

Industry	Business Unit	Customer Since	Business Size
Medical Devices	Sales	2012	300+ employees
Company Description: Founded in 2002, AccessClosure Inc. is a privately held medical device company pioneering innovative, patient-friendly products designed to address complex challenges in the cardiovascular and peripheral vascular markets.			

Business Challenge	Feature Used	Specific Business Value
AccessClosure salespeople visit hospitals and sometimes stay in surgery for hours while the device is in use with no network.	Offline Data	Pulsar provides access to customer information at the time of need.
Logging hospital visits and creating tasks for reminders to follow-up.	Activity Management	AccessClosure reps use the MyDay features extensively for easy scheduling and to manage Salesforce activities.
Industry regulations demand that the salesperson should share the latest information about the device.	Offline Content	With Pulsar the salesperson has access to latest product brochures, presentations, instruction videos and other documents right on their iPad.