



---

June 15, 2012

To whom it may Concern,

In the summer of 2011, we hired NexGen to build out our Salesforce.com environment on the Enterprise Edition. We are a firm that specializes in helping people find the best medical plans for their families.

NexGen was able to very quickly build out the required functionality that we needed, load our data, train our users and provide the support we needed to be successful. NexGen also recommended that we utilize Five9 as our telephone system, as it integrates with Salesforce.com. This recommendation was very helpful and we have been very happy working with NexGen.

NexGen has a two-step process that allowed us to provide feedback on the prototypes they provided. This helped us get our design in place before implementation step started.

I would recommend NexGen to anyone looking for a quality Salesforce.com implementation partner.

Regards,

A handwritten signature in black ink, appearing to read "J. Moffat", written over a horizontal line.

Joseph L. Moffat  
President  
The Insurance Consulting Group  
301 S. Missouri Ave.  
Clearwater, FL 33756

[j.moffat@theinsecg.com](mailto:j.moffat@theinsecg.com)  
813.787.0010 (mobile)  
813.262.0200 (local)  
866.585.0004 (fax)

