

July 11, 2012

Dear NexGen,

Having now completed two projects with your firm, I wanted to thank you for both helping us with our Salesforce.com project as well as guiding us as to which Salesforce.com licensing type would be best for us.

Salesforce.com licensing can be confusing however you were able to share with us how we could use multiple different license types in the same environment, which saves us thousands of dollars.

Your firm built a Projects object that upon getting signoff from the customer, a new project record is automatically created enabling our team to perform the required steps to both complete the project and ultimately invoice the customer. We utilized your firm to build custom code for us and are pleased as to how it turned out.

For any organization looking for a Salesforce.com expert, I would highly recommend NexGen Consultants. Thank you again for your help. Feel free to share this letter with other prospects.

Kind regards,

A handwritten signature in black ink that reads "E. McCloy". The signature is written in a cursive style with a long, sweeping tail on the "y".

Erin McCloy  
Director of Business Development