

NexGen Consultants, Inc.  
Matt Mountain, Owner  
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Cincinnati, OH 45255



Dayton, Ohio 45413  
877.496.1766

Dear Matt,

As you know, we contracted with you to complete various Salesforce automation and customization projects for our company some 90 days ago. I want to express my thoughts about our experience with your company, and specifically Paul Stephens.

Initially the credibility of your organization was bolstered by the fact that you were referred to us by our Salesforce representative and that company endorsement. However, after meeting you and Paul Stephens personally in our initial consult I realized that the endorsement was no coincidence.

You both are great listeners and approached our business with open ears and clear thinking. You took the time to truly understand our business and got out of the box to utilize your expertise to make our immediate goals a reality.

As for Paul Stephens, here is what others need to know:

1. He is one of the best communicators I have done business with in my 22+ year professional career
2. He is down to Earth, pragmatic and not your stereotypical 'Tech' guy
3. He took the time to truly understand our business model and where we are going; and made excellent, intelligent recommendations
4. He executed flawlessly and delivered the end result **on time**
5. Most importantly, he is professional, likable, believable and very easy to work with

To date I have been thoroughly impressed and intend to continue to use your company to grow with us and meet our needs for years to come. Our investment was negligible compared to the return and you have exceeded my expectations.

Lastly, I would make sure you take good care of Paul because anyone who works with him will obviously add him to their high priority list of people to hire. He is a wonderful advocate of your company and excellent guardian of your mission and service delivery.

Kindest Regards and Continued Success!

*Mark*

Mark A. Deddens, Managing Partner