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June 10, 2014

Dear Matt,

I would like to compliment NexGen Consultants for the Salesforce.com project that we recently completed. As you know, Kwantek specializes in providing businesses with the most innovative, best-quality hiring tools available. Over the past 13 years, Kwantek has evolved and streamlined its web-based services, offering efficient and user-friendly solutions in one centrally based platform. Kwantek's success is attributed to our focus on providing easy-to-use, web-based software. We were pleased that NexGen also has a staffing arm. While our areas of the expertise differ, your knowledge of the professional staffing and recruiting industry gave you added insight to our needs.

Our goal was to establish a Salesforce environment that was specific to our needs. We worked with Elise Pottinger to accomplish the following:

- We created a sales process that formulates an overall monthly and annual price point for each product along with a per employee per month price.
- We configured EchoSign to pull the monthly, annual, and per employee per month product pricing onto each of their contract agreements. EchoSign is also configured to pull billing information provided by the customer on the signed agreement onto the account record.
- We created a custom case object with project management features for tracking internal bugs so that Kwantek could take advantage of the Salesforce license that provides a lower price point by limiting access to standard objects. The employees that manage the internal bugs do not need access to any other data in Salesforce so this was the most sensible solution for their budget.

Everyone at NexGen was easy to work with and very professional. We happily recommend NexGen as a Salesforce Consultant. In addition, we look forward to an ongoing support relationship with your company. Thank you for all of your help.

Sincerely,

**Bethan Flynn | Director, Brand and Product Development | Kwantek**  
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