



**F&M Investment Services**

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Kristen,

I wanted to take a moment and thank the NexGen Team for your involvement in our recent Salesforce.com data migration project.

After talking to other Salesforce.com integration partners, we engaged NexGen Consultants to help us with our application migration to Salesforce.com. When we entered into this project, we did not fully understand the issues associated with loading data into Salesforce.com. At first we contemplated taking on the data migration ourselves, but now that we understand what was done, we are glad that we partnered with you on the project. The communication and follow-up throughout the project was excellent and the User Training class more than met our needs.

Finally, your understanding of the LPL environment and BranchNet Data was key to the success of the project. It was a pleasure to work with you and I would recommend other LPL Advisors to use your team when they migrate to Salesforce.com.

Sincerely,

A handwritten signature in black ink, appearing to be 'Tom Dunker', is written over a long horizontal line that spans across the page.

Tom Dunker  
F&M Investment Services

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