
November 11, 2016

**Keith Watters
NexGen Consultants**

Dear Keith,

I wanted to write to compliment you on a job well done on our recent Salesforce project. It has been a pleasure working with you and your consulting team. The entire team demonstrated your commitment to providing a quality product, paying attention to detail while coordinating all aspects of the work.

When we began the project, we had two different CRMs (Sharepoint/SugarCRM) between two sales teams, both using different platforms. We needed to come together into one sales group. Our project was completed quickly and aligned with our business needs. It included a data migration, end user training, reports/dashboard setup, sales cloud implementation and opportunity tab enhancements.

Your team took the time to really understand the data from this previous system. It was a time consuming and difficult task and it was done very well. Given the complexity of the data, we were very grateful for the thoughtful decisions that the team helped us make about where to integrate that data into Salesforce.

Finally, everyone was very responsive and attentive, helping us to understand the new platform.

Again, thank you for a job well done. I would not hesitate to recommend you to other companies looking to implement Salesforce.

Sincerely,



**Ali Kelly
New Business Manager
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