



July 14, 2009  
(C. Online)

## CCS Inc Selects BigMachines to Provide On-Demand Software

By Anil Sharma, TMCnet Contributor

[CCS, Inc.](#), a manufacturer of computers, environmental enclosures and rugged monitors for demanding industrial applications, [reportedly](#) has selected [BigMachines](#) to provide on-demand software to streamline quote and order processes for its sales of industrial computers and enclosures.

The company will also use BigMachines for its subsidiary, [Qualtrax, Inc.](#), which provides compliance management software.

Qualtrax provides document and process control software to industries that must comply with stringent regulatory standards, such as ISO and FDA.

“BigMachines is a very flexible solution that can be integrated to leverage the existing architecture between our Microsoft ([News - Alert](#)) CRM and ERP systems,” said Tim Lawson, chief financial officer, in a statement.

Lawson said that the company looked at other products, but it was impressed with the capabilities of the BigMachines application and its tight integration with the company’s existing systems.

“With BigMachines, our sales team will be able to streamline the quoting process,” he added.

BigMachines announced complete integration with Microsoft Dynamics CRM earlier this year. This extends BigMachines’ integration options to include three of the fastest-growing CRM vendors: salesforce.com, Oracle ([News - Alert](#)) and Microsoft.

“We are delighted that CCS has selected BigMachines to streamline their sales processes,” said Godard Abel, CEO and co-founder of BigMachines in a statement.

Abel said that in adding BigMachines software to its portfolio, CCS will enhance its own sales efficiencies and create even greater value for its business.

“We pride ourselves on the great relationships we have with our customers and look forward to working with CCS through a swift implementation and delivering rapid ROI,.” he said.

BigMachines is a major player in on-demand sales configuration, quoting and proposal software. The company said its solutions empower sales across customers’ channels by streamlining their sales processes from opportunity to order.

Back in June, BigMachines, Inc. [announced](#) the availability of BigMachines 9.2, the latest version of BigMachines’ on-demand solution.

BigMachines 9.2 is built on the company’s Software-as-a-Service, better known as “SaaS ([News](#) - [Alert](#))” platform that helps sales teams, channel partners and resellers quickly configure products, generate quotes and proposals, manage complex pricing, generate legal contracts, and submit and manage orders.

The solution helps customer sell more and sell faster with many customer-driven enhancements including new pricing options, expanded mobile approval capabilities, updated CRM integration, and additional administration controls.

Existing customers will be seamlessly upgraded to BigMachines 9.2 as part of their subscription and support agreements at no additional cost and can benefit immediately from the new technology.