



BIGMACHINES

What is QuickStart?

With BigMachines QuickStart, your company can go live with streamlined quoting on the BigMachines Selling Platform in 25 days or less. Our proven QuickStart methodology helps your company rapidly eliminate spreadsheets and other legacy quoting tools and immediately adopt the BigMachines features that bring the highest value to your business with the least cost output. Using QuickStart, your BigMachines Selling Platform seamlessly integrates to your on-demand CRM solution, driving CRM adoption and improving pipeline and forecast accuracy and granularity.

BigMachines provides the template, methodology, support and training, and works with your team to quickly deliver an effective solution. Working together, we help your business quickly achieve ROI and build project momentum, while establishing a strong foundation for delivering future BigMachines enhancements to fully automate your quoting and ordering processes.

Who needs QuickStart?

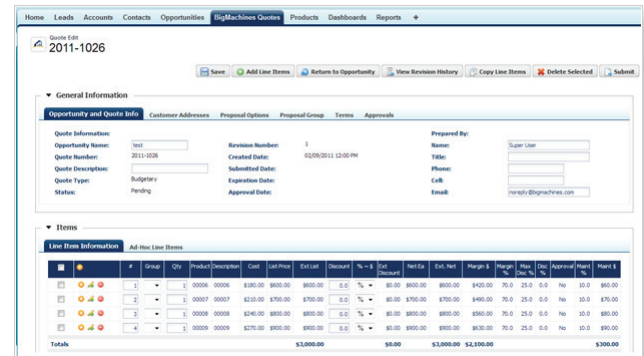
The QuickStart Process is an attractive option for many BigMachines customers who want to go live rapidly by leveraging best practice templates:

- For smaller companies, QuickStart provides a robust pricing and quoting solution out of the box with integration to your on-demand CRM platform. This enables your company to capture the value of quoting automation without investing in a full-service, customized quoting solution. For companies with a small number of BigMachines users that do not want to immediately invest in a full-service quoting solution, QuickStart provides a rapid path to achieving ROI.
- For larger enterprises, QuickStart provides a way to go live quickly using an agile approach. Customers can rapidly iterate in an agile mode to deliver more value based on real user feedback. The knowledge and feedback from the QuickStart process will help these companies deliver a best in class, intuitive solution after several agile sprints.

How does QuickStart Work?

BigMachines provides your company with both the QuickStart Template and the QuickStart Methodology. This includes a preconfigured, best practice BigMachines quoting template, a defined project scope and delivery plan, initial set-up support, and training. During the QuickStart process, the BigMachines Services team will support you remotely and provide project delivery tools, facilitate meetings, load your data into the platform, and assist in validating the data and the solution.

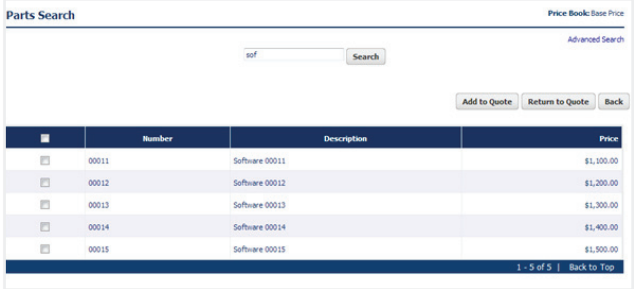
The BigMachines QuickStart template includes pre-configured fields, functionality, and workflow to get your company up and running quickly. Our team has developed this template based on best practices learned from over 500 BigMachines customer projects.



The QuickStart template includes best practice commerce workflow and pricing.

The QuickStart template includes:

- Easy product catalog uploads to load your parts, SKUs and prices into BigMachines
- Shopping cart functionality to enable your users to intuitively add items to quotes
- Pricing rules supporting standard list price and discount management
- Approval workflows with online and mobile device approval capability
- CRM integration including auto-population of CRM Opportunities to increase pipeline accuracy
- Best of breed branding and user interface design to support an intuitive user experience
- Pre-built user profile and user group management
- Proposal templates that include cover pages, cover letters, product quote pages, and terms and conditions



	Number	Description	Price
<input type="checkbox"/>	00011	Software 00011	\$1,100.00
<input type="checkbox"/>	00012	Software 00012	\$1,200.00
<input type="checkbox"/>	00013	Software 00013	\$1,300.00
<input type="checkbox"/>	00014	Software 00014	\$1,400.00
<input type="checkbox"/>	00015	Software 00015	\$1,500.00

The QuickStart template comes with flexible search capabilities, offering simple and advanced search options that make it easy to add items to a quote.

What does it Cost?

The fixed price for QuickStart project scope and defined deliverables is \$24,995 USD. Customers will be expected to define their own data and perform their own validation as defined in the Statement of Work.

What Happens after QuickStart?

After completing the QuickStart process, you will have not only a fully functional BigMachines Quoting solution, but also the framework to continue to further administer and upgrade the platform.

BigMachines recommends that you further improve your selling solution by adding product configuration functionality, attend additional training classes, or have us provide a quote for additional enhancements, including these:

- Configuration
- Renewals
- ERP Integration
- Contract Management
- eCommerce
- Workflow and Commerce Customizations
- Multiple Languages
- Complex Discounting Rules

For more information, contact your Account Representative, or email inquiry@bigmachines.com.