



## Sell More Sell Faster to your B2B Customers

BigMachines eCommerce Engine allows you to build a self-service, B2B guided selling and configuration platform for your customers to shop online. Now you can give your customers access to the same tools that are used by your sales channels for internal quoting and proposal development, streamlining your sales process while enabling direct selling to business customers on your website.

The BigMachines eCommerce Engine includes modules for online product catalogs, guided selling, product configuration, shopping cart, order management, reporting, interface personalization, web lead capture and ecommerce suite integration.

The easy-to-use BigMachines Admin Platform allows you to personalize your ecommerce site to meet the unique needs of your business. An intuitive drag and drop interface lets you easily customize and maintain page layouts, and you can personalize your ecommerce site to reflect your company's brand.



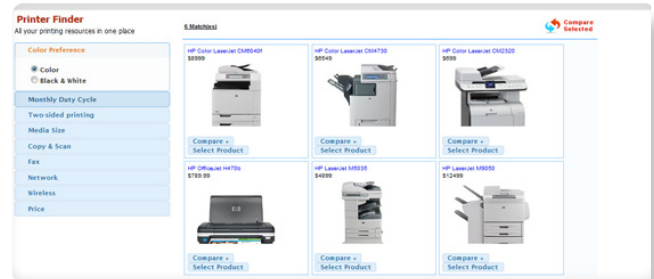
Use the BigMachines eCommerce Engine to create a powerful B2B ecommerce site with the user-friendly look of a consumer site.

## Easily Search and Select your Products and Services

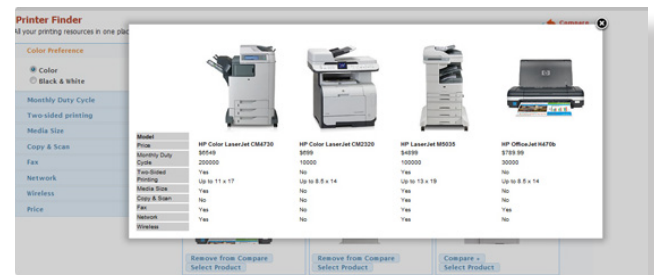
The BigMachines eCommerce Engine offers multiple ways to guide the selection process for your customers. Scroll through product images or use enhanced search filters to narrow your product search. Use the Compare feature to view products or services side-by-side and compare features, pricing and options.

Selecting a product generates a list of recommended items for that product along with compatible accessories, spares, consumables and services. Customers see both an item price and their contract price.

The BigMachines eCommerce Engine can retrieve assets from a database, enabling you and your customers to view past orders and contracts. This information can be used for reorders, recommending product add-ons, and renewing service contracts. The data can be pulled directly from your BigMachines asset or contract database, or from your company's CRM or ERP system. You choose which recommended or add-on products your customer sees. You can also pro-rate new service agreements based on your customer's existing contracts.



Sort products by selectable criteria



Select products for a side-by-side comparison

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

Your customers can submit their own product reviews and rate products right on your ecommerce site. They can even post comments directly to the leading social networking sites.

### Purchasing is as Easy as 1-2-3!

Our three step check out process makes shopping a breeze. When you are ready to purchase, check out directly from your shopping cart.

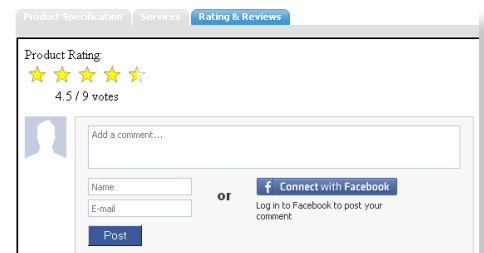


Full-featured shopping cart with one-click checkout

**Step 1. Select your shipping and billing information.** These can either be entered manually or populated directly from information stored in BigMachines or your CRM or ERP system.

**Step 2. Select your payment type.** Depending on your credit processing needs, we can integrate to multiple payment processing vendors. Credit card data can also be stored to speed up the checkout process. BigMachines offers integration with advanced tax calculation functions provided by Avalara, leaders in tax automation.

**Step 3. Confirm and order!** Your customer can view a detailed receipt of their purchase and have a copy emailed to them. Using the BigMachines Document Engine, you can make sure all of your receipts, quotes contracts and proposals are branded and personalized.



Rate products and post reviews

Want to learn more about the BigMachines eCommerce Engine and other solutions to help you sell more and sell faster? Contact your sales representative or visit [www.bigmachines.com](http://www.bigmachines.com) for more information.