



BIGMACHINES

**SELLMORE
SELLFASTER**

The global leader in on-demand
sales configuration, quoting
and proposal software



BigMachines empowers sales across your company and channels by streamlining processes from inquiry to order.

Using BigMachines software, your sales teams and channels quickly configure products, generate quotes and proposals, manage complex pricing, generate legal contracts and manage orders.

BigMachines is easy to set-up, maintain and integrate with leading CRM and ERP systems (including those from Salesforce.com, Oracle and SAP) and offers extensive reporting capabilities.

Many of our customers report that their BigMachines solution pays for itself in the first year by helping them reduce their time per quote, increase their order accuracy and generate more consistent proposals in a fraction of the time.

The BigMachines platform has been built for rapid, on-demand deployment through an intuitive web interface. Both users and system administrators only need a browser and a secure log-in to access BigMachines from anywhere in the world, resulting in fast implementation and global deployment.

BigMachines' expanding customer base includes global leaders in a wide range of industries including high-tech, medical, industrial, and software products and services.

SPEND MORE TIME SELLING

"Our goal [was] to shorten the time-to-quote process and to improve quotation accuracy to the point where any sales person or distributor would be able to quote a product or system within a matter of minutes, rather than days."



Nate Schmid,
Program Manager,
Ingersoll Rand

ELIMINATE MANUAL PROCESSES

"In the past, if sales reps wanted to generate a quote for a new product, they had to involve product management and manufacturing to manually draft and approve the documents. BigMachines has eliminated the manual, off-line process and we can add new products to our system quickly and easily."



Jeff Braunstein,
Web Marketing Manager,
Spectra Logic

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BigMachines 9 enables your sales teams and channels to sell more and sell faster with the most comprehensive suite of on-demand sales products, tools and services available. Use BigMachines' flexible, web-based solutions to configure products, generate 100% accurate quotes, eliminate pricing errors, build consistent, branded proposals and contracts on the fly, and route approvals electronically via email and smartphones.

BigMachines is easy to set-up, maintain and integrate with your existing systems, including the leading CRM and ERP systems. No offline programs or desktop applications are required.



BIGMACHINES Sales Engine

Streamline your sales processes – configure products, generate 100% accurate quotes, eliminate pricing errors, build consistent, branded proposals and contracts, automate approval processes and more.



BIGMACHINES Admin Platform

Set up, maintain and personalize your BigMachines solution to meet the unique needs of your business.



BIGMACHINES Channel Sales Engine

Standardize and enhance the sales process for your channel partners, VARs and distributors. The Channel Sales Engine includes interface personalization and external user management, in addition to all the features of the BigMachines Sales Engine.



BIGMACHINES Integration Platform

Pull and push data between BigMachines and other applications and third-party tools via web services, bulk data transfer, and enterprise application integration (EAI) middleware.



BIGMACHINES Document Engine

Build, update and distribute all your sales documents right in BigMachines. Use the new Document Engine to create consistent and personalized proposals, quotes, contracts, letters, and datasheets.



BIGMACHINES Unplugged

Generate quotes even when disconnected from the Internet. Once you're back online, you can populate your quotations back to the central database for quote management, revisions, tracking and reporting.



BIGMACHINES eCommerce Engine

Build a self-service guided selling and configuration engine for your customers to shop online. Includes online product catalogs, guided selling, product configuration, order management, reporting, interface personalization, web lead capture, and ecommerce suite integration.



BIGMACHINES Hosting

Focus on your core business rather than worrying about the complexities of managing hardware and software infrastructure. Our comprehensive hosting service maximizes security and ensures world-class performance.

High-Tech



ShoreTel, a leading supplier of enterprise VoIP telephone solutions, was growing quickly but their Excel-based order entry and fulfillment system was labor intensive and lacked scalability. Once ShoreTel deployed BigMachines, average quote processing time went from 27 minutes to under 10 minutes, the percentage of orders containing errors reduced significantly, and more than 85% of orders placed by reseller channels were now completed online.

"We want to make it easy for our channel partners to do business with us, so having a tool like this is significant."

*Rick Parkinson,
Chief Information Officer,
ShoreTel*

Medical



Carestream Health provides dental and medical imaging systems, healthcare IT solutions, and x-ray film and products. BigMachines enabled Carestream to consolidate its medical product lines in a single tool for configuring products, pricing and generating proposals. Carestream's sales team can now go from inquiry to order with improved ease and reliability.

"The BigMachines team delivered what they promised in that we have an outstanding product that generates comprehensive and accurate quotes and proposals, offering us much more capability than we had before."

*Rick Gary, Director of
Worldwide Operations and
Business Systems,
Carestream Health*

Software



Bottomline Technologies provides financial software to corporations, financial institutions and banks around the world. Their sophisticated payments and invoice automation solutions required robust configuration, pricing, and quote management tools and integration with their CRM system. BigMachines provided a flexible, scalable solution that met all of their requirements without the need for any level of customization.

"Flexibility was an important factor in our decision as we needed a product that would allow us to make changes without having to go back to the vendor."

*Debbie Hill, Director of
Information Systems,
Bottomline Technologies*

Industrial



Initially, sales reps manually analyzed each customer's specification and selected components for complex water treatment systems based on their own application experience. This manual product configuration and quoting process was time consuming and prone to errors. Siemens collaborated with BigMachines to develop individual component configurations plus an overall system configurator. BigMachines automated the calculation of pricing, costs, and customer-specific discounts.

"BigMachines has enabled us to react more quickly and accurately to customer inquiries. This has increased our ability to win orders dramatically."

*Günter Führer, General
Manager, Wallace & Tiernan
GmbH, Siemens Industrial
Solutions and Services*

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