



Dear Matt,

I want to take the time to say thank you very much to NexGen Consultants for working with our team at Universal Oil for our Salesforce.com QuickStart Implementation. Our consultant Michaela Wilson has been great to work with and has been a terrific guide as we begin our Salesforce journey. When we began searching for a partner to work with, NexGen stuck out ahead of the others right away. They were very thorough in gathering our needs and making sure we covered everything that we may want as we began our QuickStart Implementation.

Our QuickStart Implementation was a little unique in that we wanted to set up an Integration with our Microsoft Dynamics ERP. This will be extremely beneficial to us down the road as we work to keep both systems in sync to avoid data silos. NexGen and Michaela have also been extremely helpful in setting up standard quotes out of Salesforce. Our quotes can now be generated right from Salesforce and sent out very quickly which has cut down our time to create quotes significantly. NexGen has also been working with our team to setup Pardot for our Marketing Automation needs. Pardot will be extremely helpful in the future as we look to grow Universal Oil. All of this great Salesforce functionality would be useless if it were not for the training that Michaela and NexGen have provided. Our team is excited to be working in a CRM because we did not use one in the past. It also makes me feel very comfortable knowing that we have been trained and that we have a trusted partner in NexGen who we can come back to for support. I would highly recommend NexGen as a Partner to anyone looking to Implement a Salesforce environment, and I look forward to working with NexGen in the future.

Sincerely,

A handwritten signature in blue ink that reads 'Joni Cool'.

Joni Cool

Sales Manager

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