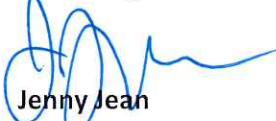


To Whom It May Concern:

Wolfrum Roofing & Exteriors was founded in 2010. Since the company was founded, our Columbus based business has grown rapidly in terms of team and projects. Prior to this year, our team did not have a CRM in place, and all of our bids and project details were tracked in emails and excel. Our team needed a centralized CRM platform to keep track of all of our accounts and the opportunities and bids associated with them.

NexGen came up with a QuickStart approach that fit our budget and our needs to get our team up and running on Salesforce quickly. NexGen migrated our existing spreadsheet data into Salesforce and set up the integration with our email platform (Outlook), so we could send and relate emails into Salesforce. This has been extremely helpful to our team, so we can see the activity history in Salesforce and have visibility into accounts that management did not have in the past. Janelle also provided training for our team and set up reports and dashboards, so our team now has an up to date funnel of projects coming up. Janelle Hunter has been awesome to work with, she has been patient with our implementation, changes and our training. I would recommend anyone else looking to implement Salesforce to work with NexGen.

Sincerely,



Jenny Jean

Marketing & HR Director

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