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Matt Mountain  
NexGen Consultants  
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Dear Matt,

Special thanks to Randy Davis, Debbie Fanning, and the NexGen team for their assistance with our Salesforce.com project. Navidea is a leader in precision medicine with products designed to help identify the sites and pathways of undetected disease and enable better diagnostic accuracy, clinical decision-making, targeted treatment and, ultimately, patient care. NexGen was highly recommended to us from one of your existing clients. After evaluating other implementation consultants, we selected NexGen based upon that recommendation, your experience in Nuclear Medicine, and of course your knowledge of Salesforce.

Randy and Debbie took the time to understand our business needs, and then redesigned our environment to fit those needs. They set up a security model, as we need to limit access for regulatory compliance, set up Salesforce for Outlook, and provided excellent training for our users.

We really appreciate NexGen's in-depth knowledge and out of the box thinking in helping us more clearly understand how to maximize the investment and achieve maximum functionality of Salesforce. We are looking forward to a continued successful joint partnership.

Sincerely,

A handwritten signature in black ink that reads "Jeffrey G. Smith". The signature is written in a cursive, flowing style.

Jeffrey G. Smith  
Associate Director, Corporate Strategy & Development  
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