



## BigMachines is a Member of Oracle's CRM On Demand Inner Circle Partner Initiative

"The tight integration of BigMachines and Oracle CRM On Demand demonstrates the enhanced value our customers can enjoy with opportunity-to-order process seamlessly integrated within a comprehensive CRM solution."

- Tom Herrmann, Vice President, ISV Management and Strategy at Oracle

Integrated with Oracle CRM On Demand, BigMachines solutions enable customers with complex products and services and multiple sales channels to streamline the entire opportunity-to-quote-to-order process, including product selection, configuration, pricing, quoting, ordering, and approval workflows.

BigMachines on-demand architecture, available in two modular offerings, extends the value of CRM functionality and helps capture the following value for customers:

Capabilities	BigMachines Lite	BigMachines
<b>Benefits</b>		
Streamline multiple hand-offs for approval with automated workflow	X	X
Eliminate redundant data re-entry into multiple systems	X	X
Decrease time to respond to customers	X	X
Reduce error-prone quotes	X	X
Minimize manual, time intensive proposal generation	X	X
Maintain consistent quote & proposal formats	X	X
Automated update of CRM system with quote & order information	X	X
Track quote success rate, improve forecasts and sales reporting	X	X
Capture missed cross-selling & upselling opportunities		X
Eliminate manual, inconsistent product or service configurations		X
<b>Features</b>		
Product and Service Selection	X	X
Price & Quote	X	X
Proposals	X	X
Maintenance Renewals	X	X
CRM Integration	X	X
Order Management & ERP Integration	X	X
Guided Selling		X
Configurator		X
<b>Additional Options</b>		
BigMachines Unplugged		\$
BigMachines eCommerce Engine		\$

### Configuration, Pricing and Proposals Application

- Streamline Opportunity-to-Order Process
- On-Demand Architecture
- Integration to CRM
- Ordering with ERP Integration
- Easy to Implement, Easy to Maintain

### Editions

- Lite
- Professional
- Enterprise
- Ultimate

### Sample Joint Customers



Manufacturer and Distributor of Medical Equipment



Leading Provider of Graphic Communications Products



Fast Growing IP PBX Telephony Provider



## BIGMACHINES

### Product or Service Selection

Quickly select products or services to add to quotes and proposals:

- Search for products or services by descriptions, part numbers or SKU
- Answer guided selling questions to narrow product or service choices
- Quickly add products or services to quotations

### Price & Quote

Streamline the pricing process:

- Apply customer, channel, and product or service-specific prices
- Apply advanced pricing and discounting rules based on multiple parameters across multiple product lines
- Cost-based pricing and estimating
- Generate and manage quotes with many line items
- Capture key sales management and forecasting data in real time: stage, competitors, close dates, and probability of winning

### Proposals

Speed the generation of high-quality, customized proposals:

- Cover letters, quote summaries, terms & conditions
- Up-sell options such as recommended services & spares
- Customize and brand proposals for specific products or services, channels, and customers, each with unique content
- Generate proposals in Word, Adobe Acrobat, or HTML

### Maintenance Renewal Quoting

Generate renewal quotes from CRM or ERP assets:

- Automated service and support contract renewals
- Renewal line items from ERP or CRM are automatically added to quotes
- Eliminates pricing errors
- Easily extend, repackage, or renew contracts with new effective dates

### CRM Integration

Provide one solution for the entire Inquiry-to-Order process:

- Automatically update your Oracle CRM Opportunity with Quote & Product or Service Line Item information for accurate sales reporting
- Reduce duplication of data

### Order Management & ERP Integration

Easily submit orders online with full integration to existing business systems including CRM & ERP:

- Automatically convert quotes to orders
- Customize order forms to capture all required order data
- Approve orders via customized workflow

### Guided Selling

Select the optimal product or service to meet customer requirements:

- Enter specifications and requirements to search for right product or service based on multiple parameters
- Review product and model profiles that include pictures, data sheets, drawings, and other supporting documents
- Support complex, needs-based selection capability

### Configurator

Configure the product or service with the appropriate features and options to meet customer needs:

- Choose desired features and options and display relevant pricing
- Constrain choices using compatibility rules and valid combinations
- Guide the user with recommendations, help tools, and calculators
- View lead time and availability based on configuration
- Generate bills-of-material (BOM) and routings
- Support complex calculations and engineering algorithms
- Build dynamic part numbers based on configuration
- Write, test, and maintain rules with a simple, browser-based interface

### BigMachines Unplugged

Configure, price and generate quotes without Internet access:

- Offline access to full BigMachines functionality
- Sync quotes back to central database for quote management, revisions, tracking and reporting

### BigMachines eCommerce Engine

Build a self-service, B2B guided selling and configuration platform for your customers to shop online:

- Create personalized, branded ecommerce sites
- View products or services side-by-side and compare features, pricing and options
- Retrieve assets from CRM or ERP system
- Add and remove items, modify quantities and dynamic cart totals in the full-featured shopping cart
- One-click checkout and credit card processing
- Submit product and service ratings and reviews