



B A T E S V I L L E C A S K E T C O M P A N Y, I N C.

January 31, 2012

NexGen Consultants
665 Balbriggan Court
Cincinnati, OH 45255

Matt,

I want to commend NexGen for their help in streamlining our Salesforce.com project and getting Batesville up and running within a two (2) month timeframe. Kim Scharstein and Shannon Brown were very helpful in leading us through this project and setting expectations as to what we need to do to be successful.

Although we purchased Professional Edition, instead of Enterprise Edition, your organization was able to build our business processes within our environment. Your two-step process of gathering requirements/prototyping first before you provide the step 2 proposal was very beneficial. We were able to design the application working with you and once both parties had a common understanding as to the scope, you were able to fix bid the second step for us.

Finally, your organization was a huge help in getting our data loaded. While there were a few bumps in the road, we could not have successfully loaded the base data without your team's guidance and expertise. Your team's knowledge of and access to data load utilities reduced our timeframe by several weeks.

I would certainly recommend your organization to others interested in deploying Salesforce.com. Feel free to share this with your prospects.

Thanks,

Mark Kennedy
