



November 30, 2015

Matt Mountain  
NexGen Consultants  
PO Box 541081  
Cincinnati, OH 45254

Dear Matt,

Having done business together for the past 10+ years, I am glad that my role at CPG International allows me to continue that relationship. CPG International is a manufacturer of engineered, high performance building materials located in the Midwest and we recently worked with your organization to re-platform a critical sales planning process that is managed every fall by our sales team. This sales process is an annual undertaking and extremely critical to our business. We needed to improve this as our traditional process required our sales team to update several Excel spreadsheets with little control or management. Given the number of manual processes, we wanted to automate some of these processes and store this information in Salesforce.com to allow for better control and additional analytics.

This large project required a lot of analysis into existing business processes along with the creation of multiple prototypes to ensure that a common understanding of our needs was captured. This was not an easy project to begin with, and we made it more challenging by reducing the amount of time we gave your team to complete the project.

When issues arose, you and Randy Davis got immediately involved, a trait that shows your commitment to our success. In the end, the project was well received and improved the sales process tremendously. Thank you and we look forward to working with NexGen on future engagements.

Sincerely,

A handwritten signature in black ink, appearing to read "Michael Kuehn", with a long horizontal line extending to the right.

**Michael Kuehn**  
*Vice President of IT*  
CPG International