



November 18, 2014

To Whom It May Concern:

It's with well-earned respect that I recommend NexGen Consultants for Salesforce.com development and/or implementation, particularly in the Insurance realm. The technical knowledge, creativity, and problem-solving skills of the NexGen team should be recognized. We had the pleasure of working with Gretchen Allnutt and she should be commended for her professionalism and expertise.

NexGen deployed us on the Professional Edition of Salesforce.com and built out the Life Insurance and Annuity functionality. In doing so, the project included:

- Integration with Outlook
- Training
- Data Migration of Accounts, Contacts and Certificates
- Nightly Integration from Vector, our Agency/Agent/Certificate Admin System
- Ongoing Support

Gleaner Life Insurance Society has found a true consulting partner in NexGen and we look forward to their continued support.

Sincerely,

A handwritten signature in cursive script that reads "Donna Coleman".

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