

OIL & GAS · ACESSEXL + CLAUDE

How to turn your Excel expertise into recurring subscription revenue



The challenge

Imagine you're an independent financial modeller who has spent years developing a sophisticated Excel model for the oil and gas industry.

Your model contains extensive industry knowledge, complex calculations and the valuable intellectual property you've built up throughout your career.

Your clients recognise its value and regularly ask to use it themselves. You'd love to charge them for access, but there's a problem.

Distributing your Excel workbook would expose your proprietary formulas and methodology. Clients could potentially copy, modify or share your intellectual property.

It would also make future improvements difficult, as different clients would be working with separate versions of your model.

You've created something valuable that clients want to pay for, but you don't have a secure, scalable way to commercialise it.

The solution: turning Excel into a subscription-based web application

You use **AccessEXL** and **Claude** to transform your existing spreadsheet into a commercial software product without rebuilding its calculations.

01 Protect your model

Keep your master Excel workbook in a controlled SharePoint environment without distributing it to clients.

02 Expose selected functionality

Use AccessEXL to make only approved inputs and outputs available through a secure API.

03 Build a web application

Use Claude to develop a simple, branded interface where clients can enter assumptions, run scenarios and view results. It uses the AccessEXL REST API to pass information to and from your Excel model.

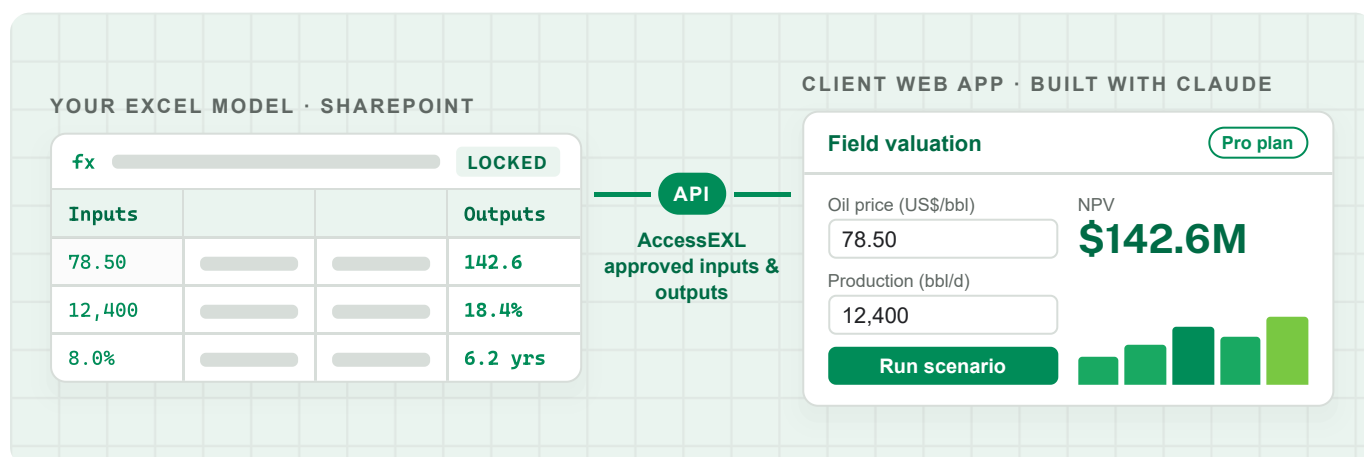
04 Introduce subscriptions

Add client logins, subscription management and payment processing so you can charge a monthly access fee.

05 Maintain and improve

Update your underlying Excel model centrally at any time. Improvements reach clients without distributing new spreadsheets or worrying about versions or Excel compatibility.

Your clients access the sophisticated calculations through an intuitive web interface, while your underlying workbook and proprietary formulas remain protected.



Your workbook stays locked in SharePoint. Clients only see approved inputs and outputs through the web app.

The results

BEFORE	WITH ACESSEXL
Revenue primarily from modelling services	Recurring subscription revenue
Risk of exposing valuable Excel IP	Clients access approved functionality only
Separate spreadsheet copies	Centrally maintained model
Difficult to commercialise and scale	Subscription-based web application
Updates require distributing new files	Improvements delivered centrally

You create a scalable, recurring revenue stream from intellectual property you've already developed.

Instead of relying entirely on selling your time, you generate ongoing revenue from clients subscribing to your model.

You retain control of your intellectual property, can continually improve your product and potentially reach far more customers.

THE KEY TAKEAWAY

You don't need to hire a software development team to recreate years of sophisticated Excel calculations, which you then can't maintain without them.

AccessEXL turns your proprietary spreadsheet models into secure, API-powered commercial products, while tools like Claude make it easier to build customer-facing applications around them.

**Keep your intellectual property.
Sell access to its power.**

accessexl.accessanalytic.com.au

Get started for free