



**“Proudly Serving Those Who Serve”**

September 27, 2013

Dear Matt,

I am writing to compliment you and NexGen Consultants for the Salesforce.com project that we recently completed. As you know, Military Flight Travel partners with airlines to provide affordable travel financing for military personnel and their families.

When we began the project, we set out to establish a Salesforce environment that would be tailored to our business. We worked with Kristen Crane and Maureen Eckert to accomplish the following:

- Configuration of our Salesforce environment (Leads, Person Accounts, Opportunities, Products, Quotes)
- Lead Conversion
- User Training
- Power User Training
- System Admin Training
- Workflows
- Configuration of DocuSign

Kristen and Maureen were very professional and easy to work with. We highly recommend NexGen as a Salesforce Configuration Partner. Thank you for all of your help!

Sincerely,

Kenny Hoover  
Military Flight Travel  
1-800-340-5076  
khoover@militaryflighttravel.com