

NexGen Consultants
8522 Ivy Trails
Cincinnati, OH 45244

April 7, 2016

Dear Matt,

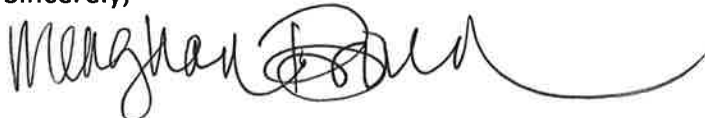
I would like to compliment your team on our recent Salesforce implementation in our Member Loan Center. We had the pleasure of working with Doug Heilbrun, Justin Davis and Elise Pottinger.

The Member Loan Center had not been using a CRM tool prior and we needed a system to track dealer interactions and give us regional reporting capabilities. It's also allowed us to better monitor activities around visiting dealer reps by market to get more auto loans from the dealerships and increase capture rates.

NexGen did an excellent job of rolling out the new system and supporting us on our launch. Elise and Justin helped us set up our environment to accommodate our field sales team's needs. They helped us set up a batch automation to connect our external dealer's database to push data daily and weekly into Salesforce. We now have reports and dashboards to have better insight into the key metrics we want to measure along with analytic snapshots so we can analyze trends in the data over time.

Our experience with NexGen was positive and productive. I am happy to serve as a reference for others looking for a Salesforce implementation partner.

Sincerely,



Meaghan Brown
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