



February 26, 2019

NexGen,

As a non-profit, we were looking for a software system that was easy to customize to support our mission of providing affordable housing. You introduced us to the Salesforce Foundation where we were able to get our free Salesforce licenses and this was a huge benefit for an organization like ours. After talking to several Salesforce partners, we then hired you to customize our application for us. Specifically, you did the following:

- You created an object that allows us to track all aspects of the earned Renter Equity. This includes assets that our families earn for paying rent on time, accomplishing jobs and attending meetings, and in the future, for accomplishing goals. Because of this, we can now track information on these items as well as government benefits, partial rent payments, total Renter Equity earned and total equity deducted.
- ASSM Tracking – We now have an object that tracks indicators using ASSM according to the families' answers to the ASSM evaluation.
- Finally, you built a Goals object so that we can work with our clients to track their individual goals per household.

Your firm did a great job in leading us throughout the project and we highly recommend your firm to other non-profits that are looking for a partner.

Thanks,

Erin Walsh
Director of Programs & Operations