



VANTAGE POINT LOGISTICS, INC.
1105 Schrock Rd., Suite 400
Columbus, Ohio 43229
August 30, 2018

To Whom It May Concern:

Vantage Point Logistics (VPL) is a freight management company located in Columbus, OH, focusing on health systems and higher education.

My relationship with Matt Grieb began about a year ago when VPL initially started our evaluation of Salesforce and potential implementation partners. Matt and Randy Davis were available to answer my questions and offer insight throughout the sales process. We opted to partner with NexGen based primarily on their level of interaction and responsiveness, level of experience, and willingness to listen to our needs, as demonstrated by the approach in their ultimate proposal.

Due to other pressing business priorities, we had to slot our implementation farther out than originally expected. Matt was patient with us as we scoped out our project and made minor adjustments, as we learned more about the tool's capabilities and made changes to our internal processes. Matt continued to follow up in a timely manner to keep things on track and ensure our level of comfortability.

The NexGen team was ready to take on our migration from Zoho to Salesforce as scheduled. Cathy Bedell and Heather Glenn were valuable resources in helping VPL with the following tasks as a part of our implementation:

- Data Migration from Zoho to Salesforce.com
- Setup of Salesforce Sales Cloud and Service Cloud
- Setup of Salesforce Cases for VPL Service Team
- Setup of Products and Pricebooks
- Outlook Integration with Salesforce
- Build out of Reports and Dashboards
- User and Admin Training

I am thankful for the NexGen's efforts and patience in getting VPL up and running on Salesforce and I look forward to working with them in the future. I would recommend NexGen Consultants to anyone looking for a Salesforce implementation partner.

Sincerely,

A handwritten signature in blue ink, appearing to read 'Vince Rosati', is written over a light blue horizontal line.

Vince Rosati