

February 4, 2015

To Whom It May Concern:

I am happy to recommend NexGen Consultants as a premier Salesforce.com implementation and adoption partner. We recently contracted with NexGen to implement and configure Salesforce at our company. North Atlantic Capital is a venture capital firm dedicated to helping strong teams accelerate the growth of their technology-based companies. Our approach to the venture capital market is unique in a couple of ways. We are among a limited number of funds that will invest smaller amounts of capital in more mature companies. In addition to traditional equity, we also invest in a more patient subordinated debt investment structure, with equity like features, which is generally not available from other funding sources.

With the help of NexGen, specifically Justin Kruse and Kim Scharstein, we created a configuration that is unique to our business model. Their attention to detail and were

We implemented the Private Equity Template and were able to do so on a compressed timeline. Justin and Kim were professional and efficient. This timeliness was crucial in making our project a success. Our project consisted of the following:

- Full Data Migration from Relevant EquityWorks CRM
- Four users deployed on the Private Equity Template
- Reports/Dashboard configuration
- Customization of Accounts, Contacts, Leads, Funds, and creation of complex custom objects

The team took the time to listen to our needs and then translated them into a configuration that is unique to our business model. We confidently recommend NexGen as a Salesforce Implementation Partner.

Sincerely,



Haley Israelson
North Atlantic Capital
Two City Center, 5th Floor
Portland, ME 04101