

# Customer Success Story



**FRESENIUS  
KABI**



## Offline access to Sales Cloud

Fresenius's LATAM region is fast growing and the reps often travel in remote areas for days without network access. As a result, there has been a clear need established for a robust offline application to support their sales efforts. Pulsar was recommended by an implementation partner and is rolled out to Ecuador and Peru and the reps are very happy with their experience with the application.

## Opportunity and Product Management

When reps create new opportunities and events, they need to associate them with relevant products, so the business units can accurately manage forecast, supply chain and shipping expectations. Pulsar manages to do this while *fully offline*, including business rule validation.

## Calendar Management

It is important for the reps to visualize their Salesforce calendar appointments alongside their Exchange calendar appointments to understand their full schedule. Also, using appropriate color scheme, reps can easily identify pending events Vs. completed ones

## Company Description

Fresenius Kabi is a global healthcare company that specializes in lifesaving medicines and technologies for infusion, transfusion and clinical nutrition. In the field of biosimilar, we develop products with a focus on oncology and autoimmune diseases. Our products and services are used to help care for critically and chronically ill patients. With our corporate philosophy of "caring for life", we are committed to putting essential medicines and technologies in the hands of people who help patients and finding the best answers to the challenges they face.



Industry

**Medical Devices**



Size

**~10,000**



Customer Since

**2018**