



614 E. State Parkway
Schaumburg, IL 60173
847.882.8085 • fax 847.847.882.2894
www.machinerysystems.com

Your Single Source for CNC Machinery, Tooling, Software,
Financing and Manufacturing Solutions

Eric Hilliard
President

August 29, 2018

Matthew Grieb
Client Advisor
NexGen Consultants

Dear Matt,

I would like to take the time to thank you for the recent completion of Machinery Systems Inc's. implementation of Salesforce.com. I am extremely thankful for the patience of NexGen throughout our discovery and scoping process to ensure our needs were covered. Our team felt comfortable with NexGen's approach with their Step I/Step II proposal to identify full requirements in Step I and prototyping and then providing final design and data migration in Step II. This process allowed NexGen to identify our requirements and provide a few items that came up in Step I in our final proposal for Step II. Because our team had so much historical data, it was beneficial to take this process and work with NexGen to identify all the historical data that we wanted to bring into our Salesforce. Having migrated from an old and outdated SQL Database, I knew this would be a large data migration. NexGen was able to work with us to get our valuable data into Salesforce and ensure we can use it in our decision making in Salesforce.

Our team is very thankful for the work of our consultant Maureen Eckert. Maureen took the time to work with our team to identify our needs and ensure the design of Salesforce worked for us. Our team is now able to create and track opportunities, build quotes and forecast through Salesforce. The functionality of Salesforce has made our Sales teams lives much easier and has made my reporting and decision making more efficient. I am very grateful for NexGen's guidance during this process, and it feels great to have our team up and running in the Salesforce Platform. I would highly recommend anyone looking to adopt Salesforce as their businesses CRM to work with NexGen Consultants as their Salesforce Partner. I look forward to continuing my relationship with Matt and Maureen and working with NexGen in the future.

Sincerely,

A handwritten signature in black ink, appearing to read 'Eric Hilliard', is written over a light blue horizontal line.

Eric Hilliard