



January 9, 2008

Matt Mountain
NexGen Consultants
665 Balbriggan Court
Cincinnati, OH 45255

Matt,

Now that you have completed working with Star Leasing, I wanted to praise your efforts on helping us with your Salesforce.com environment. We have been a Salesforce.com user for over 2 years and unfortunately, we did not define standards upfront to allow for easy measurement of our sales reps performance. In addition to that, we imported a lot of duplicate data in our system, which made it very difficult to accurately track activities within certain accounts.

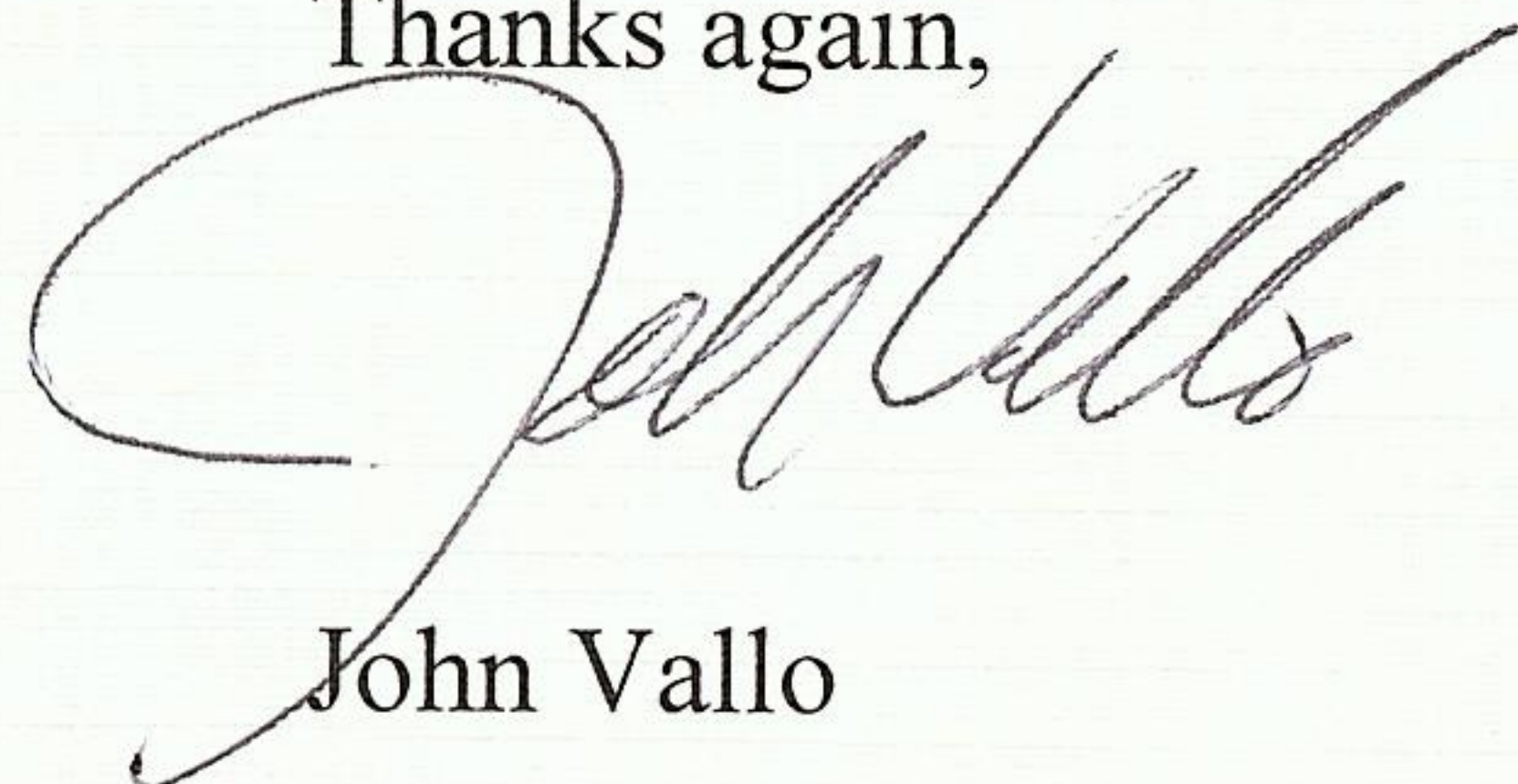
After gathering some business requirements from us, you took the initiative to:

- Begin an Account De-Duplication process
- Implement Data Validation rules to ensure consistent use of certain fields
- Developed a Sales Dashboard to measure sales reps performance
- Made the User Interface much easier to interact with
- Developed a very complex report to analyze sales rep performance (actual vs. quota)
- Provided well documented training to our users

Now that you have gotten us to the point where we are, we can now take over the administration function. I'm sure we will need your help in the future and will stay in touch.

Feel free to share this letter with any future prospects/customers of yours. I highly recommend you as a Salesforce.com consultant.

Thanks again,



John Vallo

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