

February 14, 2018

Advanced Composites is a plastics/chemical compounder for the automotive industry and approximately 1 year ago, we purchased Salesforce.com and contracted with NexGen to implement Phase One of our project. Phase One consisted of a deployment to approximately 80 people across Sales, Technical Services and Quality Assurance. Because of our long sales cycles and ongoing fluctuations in our clients' needs, we built a number of integrations with our other systems to ensure that Salesforce had up to date information on each opportunity, account and product portfolio. We also needed to build a Quality Case Management system for our Quality Assurance team so that they could log, track and close any client or vendor issues.

We contracted with NexGen because they took the time during the pre-sales process to really understand our requirements and they were able to ask the challenging questions to help us think deeper about our needs. They were a great fit for our needs and we recently hired them again to build a very complex Quoting module.

Because of NexGen's Salesforce.com expertise and their Manufacturing experience, I would recommend them to anyone looking for a Salesforce.com partner in the manufacturing industry.

Thanks,



Brian Williams  
General Manager of Marketing