



BigMachines for Salesforce

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

Sample Customers



Leading Provider of Electronic Test Solutions



Provider of High-Speed Mail Processing Systems



NTT Communications Group
NTT America, Inc.

Provider of Hosting and Networking for Global Enterprises



Leader in Radiology, Medical Imaging, and Information Management Systems



Provider of Computer-Assisted Surgery Systems

Voted Best Quoting Tool on the AppExchange of 2008 & 2009! ★★★★★

"BigMachines' relentless focus on customer success has resulted in customers naming it one of the Best Apps of 2008 on the AppExchange."

- Kendall Collins, Chief Marketing Officer, salesforce.com

The BigMachines solution for configuration, pricing and proposals, integrated with Salesforce, enables customers with complex products 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 Salesforce CRM and PRM functionality and helps capture the following value for customers:

| Capabilities | BigMachines Lite | BigMachines |
|--|------------------|-------------|
| Benefits | | |
| 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 configurations | | X |
| Features | | |
| Product Selection | X | X |
| Price & Quote | X | X |
| Proposals | X | X |
| Contract Generation & Approval | X | X |
| Maintenance Renewals | X | X |
| CRM Integration | X | X |
| Order Management & ERP Integration | X | X |
| Guided Selling | | X |
| Configurator | | X |
| PRM Integration | | \$ |
| Additional Options | | |
| BigMachines Unplugged | | \$ |
| BigMachines eCommerce Engine | | \$ |



Product Selection

Quickly select products to add to quotes and proposals:

- Search for products by descriptions, part numbers or SKU
- Answer guided selling questions to narrow product choices

Price & Quote

Streamline the pricing process:

- Apply customer, channel, and product-specific prices
- Apply advanced pricing and discounting rules based on multiple parameters across multiple product lines
- Cost-based pricing and estimating

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

Proposals & Contracts

Speed the generation of high-quality, customized proposals:

- Cover letters, quote summaries, terms & conditions
- Customize and brand proposals for specific products, channels, and customers, each with unique content
- Generate proposals in Word, Adobe Acrobat, or HTML
- Generate rich Contracts with legal Terms & Conditions
- Add content and capture Contract approvals

CRM Integration

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

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

PRM Integration

Deploy a world class quoting and configurator solution to empower your channel partners/VARs/distributors:

- Improve partner sales efficiency by using BigMachines full configurator, quoting, and proposal capabilities
- Improve sales forecasts by automatically updating PRM Deals and Opportunities with live quote 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 to meet customer requirements:

- Enter specifications and requirements to search for right product 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 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

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 ratings and reviews