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## Our Company

Pierce Washington is an eBusiness consulting firm founded in 2005. We help our clients better quote and sell via the web. We combine extensive enterprise software consulting experience with a deep knowledge of our key strategic software partners.

### A Strong Foundation, a Growing Team

Our Delivery Partners are former Andersen Consulting executives with an average of 20 years experience. We have offices in San Francisco and Chicago, with a full complement of consulting staff.

While rapidly growing, Pierce Washington remains committed to providing high value for our clients. We partner closely with them to offer not only software tools, but also insights on their business process and strategy.

And we do so consistently on time and on budget.

### BigMachines – Delivering CPQ Sales Success

BigMachines is the global leader in Configure, Price, Quote solutions (CPQ). As BigMachine's first Certified Implementation Partner, Pierce Washington has delivered over 50 BigMachines implementation projects and has a 100% referenceable customer base. We help our clients optimize their CPQ business process, implement the BigMachines application, and optimize and extend the value of the platform for those who have already implemented BigMachines.

### B2B eCommerce – Growing the Web Channel for Enterprise

Pierce Washington works with our clients to turn their web channel into a significant revenue generator. We've worked with all of the large enterprise eCommerce applications (hybris, IBM, ATG) and bring our unique blend of business consulting and packaged application expertise to drive value for our customers.

We're proud of our strong track record. At Pierce Washington, we work hard to make every one of our clients a reference. If you'd like to know more, we invite you to get in touch.



#### BigMachines

Pierce Washington is a BigMachines  
Certified Implementation Partner



#### eCommerce

We specialize in eCommerce, and guide  
our clients with nearly 20 years of systems  
integration experience.