

# BigMachines

## BigMachines 11.1 Validated Integration with Oracle CRM On Demand 19



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*Sell More. Sell Faster.*

*Product Configurator, B2B eCommerce, Quoting, and Proposal Software*

### Company Overview

Sell more and sell faster in the cloud with BigMachines Product Configurator, B2B eCommerce, Quoting, and Proposal Software. Streamline the sales process from inquiry to order with on-demand product configuration, workflow approvals, and proposal generation from a global leader in sales configurator software. Integrate to a customer relationship management (CRM) or enterprise resource planning (ERP) system to easily create your own powerful, Web-based selling platform. Enable your sales staff, channels, and customers to generate sales quotes, orders, and proposals quickly and accurately with BigMachines.

### Integration Overview

Integrated with Oracle CRM On Demand 19, BigMachines 11.1 solutions enable 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 CRM functionality and helps customers:

- Streamline multiple hand-offs for approval with automated workflow
- Eliminate redundant data re-entry into multiple systems
- Decrease time to respond to customers
- Reduce error-prone quotes
- Minimize manual, time-intensive proposal generation
- Maintain consistent quote and proposal formats
- Automate updates of system with quote and order confirmation
- Track quote success rate and improve forecast and sales reporting
- Capture missed cross-selling and up-selling opportunities
- Eliminate manual, inconsistent product configurations



### Validated Integration

Oracle CRM On Demand

Through the Oracle PartnerNetwork, 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.

## Availability

Chicago, IL  
San Francisco, CA  
Frankfurt, Germany  
London, England  
Singapore  
Tokyo, Japan  
Melbourne, Australia

## Support

Tel.: +1.650.403.0010

## Integration Details

BigMachines has a tight integration with Oracle CRM On Demand. By utilizing custom objects and creating custom fields in Oracle CRM On Demand, BigMachines fits easily into your environment. The BigMachines Quote object will appear in a related information section on the users' Opportunity page layout. Users will be able to create an unlimited number of quotes per opportunity and designate one of those as the primary quote that will drive the opportunity. This ensures the experience will be flexible to your users.

Oracle provides Web Service Description Language (WSDL) files that define the format for sending data to Oracle CRM On Demand. Referencing this WSDL, your system administrators can generate SOAP XML documents to send your desired information to, or pull data from, Oracle CRM On Demand.

Using the BigMachines Admin platform, your administrator can display a list of Extensible Style Language (XSL) documents as shown that output the SOAP XML to Oracle CRM On Demand and parse the response.

## Environment

*BigMachines Environment*

BigMachines 11.1

*Oracle Environment*

Oracle CRM On Demand 19

For additional information about partnering with Oracle, please contact [opninfo\\_us@oracle.com](mailto:opninfo_us@oracle.com) or visit [partners.oracle.com](http://partners.oracle.com)

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