



May 7, 2015

Ms. Shannon Brown
NexGen Consultants, Inc.

Dear Ms. Brown:

It is my pleasure to write this note to compliment the work you and the team at NexGen did with our Salesforce implementation. ASAP Industries, headquartered in Houma, LA, manufactures drilling, wellhead and flow control equipment and components for drilling and production companies, fracking companies and equipment rental companies.

Our goal was to implement a system to ensure that all client data be centralized. We also had a need for opportunity management and forecasting. We wanted to get better insight into our pipeline and identify where we can help our whole Sales team.

ASAP Industries deployed 15 users onto [Salesforce.com](https://www.salesforce.com)'s Enterprise Edition. Within Salesforce, we implemented the following:

- ✓ Leveraging the standard Account and Contact objects to support our business-to-business requirements
- ✓ Utilization of the Opportunity object and a Quotes custom object for us to track our sales pipeline
- ✓ One-time data migration of our Account, Quote and Order data from E2 SQL database into Salesforce.com
- ✓ Integrating Salesforce.com with E2 on a 12-hour basis by utilizing the Scribe Insight application to connect directly with our E2 SQL server
- ✓ Outlook Integration to synchronize Email, Calendar, and Tasks
- ✓ Developing Reports on Completed Activities, Opportunity Pipeline and Closed Business and displaying these on a Dashboard
- ✓ End User Training class with customized User Training Materials
- ✓ Report & Dashboard Training to teach how to build and maintain Reports and Dashboards
- ✓ Administration Overview Training to teach our administrator how to maintain the basics of [Salesforce.com](https://www.salesforce.com)

Needless to say, this was a comprehensive implementation. All aspects were approached in a professional, thoughtful manner and the outcome has been a success. Thank you for all of your hard work, and we are happy to recommend NexGen as a Salesforce implementation expert.

Sincerely,


Yoelyn Sanabria
Sales Administrator
ASAP Industries, LLC

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