38

Figure 3: 5 catalogs, an average of approx. 9,000 items in total across all catalogs per month and regular updates of the catalogs

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6.1.4 Example 4

In this example, you provide an average of around 20 catalogs per month with different numbers of catalog items in **wescale Catalogs**. Updates are always made by uploading the complete catalog to be updated. In some months there are no updates and in other months there are multiple updates. There are also fluctuations in the total number of catalog items provided. In some months, the consumption of WCU differs due to changes in the number of catalogs, catalog items and item updates.

	Σ WCU	Costs P-a-y-G*	Costs optimised*
Hosted Catalogs	69,862.64	11,876.65 €	10,451.45 €
Freemium Credit balance	602	- €	- €
Total (credit offset)	69,260.64	11,774.31 €	10,361.39 €

* all values net for 12 month

Usage Hosted Catalogs												
Function/Service/Feature	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12
Number of all hosted catalogs	20	20	20	20	20	20	20	19	19	19	19	19
Number of all hosted catalog items (Total for all hosted catalogs)	350,000	400,000	400,000	400,000	425,000	425,000	375,000	375,000	375,000	375,000	375,000	375,000
Number of hosted catalog item updates (Total for all hosted catalogs)	0	6,250,000	0	0	75,000	0	900,000	0	0	0	0	12,350,000

Billing Hosted Catalogs in WCU													
Function/Service/Feature	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12	Year
Number of WCUs for hosted catalogs (for the first 5 catalogs)	250	250	250	250	250	250	250	250	250	250	250	250	3,000
Number of WCUs for hosted catalogs (for the following 10 catalogs)	350	350	350	350	350	350	350	350	350	350	350	350	4,200
Number of WCUs for hosted catalogs (from 16 catalogs)	100	100	100	100	100	100	100	80	80	80	80	80	1,100
Total WCU for all catalogs	*700*	*700*	*700*	*700*	*700*	*700*	*700*	*680*	*680*	*680*	*680*	*680*	*8,300*
Number of WCUs for hosted catalog items (for the first 100 catalog items)	0.40	0.40	0.40	0.40	0.40	0.40	0.40	0.40	0.40	0.40	0.40	0.40	4.80
Number of WCUs for hosted catalog items (for the catalog items 101–1,000)	3.42	3.420	3.42	3.42	3.42	3.42	3.42	3.42	3.42	3.42	3.42	3.42	41.04
Number of WCUs for hosted catalog items (for the catalog items 1,001–10,000)	30.60	30.60	30.60	30.60	30.60	30.60	30.60	30.60	30.60	30.60	30.60	30.60	367.20
Number of WCUs for hosted catalog items (for the catalog items 10,001–100,000)	270.0	270.0	270.0	270.0	270.0	270.0	270.0	270.0	270.0	270.0	270.0	270.0	3,240.0
Number of WCUs for hosted catalog items (for the catalog items 100,001–1,000,000)	500	600	600	600	650	650	550	550	550	550	550	550	6,900
Number of WCUs for hosted catalog items (from 1,000,001 catalog items)	0	0	0	0	0	0	0	0	0	0	0	0	0
Total WCU for all catalog items	*804.42*	*904.42*	*904.42*	*904.42*	*954.42*	*954.42*	*854.42*	*854.42*	*854.42*	*854.42*	*854.42*	*854.42*	*10,553.04*
Number of WCUs for hosted catalog item updates (for the first 1,000 catalog item updates)	0.00	8.00	0.00	0.00	8.00	0.00	8.00	0.00	0.00	0.00	0.00	8.00	32.00
Number of WCUs for hosted catalog item updates (for the catalog item updates 1,001–10,000)	0.00	68.40	0.00	0.00	68.40	0.00	68.40	0.00	0.00	0.00	0.00	68.40	273.60
Number of WCUs for hosted catalog item updates (for the catalog item updates 10,001–100,000)	0.00	576.00	0.00	0.00	416.00	0.00	576.00	0.00	0.00	0.00	0.00	576.00	2,144.00
Number of WCUs for hosted catalog item updates (for the catalog item updates 100,001–1,000,000)	0.0	4,320.0	0.0	0.0	0.0	0.0	3,840.0	0.0	0.0	0.0	0.0	4,320.0	12,480.0
Number of WCUs for hosted catalog item updates (for the catalog item updates 1,000,001–10,000,000)	0	12,600	0	0	0	0	0	0	0	0	0	21,600	34,200
Number of WCUs for hosted catalog item updates (from 10,000,001 catalog item updates)	0	0	0	0	0	0	0	0	0	0	0	1,880	1,880
Total WCU for all updated catalog items	*0.00*	*17,572.40*	*0.00*	*0.00*	*492.40*	*0.00*	*4,492.40*	*0.00*	*0.00*	*0.00*	*0.00*	*28,452.40*	*51,009.60*
Total WCU per month Hosted Catalogs	**1,504.42**	**19,176.82**	**1,604.42**	**1,604.42**	**2,146.82**	**1,654.42**	**6,046.82**	**1,534.42**	**1,534.42**	**1,534.42**	**1,534.42**	**29,986.82**	**69,862.64**

Figure 4: approx. 20 catalogs, an average of approx. 387,500 items in total across all catalogs per month and several irregular updates of the catalogs

6.2 Punchout catalog calculation examples

6.2.1 Example 1

In this example, you provide a Punchout catalog in wescale Catalogs. There are 8 connections (punchout connections) to this punchout catalog. On average, 130 items are transferred from this Punchout catalog per month across all connections.

	Σ WCU	Costs P-a-y-G*	Costs optimised*
Punchout Catalogs	16,800	2,856.00 €	2,741.76 €
Freemium Credit balance	602	- €	- €
Total (credit offset)	16,198.00	2,753.66 €	2,643.51 €

* all values net for 12 month

	Usage Punchout Catalogs											
Function/Service/Feature	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12
Number of all actively used punchout catalogs	1	1	1	1	1	1	1	1	1	1	1	1
Number of all punchout connections (not relevant for billing)	8	8	8	8	8	8	8	8	8	8	8	8
Number of all transferred punchout catalog items	130	130	130	130	130	130	130	130	130	130	130	130

	Abrechnung Punchout Catalogs in WCU												
Function/Service/Feature	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12	Year
Total WCU for Punchout catalogs	750	750	750	750	750	750	750	750	750	750	750	750	9,000
Number of WCUs for transferred punchout catalog items (for the first 500 items)	650	650	650	650	650	650	650	650	650	650	650	650	7,800
Number of WCUs for transferred punchout catalog items (for the following 500 items)	0	0	0	0	0	0	0	0	0	0	0	0	0
Number of WCUs for transferred punchout catalog items (from 1,001 items)	0	0	0	0	0	0	0	0	0	0	0	0	0
Total WCU for transferred punchout items	650	650	650	650	650	650	650	650	650	650	650	650	7,800
Total WCU per month Punchout Catalogs	1,400	1,400	1,400	1,400	1,400	1,400	1,400	1,400	1,400	1,400	1,400	1,400	16,800

Figure 5: Punchout catalog with 8 connections and an average of 130 transferred Punchout items per month

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6.2.2 Example 2

In this example, you provide 3 Punchout catalogs in **wescale Catalogs**. There are 24 connections (punchout connections) to these punchout catalogs. The monthly transfer of Punchout items varies across all connections to the Punchout catalog per month. The consumption of WCU fluctuates monthly due to changes in the number of punchout items transferred.

	Σ WCU	Costs P-a-y-G*	Costs optimised*
Punchout Catalogs	77,842	13,233.14 €	11,645.16 €
Freemium Credit balance	602	- €	- €
Total (credit offset)	**77,240.00**	**13,130.80 €**	**11,555.10 €**

* all values net for 12 month

	Usage Punchout Catalogs											
Function/Service/Feature	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12
Number of all actively used punchout catalogs	3	3	3	3	3	3	3	3	3	3	3	3
Number of all punchout connections (not relevant for billing)	24	24	24	24	24	24	24	24	24	24	24	24
Number of all transferred punchout catalog items	1,440	1,500	960	1,280	1,156	1,400	990	480	1,100	1,250	1,070	1,100

	Abrechnung Punchout Catalogs in WCU												
Function/Service/Feature	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12	Year
Total WCU for Punchout catalogs	2,250	2,250	2,250	2,250	2,250	2,250	2,250	2,250	2,250	2,250	2,250	2,250	27,000
Number of WCUs for transferred punchout catalog items (for the first 500 items)	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,400	2,500	2,500	2,500	2,500	29,900
Number of WCUs for transferred punchout catalog items (for the following 500 items)	1,500	1,500	1,380	1,500	1,500	1,500	1,470	0	1,500	1,500	1,500	1,500	16,350
Number of WCUs for transferred punchout catalog items (from 1,001 items)	880	1,000	0	560	312	800	0	0	200	500	140	200	4,592
Total WCU for transferred punchout items	4,880	5,000	3,880	4,560	4,312	4,800	3,970	2,400	4,200	4,500	4,140	4,200	50,842
Total WCU per month Punchout Catalogs	**7,130**	**7,250**	**6,130**	**6,810**	**6,562**	**7,050**	**6,220**	**4,650**	**6,450**	**6,750**	**6,390**	**6,450**	**77,842**

Figure 6: 3 punchout catalogs with 24 connections and fluctuating number of punchout items transferred per month