



NexGen Consultants
PO Box 541081
Cincinnati, OH 45254

November 16, 2015

Dear Matt,

It is my pleasure to provide a reference for NexGen Consultants. Your team has worked with us to implement Salesforce in a very detailed manner. Your model for engaging and understanding customer needs is very efficient and productive. Our consultant, Maureen Eckert was very flexible when moving through development as requirements got refined or adjusted.

Our particular project included

- SalesLogix Migration - their system was out of date
- Contract Creation using Products/Pricebooks and Conga
- DocuSign integration

NexGen's experience in CRM also allows you to offer good best practices, user adoption ideas and overall guidance in any implementation or development. In addition, NexGen's outstanding reputation in the market for treating people fairly is something your organization should be proud of. We happily recommend NexGen Consultants as a Salesforce partner.

Sincerely,

A handwritten signature in dark ink, appearing to read "Kendra Ramirez", with a stylized flourish at the end.

Kendra Ramirez
EMI Network
kramirez@eminetwork.com