

BIGMACHINES CONFIGURE, PRICE, PROPOSE INTEGRATION WITH ORACLE CRM ON DEMAND



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On-demand configuration, quoting, and proposal software helps leading companies empower their sales teams and channels

Company Overview

BigMachines Lean Front-End (LFE) digitizes tribal knowledge and streamlines configuration, pricing, quoting, proposal generation, and order management. BigMachines provides extensive reporting capabilities to analyze sales activities and easily integrates with existing enterprise resource management (ERP), computer-aided design (CAD), and customer relationship management (CRM) systems. BigMachines' rapidly growing customer base includes global leaders such as Kodak GCG and Ingersoll Rand, as well as innovative growth companies including ShoreTel and Laird Technologies.

Integration Overview

An integrated BigMachines/Oracle CRM On Demand solution delivers compatible architecture and cutting-edge technology to help customers manage the entire opportunity-to-quote-to-order process in a seamless solution.

BigMachines CRM editions include:

- **Product selection:** Quickly select products and line items to add to quotes.
- **Pricing and quoting:** Apply customer, channel, and product-specific prices with complex discounting rules and discount approval workflows.
- **Proposals:** Speed the generation of high-quality, customized proposals including cover letters, quote summaries, terms and conditions with unique company logos, branding, and templates.
- **Order management and ERP integration:** Eliminate manual data entry by easily submitting orders online with full integration to existing business systems, and approve orders using configurable workflows.
- **Guided selling:** Enter specifications and requirements to search for the optimal product based on user needs. (CPP edition only.)
- **Configurator:** Choose desired features and options using compatibility rules,

Item	Description	Unit Price	Quantity	Total Price
1	Product A	\$100.00	1	\$100.00
2	Product B	\$200.00	1	\$200.00
3	Product C	\$50.00	1	\$50.00

INTEGRATED WITH
ORACLE
ON DEMAND

Through the Oracle PartnerNetwork Application Integration Architecture for Partners Initiative, partners with validated integrations are able to provide customers with standards-based product integrations, tested and validated by Oracle. Customers benefit from improved risk management and smoother upgrade capability, leading to a lower total cost of ownership and greater overall satisfaction.

help tools, and calculators to eliminate inaccurate orders. (CPP edition only.)

Availability

West Coast Operations
1 Waters Park Drive, Suite 240
San Mateo, CA 94403

European Operations
Lilienthalstr. 25
D-85399 Halbergmoos
Germany
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Integration Details

BigMachines' technology and services enable customers to quickly and easily create their own Lean Front-End:

- **LFE software:** BigMachines LFE utilizes the latest Web technologies based on the Java 2 Enterprise Edition standards and a service-oriented architecture. As a result, all rules and data can be easily maintained through point-and-click administration tools.
- **On-demand hosting:** Together with partners SAVVIS and NaviSite, leaders in enterprise hosting and data centers, BigMachines delivers a comprehensive application hosting offering that guarantees world-class security and performance.
- **Professional services:** BigMachines' professional service team provides technical and domain expertise that ensures rapid, successful implementation.
- **Customer support:** BigMachines provides comprehensive user support, training, maintenance, and upgrade services.



Launch BigMachines directly from Oracle CRM On Demand

Environment

Partner Environment

Lean Front-End, 8.0

Oracle Environment

Oracle CRM On Demand 14

Support

For more information, call
+1.847.572.0300
support.bigmachines.com



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