

Customer Success Story



Pulsar - A better offline solution

Getz Healthcare deployed Salesforce across all their offices and they quickly found out offline was a critical need as the reps often travel in remote areas for days without network access. They were struggling to find the right solution when Pulsar was recommended by the Salesforce account team. Getz Healthcare implemented Pulsar in their Sandbox and had users thoroughly test all of the features they require and received positive feedback and rolled out to their prod org.

Support for Android devices (Validation, Presentations and Signature)

Getz Healthcare follows a strict business process when it comes to managing their customer visits. They needed to complete the entire call cycle (scheduling, confirmation and closure) offline and apply various validation criteria and triggers along the way. There were also requirements to show the presentation to the customer and capture a signature. With simple setup, Pulsar enabled them to be able to implement their entire workflow when they are working offline.

Company Description

Getz Healthcare is a leading distributor of medical devices & equipment in Asia Pacific. Operating in 9 countries across Asia Pacific, we partner with prominent global industry leaders, to offer the latest in medical technology products and services. We are committed to developing long-term relationships with our business partners and customers, applying and sharing our extensive experience, knowledge and resources to provide the best service.



Industry
Healthcare



Size
Over 600



Customer Since
2017