



**Corporate Headquarters**

1995 Point Township Drive  
Northumberland, PA 17857  
Tele: 570.473.4302  
Fax: 570.473.4303  
Website: keystoneinsgrp.com

Randy Davis  
NexGen Consultants

April 27, 2016

Dear Randy,

I wanted to take a moment and thank NexGen Consultants for the excellent work on our recent Salesforce project. NexGen's expertise in the insurance industry was evident and critical in making this project successful. You came highly recommended to us by a business partner as we were looking for a firm that is equally skilled at Salesforce.com, Salesforce Communities and Insurance expertise.

Kristen Crane was the consultant we worked with, and she helped enhance our existing Salesforce environment as well as build out our Salesforce Partner Community to drive adoption with our agencies.

Everyone at NexGen has been very responsive, personable and easy to work with. I would highly recommend NexGen Consultants to any Insurance Carrier or Agency that is looking for a long term Salesforce partner.

Sincerely,

A handwritten signature in black ink, appearing to read "Bob Scullin", with a long horizontal flourish extending to the right.

Bob Scullin

CTO

Keystone Insurers Group

[bscullin@keystoneinsgrp.com](mailto:bscullin@keystoneinsgrp.com)

(570) 473-4302