



2000 Enterprise Drive
Forest, VA 24551

September 5, 2014

To Whom It May Concern:

It is my pleasure to recommend the Salesforce implementation services of NexGen Consultants. We recently contracted with NexGen to implement and configure Salesforce at our company. Hanwha Azdel Inc. manufactures high-performance thermoplastic composites designed for both interior and exterior applications across many different industries. Major segments served include automotive, heavy truck, recreational and industrial vehicles, and other transportation applications.

With the help of NexGen, and specifically Shannon Brown, we developed a Salesforce environment that is unique to our manufacturing business model.

Our project consisted of the following:

- Conga (Quotes, Issues, Supplier Scorecards)
- Data Migration of Accounts, Contacts, Programs, & Products (from PRS (Production Realization System))
- Record Types (on Accounts to track Prospects, Customers, Suppliers, and OEMs)
- Training (user, admin, power user)
- Workflow
- Custom Forecasting, predicting production Line Capacity, & estimating Raw Material ordering
- Custom Quoting
- Grid Buddy (third party app used for custom Forecasting grid)
- Approval Process (for Samples & Products)
- Validation Rules
- Connect for Office (to enable complex reporting in Excel)

In addition, Shannon spent time training our users on the new environment. NexGen took the time and had the flexibility to make this project a success. The team listened to our needs and translated them into a configuration that is unique to our business model. We are impressed with the level of commitment and confidently recommend NexGen as a Salesforce Implementation Partner.

Sincerely,

A handwritten signature in black ink, appearing to read "Russel Walton", with a long horizontal flourish extending to the right.

Russel Walton
Supply Chain Manager
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