

# Customer Success Story



## Agri supplies to farmers

Fertility is a critical aspect of soil health. Every time a crop is grown and harvested, nutrients are taken from the soil—and those nutrients must be replaced in order to continue producing food, feed, fuel and fiber crops. Potash and phosphate fertilizers make a vital contribution to healthy, productive soils by providing the nutrients plants need for growth.

## Accessing data offline on devices

Often times the reps visit farms in remote areas where there is no network connection and they need to capture the interaction as well as sales orders. Mosaic has been a Salesforce customer for a couple of years and needed to solve the connectivity issue and with Pulsar they found an ideal solution.

## Support on multiple devices and languages

It was important for the Mosaic Company to have the same application with similar UI and functionality be supported on a mix of mobile devices their users use. Pulsar proved be an ideal application for their use case since they configure it once and it works everywhere.

## Company Description

At Mosaic, our mission is to help the world grow the food it needs. By striving to produce and deliver the highest quality, most innovative crop nutrition products, we help farmers rise to the challenge. As one of the world's largest producers and marketers of concentrated phosphate and potash crop nutrients, we deliver value from mine to market: We mine phosphate from Mosaic-owned land in Central Florida, and through our joint venture in Peru. Our joint venture in Saudi Arabia plans to yield 3 million tons of phosphate annually when complete, and Mosaic will market 25 percent of that production.



Industry

**Mining and Metals**



Size

**~10,000**



Customer Since

**2019**