

Pulsar & PacificComp Customer Win



Industry	Business Unit	Customer Since	Business Size
Insurance	Loss Control	2013	150+ employees
Company Description: Founded in 2002, Pacific Compensation Insurance Company, a subsidiary of Alleghany Corporation provides workers' compensation insurance coverage for California companies and organizations exclusively through a select appointment of independent insurance brokers and agents.			

Business Challenge	Feature Used	Specific Business Value
Loss control representatives in the field need a way to fill out survey documentation within Salesforce.com in the field and avoid losing data in the event of a loss in connectivity	Offline Data	Access to customer information, including survey forms, at the time of need, even when offline

"We're most delighted with the time savings realized by using Pulsar. The iPad app helped us shave off approximately 2-3 hours per survey visit by ensuring data continuity – especially without an Internet connection."

Stephanie Flores, Marketing and Customer Service Manager