



October 28, 2015  
NexGen Consultants

Dear Matt and Randy,

I would like to take this opportunity to thank you both as well as the NexGen Consultants team for the project that was recently completed for IBA Molecular.

The entire NexGen team did an amazing job of customizing and optimizing our Salesforce environment for us. Working with you both along with Sheryl Shepherd, we were able to address all of our needs, and your suggestions on items that we had not even considered proved extremely helpful. NexGen was able to understand our radiolabeling and nuclear medicine sales processes and design customized solutions to meet our needs.

Our project was implemented very quickly – full implementation, including data migration, was performed in less than a week. The project included migrating data from Microsoft CRM and creating reports and graphs that will provide us valuable insights into sales trends based on the sales data. In addition, we were taught how to facilitate an ongoing refresh of sales data in Salesforce. Implementation was efficient, focusing on user adoption, and of course quality. With NexGen it was all done at a price that was very fair and extremely competitive with no surprise charges along the way.

NexGen truly understood our goals and delivered them on time and on budget. I would recommend NexGen to anyone looking to customize their Salesforce environment, and I look forward to working with you again in the future.

Sincerely,

A handwritten signature in black ink, appearing to read 'PBurke'.

Peter Burke

Vice President of Sales & Marketing **IBA**  
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