

Oracle BigMachines CPQ eCommerce Transactions Cloud Service

ORACLE[®] CONFIGURE, PRICE, AND QUOTE CLOUD

KEY FEATURES

- Modules for everything from online product catalogs to shopping carts, interface personalization, web lead capture, and more
- Intuitive drag-and-drop interface
- Enhanced search filters
- Side-by-side product comparisons
- Full-featured shopping cart

KEY BENEFITS

- Personalize your e-commerce site to meet your business' needs
- Customize your site to reflect your brand
- Guide your customers to the right products and services
- Reveal related products
- View past orders and contracts
- Provide one-click checkout



Figure 1. Use Oracle BigMachines CPQ eCommerce Transactions Cloud Service to create a powerful B2B e-commerce site with the user-friendly look of a consumer site.

Oracle BigMachines Configure, Price, and Quote (CPQ) eCommerce Transactions Cloud Service enables you to build a self-service, online business-to-business (B2B) guided selling and configuration platform for your customers to shop on. With it, your customers can access the same tools used by your sales channels for internal quoting and proposal development. Streamline your sales process while enabling direct selling to business customers on your website.

Sell More and Sell Faster to Business-to-Business Customers

Oracle BigMachines CPQ eCommerce Transactions Cloud Service includes modules for online product catalogs, guided selling, product configuration, a shopping cart, order management, reporting, interface personalization, web lead capture, and e-commerce suite integration.

The easy-to-use administration platform enables you to personalize your e-commerce site to meet the unique needs of your business. An intuitive, drag-and-drop interface lets you easily customize and maintain page layouts, as well as personalize your e-commerce site to reflect your company's brand.

Easily Search and Select Your Products and Services

Oracle BigMachines CPQ eCommerce Transactions Cloud Service offers multiple ways to guide the selection process for your customers. Scroll through product images or use enhanced search filters to narrow your product search. Or use the comparison feature to view products or services side by side to compare features, prices, and options.



Figure 2. With Oracle BigMachines CPQ eCommerce Transactions Cloud Service, you can select products for side-by-side comparison.

When you select a product, a list of recommended items for that product is generated along with compatible accessories, spares, consumables, and services. Customers see both an item price and their contract price.

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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

Quantity	Description	Price
1	HP-CH2320	\$699.00
1	CC530A	\$99.00
1	CC530AD	\$140.00
1	CC531A	\$99.00
1	Q6264A	\$16.00
1	HPL285R	\$52.00
1	HPJ115R	\$40.00
1	HPU1132	\$45.00

Cart Total: \$1,190.00

Figure 4. Oracle BigMachines CPQ eCommerce Transactions Cloud Service includes a full-featured shopping cart with one-click checkout.

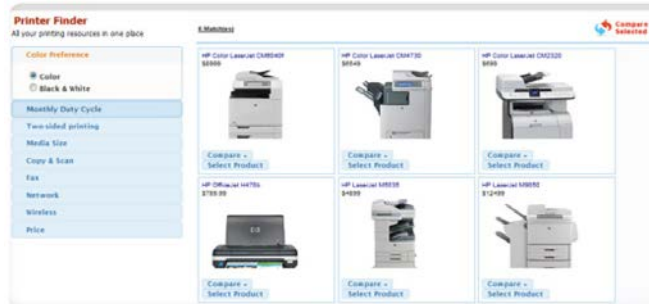


Figure 3. Oracle BigMachines CPQ eCommerce Transactions Cloud Service lets you sort products by selectable criteria.

Oracle BigMachines CPQ eCommerce Transactions Cloud Service can retrieve assets from a database, enabling you and your customers to view past orders and contracts. This information can be used for reordering, recommending product add-ons, and renewing service contracts. The data can be directly pulled from your asset or contract database, or from your company's customer relationship management (CRM) or enterprise resource planning (ERP) system. You choose which recommended or add-on products your customer sees. You can also prorate new service agreements based on your customer's existing contracts.

Once you select a product, click Add to Cart. The full-featured shopping cart lets you add and remove items, modify quantities, and add dynamic totals. One-click checkout makes it simple to complete the transaction.

How It Works

When you are ready to purchase, check out from the shopping cart with these steps:

- **Select your shipping and billing information.** These can be entered manually or populated directly from information stored in Oracle BigMachines CPQ eCommerce Transactions Cloud Service or your CRM or ERP system.
- **Select your payment type.** Depending on your credit processing needs, Oracle BigMachines CPQ eCommerce Transactions Cloud Service can integrate to multiple payment processing vendors. Credit card data can also be stored to speed up the checkout process. Oracle offers integration with advanced tax calculation functions provided by Avalara, a leader in tax automation.
- **Confirm and order.** Your customers can view detailed receipts of their purchases and have copies e-mailed to them. Using the Document Engine feature of the Oracle BigMachines CPQ Cloud Service products, you can ensure all your receipts, quotes, contracts, and proposals are branded and personalized.

CONTACT US

For more information about Oracle BigMachines CPQ eCommerce Transactions Cloud Service, 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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