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Donald Hampton
NexGen Consultants

Dear Donald,

As you know, our Salesforce implementation has just completed. NexGen's expertise and professionalism should be recognized. Shannon Brown worked with us to migrate all of our account and contact data from Goldmine into our new Salesforce environment.

In addition, she implemented the Salesforce.com Console under an accelerated timeline. In 4 weeks, NexGen completed Business Requirements Analysis, Console Design & Development, and End User Training.

She designed an Account Pool that is used by the Inside Sales Team for prioritizing Customer calls. The criteria for the Account Pool can be easily set to query the database of accounts based on last activity date, industry, location, etc.

Finally, she increased the efficiency of the Inside Sales Team's call logging process by developing a custom button that offers users a 1-click process for logging a call as a completed activity in Salesforce.com.

NexGen's work was efficient and complete. We confidently recommend NexGen as a Salesforce Partner.

Sincerely,

Mark Lonzo
The Hillman Group
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