

Oracle BigMachines Express CPQ Cloud Service for Salesforce.com

ORACLE® CONFIGURE, PRICE, AND QUOTE CLOUD

KEY FEATURES

- Guided selling
- Quick, accurate pricing
- Easy, consistent proposal and contract generation
- Streamlined renewals process

KEY BENEFITS

- Sell more and sell faster
- Simplify quoting and renewals process
- Achieve rapid ROI
- Ease administration
- Send consistent quotes quickly; allow more time for selling

Line Item

Select	Product Name	Quantity	Unit Price	Pricing Source	Base Price	Total Item Price
<input checked="" type="checkbox"/>	Administrator Licenses	1.00	\$ 200.00		\$ 200.00	\$ 200.00
<input checked="" type="checkbox"/>	API Access	1.00	\$ 20.00		\$ 20.00	\$ 20.00
<input checked="" type="checkbox"/>	Back Office Suite - Enterprise Edition Licenses	100.00	\$ 100.00	Volume []	\$ 100.00	\$ 10,000.00
<input checked="" type="checkbox"/>	CloudKit Reading Fee	1.00	\$ 40.00		\$ 40.00	\$ 40.00
<input checked="" type="checkbox"/>	Front Office Suite - Enterprise Edition Licenses	100.00	\$ 140.00	Volume []	\$ 140.00	\$ 14,000.00
<input checked="" type="checkbox"/>	Professional Service Hours	50.0000	\$ 200.00		\$ 200.00	\$ 5,000.00
<input checked="" type="checkbox"/>	Built Support	1.00	\$ 0.00		\$ 0.00	\$ 0.00
<input checked="" type="checkbox"/>	On Site Training	0	\$ 1,200.00		\$ 1,200.00	\$ 1,200.00
<input checked="" type="checkbox"/>	Self Lead Training	100.00	\$ 10.00	Tiered []	\$ 0.00	\$ 0.00
<input checked="" type="checkbox"/>	Sandbox Environment	1.00	\$ 1,000.00	Amount Specific	\$ 0.00	\$ 0.00
Configuration Total						\$ 42,520.00

Figure 2. Oracle BigMachines Express CPQ Cloud Service for Salesforce.com allows you to price quickly and without complicated and scattered spreadsheets.

Oracle BigMachines Express CPQ Cloud Service for Salesforce.com is an easy and intuitive configure, price, quote, and renew solution designed for growing midsize businesses. It is ideal for organizations that need an intelligent way to select the right products and price them accurately, create proposals immediately, and streamline renewals.

Overview

Oracle BigMachines Express CPQ Cloud Service for Salesforce.com frees your sales representatives to do what they do best: sell. It is

- **Simple.** Easy to learn and use, it enables you to go live and get productive quickly.
- **Familiar.** 100 percent native to Force.com, it is integrated into your Salesforce.com customer relationship management system.
- **Fast.** Accurate, accelerated quoting means higher close rates and more revenue.

Oracle BigMachines Express CPQ Cloud Service for Salesforce.com comprises four distinct modules—configuration, pricing, quoting, and renewals. These enable your sales team to sell the right products at the right prices at the right speed. Whether purchased separately or as a suite, the modules will help you sell quickly and profitably.

Figure 1. Oracle BigMachines Express CPQ Cloud Service for Salesforce.com integrates seamlessly into your Salesforce.com instance.

Benefits

Designed for rapidly growing companies focused on selling more and selling faster, Oracle BigMachines Express CPQ Cloud Service for Salesforce.com not only enables sales professionals to spend more time selling and less time drafting quotes, but also eliminates costly errors and helps maximize revenue. The result: shorter sales cycles, increased revenue, improved margins, less churn, and a highly productive and efficient sales team.

Cloud Software, Inc. Quote # 00000007 Prepared For: Oracle Big Machines Express CPQ Cloud Service for Salesforce.com Quote Date: 12/17/2013 11:36 AM

Product	Product Name	Quantity	Recurring	Units	Amount	Total Price
ADMIN-LIC	Administrator License	1.00	Monthly	\$200.00		\$200.00
API-LIC	API Access	1.00	Monthly	\$20.00		\$20.00
BOS-ENT-LIC	Back Office Suite - Enterprise Edition License	100.00	Monthly	\$170.00		\$17,000.00
SaaS-FEE	Cloud HA Hosting Fee	1.00	Monthly	\$40.00		\$40.00
FOS-ENT-LIC	Front Office Suite - Enterprise Edition License	100.00	Monthly	\$112.00		\$11,200.00
ADMIN-LIC	Administrator License	1.00	Monthly	\$200.00		\$200.00
BOS-ENT-LIC	Back Office Suite - Enterprise Edition License	100.00	Monthly	\$180.00	40.80%	\$16,800.00
FOS-ENT-LIC	Front Office Suite - Enterprise Edition License	100.00	Monthly	\$128.00		\$12,800.00
SaaS-FEE	Cloud HA Hosting Fee	1.00	Monthly	\$40.00		\$40.00
API-LIC	API Access	1.00	Monthly	\$20.00		\$20.00
Licenses						Subtotal: \$33,238.80
SERV-USE	Professional Service Hours	50.00	One-time	\$200.00		\$9,800.00
SERV-USE	Professional Service Hours	50.00	One-time	\$200.00		\$10,000.00
Services						Subtotal: \$19,800.00
SUPP-OLD	Gold Support	1.00	Monthly	\$0.00		\$0.00
SUPP-OLD	Gold Support	1.00	Monthly	\$3,425.00		\$3,425.00
Support						Subtotal: \$3,425.00
TRAIN-OS	On-Site Training	6.00	One-time	\$1,200.00		\$7,200.00
TRAIN-OS	On-Site Training	6.00	One-time	\$1,200.00		\$7,200.00
TRAIN-SL	Self-Led Training	101.00	One-time	\$9.95		\$994.00
TRAIN-SL	Self-Led Training	101.00	One-time	\$9.95		\$994.00
Training						Subtotal: \$15,398.00

Figure 3. Oracle BigMachines Express CPQ Cloud Service for Salesforce.com delivers professional, consistently branded quotes quickly and easily.

ORACLE CONFIGURE, PRICE, AND QUOTE CLOUD

Oracle CPQ Cloud solutions enable both enterprise and midsize companies to streamline the entire opportunity-to-quote-to-order process, including product selection, configuration, pricing, quoting, ordering, and approval workflows.

RELATED PRODUCTS

- Oracle BigMachines CPQ Standard Edition Cloud Service
- Oracle BigMachines CPQ Enterprise Edition Cloud Service
- Oracle BigMachines CPQ Premium Edition Cloud Service
- Oracle BigMachines CPQ Channel Users Cloud Service
- Oracle BigMachines CPQ Data Export Cloud Service
- Oracle BigMachines Express CPQ Cloud Service for Salesforce.com

Configure Precisely

- **Powerful.** The most advanced guided selling on Force.com eliminates quoting errors.
- **Point and click.** It is intuitive and easy to update and maintain.
- **Revenue generating.** You sell more with promotional and up-sell recommendations, higher quote velocity, and empowered channels.

Price Accurately

- **Profitability.** Secures accurate pricing, so you can reach sales and margin goals.
- **Agility.** Eliminates the hassle of maintaining complicated spreadsheets and printed pricing guides, allowing your Salesforce.com administrator to keep pace with changing pricing strategies.
- **Insight.** Allows immediate and accurate analysis of your sales forecast and performance—down to the individual product—by managing pricing in Salesforce.com.

Quote Consistently

- **Quality.** Send professional and consistent proposals.
- **Accuracy.** Your Salesforce.com administrator can control the content included in each proposal.
- **Deal velocity.** Prospects no longer have to wait hours to receive quotes. Proposals can be sent in minutes without ever leaving Salesforce.com.

Streamline Renewals

- **Cost and time savings.** An automated renewals process eliminates the need to sift through contracts and manually calculate prorated pricing.
- **Incremental revenue.** Easily target price increases and identify add-on and cross-sell opportunities.
- **Higher retention rates.** Quick access to customer assets makes it easy for your team to proactively engage customers in strategic renewals and pricing discussions.

Results

Customers using this CPQ solution experience results such as the following:

- 90 percent reduction in quoting time
- \$80,000 in head count savings in the first year alone
- 100 percent pricing accuracy (by eliminating manual quoting and validation process)
- 30 days to go-live and full adoption

CONTACT US

For more information about Oracle BigMachines Express CPQ Cloud Service for Salesforce.com, visit oracle.com or call +1.800.ORACLE1 to speak to an Oracle representative.



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Hardware and Software, Engineered to Work Together

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