



September 10, 2014

Dear Matt,

It is my pleasure to commend the work of NexGen Consultants. Devicor Medical Products is a global company dedicated to acquiring and growing healthcare companies that provide important medical technologies used by clinicians worldwide. The entrepreneurial spirit of our company challenges the status quo as we find innovative ways to help companies advance, improve and elevate the standards of patient care. We felt Salesforce was a perfect fit for this entrepreneurial environment.

With the help of NexGen, we were able to implement Salesforce in the US Sales Group in under 2 months. In addition, our project consisted of:

- Data migration of our entire sales team's contact data into Salesforce
- Email, Contact, and Calendar sync with Outlook
- Setting up sales data integration into Salesforce
- Quota management and dashboards to compare sales to quota .
- Dashboards to provide insight into our customer growth and purchasing patterns
- Asset tracking
- Training

I want to point out the great work done by Randy Davis, Debbie Fanning, Kristen Crane and Justin Davis. They were professional, knowledgeable and efficient.

Your organization took the time to understand what was necessary to meet our requirements. We are happy to recommend NexGen Consultants to other companies needing a Salesforce.com partner.

Sincerely,

A handwritten signature in black ink, appearing to read 'Greg Hart', with a long horizontal flourish extending to the right.

Greg Hart

Manager, IT Operations

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