

Washington Financial Group

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June 9, 2013

Dear Donald,

Thank you for NexGen's involvement in our recent Salesforce.com project. We implemented the Salesforce LPL customization managed package. This involved a very complicated data migration from SmartOffice as it was an RP Overlay migration. We were very impressed with the work done by Kristen Crane and Josh Geiger. They were very meticulous about being sure that all of the data was migrated over and put in the right place in Salesforce. They took the time to understand the data and how it is used. Our user training was excellent because they understood how we want to use Salesforce and created a plan to make the transition to Salesforce as seamless as it could be.

Again, thank you for working with us to implement Salesforce. We have been very impressed with NexGen's ability to deal with such complex matters as they relate to our business.

Sincerely,



Jeff Pincus
Washington Financial Group
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