

**BIGMACHINES**

BigMachines Named Best Quoting Tool by Customers on the Force.com AppExchange

Salesforce.com names Best Apps of 2008, based on customer reviews

CHICAGO, IL and FRANKFURT, GERMANY – February 24, 2009 – BigMachines, Inc., the leading provider of on-demand configuration and proposal software, announced today that it was named among the “Best Apps of 2008” by customers on the Force.com AppExchange from salesforce.com. BigMachines on-demand software earned this recognition by receiving the most 4 and 5 star customer reviews over the last year. BigMachines has the most joint customers of any configuration and proposal solution on the AppExchange. Joint customers include leading companies such as NTT America, Enterasys, Carestream Health, and Teradyne.

The Force.com AppExchange is a Web marketplace for cloud computing applications that integrate with salesforce.com. The AppExchange lets users find, sample, and select from hundreds of applications that run on salesforce.com’s Force.com platform. BigMachines was ranked as the “Best Quoting Tool” with more positive customer reviews than over 150 other applications that offer quoting capabilities.

According to an AppExchange review submitted by Jessica Hoover, Certified Scrum Master at Rally Software, “Our company set forth to find a quote tool that could handle our complex pricing model, integrate with Salesforce.com CRM and could be handed off to an internal resource for continued maintenance. BigMachines responded quickly to my inquiry and they said they could do all of the things we were asking for... The results have been remarkable. We had sales team members working in the tool after 5 weeks of development and we continue to build the tool to meet our needs. Our user adoption is 100%. Our project team agrees that BigMachines has matched our enthusiasm and dedication and they have exceeded our expectations from the first meeting.” Ms. Hoover added, “Our biggest measure of success is that our management team, our finance department and our sales team are happy with the tool.”

“Thousands of customers are using the AppExchange to extend cloud computing throughout their businesses,” said Kendall Collins, Chief Marketing Officer, salesforce.com. “BigMachines’ relentless focus on customer success has resulted in customers naming it one of the Best Apps of 2008 on the AppExchange.”

“BigMachines has many customers that use Salesforce CRM, and the two solutions integrate easily and seamlessly,” said Godard Abel, CEO and co-founder of BigMachines. “Salesforce.com is a valuable partner and we’re thrilled to receive this recognition as Best App, from all the customers who have expressed their delight with using our software-as-a-service solution. We look forward to helping more customers sell more and sell faster.”

About BigMachines, Inc. and BigMachines AG

BigMachines is the global leader in on-demand sales configuration, quoting and proposal software, helping companies sell more and sell faster. BigMachines solutions empower sales across customers’ channels by streamlining their sales processes from opportunity to order. Using BigMachines software, sales teams and channels can quickly configure products, generate quotes and proposals, manage complex pricing, generate legal contracts, and manage orders. BigMachines offers extensive reporting capabilities and easily integrates to leading CRM and ERP systems, including those from salesforce.com, Oracle, and SAP. BigMachines’ rapidly growing customer base includes global leaders such as Kodak’s GCG, Siemens, Ingersoll Rand, and NTT Communications, as well as innovative growth companies such as ShoreTel and Voltaire Ltd. For more information, visit www.bigmachines.com

**BIGMACHINES****Salesforce.com Customers Accela, Dexter + Chaney, and Xactly Leverage the Power of Platform-as-a-Service to Successfully Integrate BigMachines with Salesforce via the AppExchange**

Software companies deploy BigMachines and salesforce.com solutions to dramatically streamline the opportunity-to-quote process, improving operational efficiency and customer service.

CHICAGO, IL and FRANKFURT, GERMANY – May 14, 2008 – BigMachines, Inc., a leading provider of web-based configurator, quote, and proposal selling tools, and salesforce.com [NYSE: CRM], the market and technology leader in Software-as-a-Service and Platform-as-a-Service, today announced that salesforce.com customers Accela, Dexter + Chaney, and Xactly have successfully deployed BigMachines for Salesforce via the AppExchange. These three software vendors are now using BigMachines to automate pricing and discounting, generate quotes and proposals, and manage workflow routing and approvals. BigMachines CPP (Configure, Price, Propose) allows companies to dramatically streamline the opportunity-to-quote process, and the seamless integration with Salesforce offers the ability to improve operational efficiency and customer service.

BigMachines CPP for Salesforce enables users to select products and services, manage prices and discounts, and generate customized proposals in PDF, Word or HTML format. Sales teams of any size can produce quotes quickly and easily, and benefit from comprehensive sales reporting capabilities, including analyses and forecasts across sales channels and customers. The seamless integration with Salesforce enables complex product configurations and pricing rules, and streamlines multiple sales channels into one selling and customer service process. Users also have the ability to update Opportunities in Salesforce with Quote and Product Line Item information for accurate sales reporting.

“With its market-leading suite of on-demand sales performance management applications, Xactly enables companies of all sizes – from SMBs to large enterprises – to drive greater sales and business performance,” said Karen Steele, vice president of marketing, Xactly Corporation. “Given our core focus on optimizing sales performance, it was a natural decision to select BigMachines to streamline our pricing and proposal process. Our opportunity-to-quote process is more efficient and consistent, and the seamless integration with Salesforce has improved our pricing and quoting process and enhanced the quality of our proposals.”

Curt Westberg, Vice President - Sales, Dexter + Chaney, said “Spectrum™ Construction Software solves problems for the construction industry, including Electrical, Mechanical, Heavy/Highway, and General contractors. Each customer requires a different combination of modules and services, which means many unique product configurations. Our sales team is now using BigMachines and Salesforce to enable highly customizable quotes to our customers, delivered in less time. This is a great solution for us and a boon for our customers.”

“As the leader in on-demand applications that connect people to government services, Accela understands the value of well-designed, easy-to-use products that can be accessed anywhere,” said Cici Arabian, Director of Marketing, Accela, Inc. “BigMachines’ webbased configuration and quoting software, integrated with Salesforce, enables us to configure and quote products faster and more accurately and improves our overall sales effectiveness.”

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“BigMachines CPP for Salesforce brings the power of SaaS and PaaS to the customer inquiry-to-order process, giving sales reps and channel partners the power to produce quotes quickly and consistently,” said Clarence So, chief marketing officer, salesforce.com. “Our customers can easily deploy BigMachines CPP, via the AppExchange and benefit immediately from the ability to automate pricing and discounting, generate quotes and proposals, and manage workflow routing and approvals from within Salesforce.”

“BigMachines is delighted that Accela, Dexter + Chaney, and Xactly are now using our on-demand sales configuration tools, integrated with Salesforce,” said Godard Abel, CEO of BigMachines. “More than ever before, software companies in all markets are recognizing the advantages of using BigMachines to offer highly-configurable software solutions to their customers.” Information about the BigMachines CPP and SPP for AppExchange is available at <http://www.salesforce.com/appexchange> or <http://www.bigmachines.com/salesforce.php>.

Force.com Platform and the AppExchange

Force.com (<http://www.force.com>) reinvents the traditional development, deployment and distribution of any business application with platform-as-a-service. Developers, customers and partners can use Force.com to easily create a new generation of on-demand applications and deploy them worldwide as a service. Force.com allows applications to be easily shared, exchanged and installed with a few simple clicks via salesforce.com’s AppExchange marketplace, enabling all the innovation that Force.com unleashes to be easily distributed to the entire on-demand community.

The AppExchange economy continues to expand, with thousands of customers installing applications via the AppExchange. Customers of all sizes can quickly and easily extend Salesforce with additional on-demand business applications available on the AppExchange, found at <http://www.salesforce.com/appexchange>.

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About Salesforce.com

Salesforce.com is the market and technology leader in Software-as-a-Service (SaaS) and Platform-as-a-Service (PaaS). The company’s portfolio of SaaS applications, including its award-winning CRM application, available at <http://www.salesforce.com/products/>, has revolutionized the ways that customers manage and share business information over the Internet. The company’s Force.com PaaS enables customers, developers and partners to build powerful on-demand applications that deliver the benefits of multi-tenancy across the enterprise. Applications built on the Force.com platform, available at <http://www.force.com>, can be easily shared, exchanged and installed with a few simple clicks via salesforce.com’s AppExchange marketplace available at <http://www.salesforce.com/appexchange>.

As of January 31, 2008, salesforce.com manages customer information for approximately 41,000 customers including ABN AMRO, Dow Jones Newswires, Japan Post, Kaiser Permanente, KONE, Sprint Nextel, and SunTrust Banks. Any unreleased services or features referenced in this or other press releases or public statements are not currently available and may not be delivered on time or at all. Customers who purchase salesforce.com applications should make their purchase decisions based upon features that are currently available. Salesforce.com has headquarters in San Francisco, with offices in Europe and Asia, and trades on the New York Stock Exchange under the ticker symbol “CRM”. For more information please visit <http://www.salesforce.com>, or call 1-800-NOSOFTWARE.

**BIGMACHINES**

BigMachines Wins Gartner & ItoI Customer Award

Leading On-Demand Quoting, Configurator, and Proposal Company Recognized for Enterprise CRM Optimization

CHICAGO, IL and FRANKFURT, GERMANY – September 11, 2008 –BigMachines, Inc., the global leader in on-demand sales configuration and proposal software, announced that it has been selected as bronze award winner of a Gartner & ItoI Customer Award in the category of Enterprise CRM Optimization.

The Gartner & ItoI Customer Awards are the result of a partnership between Gartner, Inc., the world's leading information technology research and advisory company, and ItoI Media, the leader in customer strategy, to establish a standard of excellence for customer-focused organizations. This awards program honors those companies that reach that level by delivering optimal customer experiences. Gartner and ItoI Media presented the awards during the annual Gartner CRM Summit, September 8-10 in Washington, DC.

BigMachines' infrastructure provides access to customer support information across the company, enabling BigMachines to maximize its responsiveness to customers. The CRM optimization initiative includes many new components including a Voice Over IP (VOIP) system, working in conjunction with BigMachine's CRM tool, to reduce the time needed for support agents to access customer data.

An additional component of the customer support infrastructure is the company's new online Support Center, which is fully integrated with a CRM system to provide a single repository with a single point of entry to all relevant tools and information. BigMachines has also created a new position within the company, Customer Support Manager, that is focused on managing communication to customers, mitigating issues beyond helpdesk support, managing renewals and upsells, and ensuring that BigMachines customers are fully supported.

"As a result of our new system, all functions in the company have an integrated and consistent view of customer information," said Godard Abel, CEO of BigMachines. "Because customer success is our highest priority, we never stop looking at ways to improve customer satisfaction. We are pleased and honored that Gartner and ItoI Media have chosen to recognize us with this award."

BigMachines further demonstrates its customer focus at BigIdeas 2008, the company's annual customer and industry forum that will be held October 5-7, 2008 in Chicago, Illinois. Industry experts, BigMachines customers, and business partners gather at BigIdeas to discuss innovative business strategies and best practices in guided selling and product configuration to increase revenues, improve sales efficiency, and reduce costs. More information is available at www.bigmachines.com/bigideas.

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BigMachines Named in Top 26 Percent of America's Fastest-Growing Companies by Inc. Magazine for Second Consecutive Year

Inc. Recognizes SaaS Leader BigMachines for Impressive Growth of More than 240 Percent in Three Years

CHICAGO, IL and FRANKFURT, GERMANY – August 13, 2009 – BigMachines, Inc., the global leader in on-demand sales configuration and proposal software, announced today that the company has been named by Inc. magazine in its 2009 list of the 5000 fastest-growing private companies in America, coming in at number 1,324.

Inc. also ranked BigMachines number 53 in the Top 100 Businesses in the Chicago metro area, including Illinois, Indiana and Wisconsin, and number 84 in the Top 100 Software Companies in America. In addition to recognizing BigMachines' exceptional 240 percent revenue growth from 2005 through 2008, Inc. found it noteworthy that BigMachines has maintained a 95 percent employee retention rate during this same period.

"Savvy trend spotters and those who invest in private companies know that the Inc. 5000 is the best place to find out about young companies that are achieving success through a wide variety of unprecedented business models, as well as older private companies that are still expanding at an impressive rate," said Inc. 5000 project manager Jim Melloan. "That's why our list is so eagerly anticipated every year."

BigMachines recently announced its best quarter in the company's history for Q2 2009, with 54 percent growth in recurring revenues year-over-year. In addition, BigMachines added 30 new customers and expanded its employee base by ten percent.

"On the heels of the tremendous growth we've seen so far in 2009, the entire BigMachines team takes pride in being recognized for the second year in a row by Inc. magazine," said Godard Abel, CEO and co-founder of BigMachines. "We have always worked hard as a company to listen to our customers and drive innovation with our SaaS-based software which ultimately contributes to the success we have experienced year after year."

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BigMachines Received Positive Rating in Leading Analyst Firm's Sales Configuration MarketScope Report

CHICAGO, IL and FRANKFURT, GERMANY – October 6, 2009 –BigMachines, Inc., a leading provider of on-demand sales configuration and proposal generator software, today announced that BigMachines received a Positive rating in Gartner's report entitled, "MarketScope for Sales Configuration, 3Q09."

"Our large base of global customers are already reaping the benefits of streamlined sales quoting, configuration and proposal generation," said Godard Abel, CEO and co-founder of BigMachines. "We believe Gartner's Positive rating confirms our position in the market and our commitment to providing customers with on-demand sales configuration solutions that meet their unique challenges."

MarketScope Disclaimer

The MarketScope is copyrighted October 2, 2009 by Gartner, Inc. and is reused with permission. The MarketScope is an evaluation of a marketplace at and for a specific time period. It depicts Gartner's analysis of how certain vendors measure against criteria for that marketplace, as defined by Gartner. Gartner does not endorse any vendor, product or service depicted in the MarketScope, and does not advise technology users to select only those vendors with the highest rating. Gartner disclaims all warranties, express or implied, with respect to this research, including any warranties of merchantability or fitness for a particular purpose.

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