



March 31, 2017

Matt Mountain
NexGen Consultants
Cincinnati, OH 45254

Dear Matt,

NexGen recently completed a Salesforce implementation project for our organization. We worked with Keith Watters and Matt Scholl, who were both wonderful throughout the process. Before the implementation, we had a spreadsheet of donor information and as we grew, found it increasingly difficult to manage and understand our donor data.

We transferred all our donation and contact information to our new Salesforce environment. Our project included:

- Implementation of the Non-Profit Success Pack
- Custom fields
- Reports and dashboards
- End-user training

The model for understanding our needs, designing solutions, and bringing them to realization went very well. Your team was very flexible when moving through development and met all our requirements in a thoughtful, detailed manner. We happily recommend NexGen Consultants as a Salesforce partner.

Sincerely,

A handwritten signature in black ink, appearing to read "Melissa Jester", written over a faint, larger version of the same signature.

Melissa Jester
Lalela Project
Program Administrator
melissa@lalela.org