

AkzoNobel - Luminix Customer Win



Industry	Business Unit	Customer Since	Business Size
Chemicals	LSO/SSO/Retail	2016	40,000+ employees

Company Description: AkzoNobel creates everyday essentials to make people's lives more livable and inspiring. As a leading global paints and coatings company and a major producer of specialty chemicals, they supply essential ingredients, essential protection and essential color to industries and consumers worldwide.

Business Challenge	Feature Used	Specific Business Value
Visit Reports	Offline Data/Calendar Support	All three business units rely on this to execute business processes like promotions, surveys, shelf restocking. The ease of use of calendar feature within Pulsar was very important including creating an unplanned event by dragging and dropping a customer name.
Answer Questionnaires	HTML Pages	AkzoNobel reps create 30,000 questionnaires over the course of a year. They use this to gather business intelligence on the territory. So having a very intuitive and friendly interface that can run offline was very important to them.
Submit for Approval	Offline Workflows	There are several processes within the environment that needed approvals at various stages. This was a crucial piece to having a comprehensive offline solution.