

August 11, 2011

NexGen Consultants,

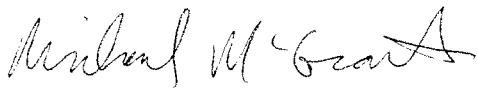
We want to thank the NexGen team for an outstanding implementation of Salesforce.com. Matt and Josh really took the time to fully understand our business needs and how to best leverage the Salesforce.com platform to meet those needs. Through the course of our project, NexGen also helped define and refine some of our opportunity tracking, quoting, and reporting processes.

We were very impressed with both the deep technical knowledge of Salesforce and the great communication skills of the NexGen team. Being a company that deals with logistics we knew the solution to come from Salesforce was going to be complex, but Matt and Josh were able to handle it with ease. We thought our timeline was aggressive, but Matt and Josh kept us focused and drove us to an on-time rollout of our configured Salesforce.com solution.

The levels of automation that are built into Salesforce are quite remarkable, from the workflows to the triggers. Josh built three triggers for us that automate some of our processes and they have really become huge time savers. We are getting more out of our CRM solution now that we did with our previous CRM solution because of NexGen's ability to configure Salesforce to work efficiently for us.

We have been very impressed with the work done by NexGen Consultants, and will absolutely use them in the future if we have any other consulting work that needs to be done. We highly recommend them to any business that wants to get the most out of Salesforce.com.

Thanks again,

A handwritten signature in black ink, appearing to read "Michael McGrath". The signature is fluid and cursive, with a large initial "M" and a stylized "G" at the end.

Michael McGrath
Enterprise Architect
American Commercial Lines