

Bullhorn implementation

As a national recruitment agency with a boutique approach, providing a personalised service is important to Talentpath Recruitment - they chose Bullhorn in their search for a dynamic CRM that would meet their requirements.

Following a recommendation from Bullhorn, Talentpath opted to partner with Kyloe to ensure their new platform was implemented successfully.

"We were expecting our Bullhorn implementation to be a huge project, and it was. Thankfully, Kyloe ensured everything went really smoothly. They were a true extension of our team and it was like we had an internal project manager."

Their in-depth Bullhorn expertise meant that they could encourage us to think about why we wanted to do things in a specific way, and they gave advice on how get the most out of Bullhorn's functionalities in a way that worked for us. I would absolutely recommend Kyloe to anyone who is looking for support with anything Bullhorn related."

Bree Robson, Operations Manager, Talentpath Recruitment

Profile: Talentpath

- Established: 2007
- Region: Australia
- Employees on Bullhorn: 25
- Verticals: Accounting & Finance, Marketing & Digital, Sales & Customer Experience, HR & Talent Acquisition, Business Services, and Projects & Change

Enabling a personalised experience

After a decade on Click2Cloud, Talentpath were looking for a solution that would allow them to streamline their processes at the same time as offering the level of excellent service that they pride themselves on.

Their key objectives were to:

- Provide their team with a dynamic CRM that is continuously evolving to meet the needs of the market
- Make the most of Kyloe's in-depth knowledge and explore new opportunities for streamlining their workflows, avoiding falling into the trap of just recreating what their old CRM had
- Ensure safe and secure migration of their data to the new CRM
- Support their goal of offering a personalised service through improved search functionality

Providing expert guidance on workflows for improved efficiency

One of the worst things you can do when implementing a new CRM is to recreate the same as what your old CRM had! A key part of our implementation projects is to support our clients in considering their workflows and share our knowledge, showing how things can be made simpler and easier. This was something we worked closely with Talentpath on, to make sure they would get maximum value out of their new platform.

"Partnering with Kyloe on our Bullhorn implementation was painless. They were excellent at explaining the capabilities, and we were very grateful for the level of Bullhorn knowledge they had, which we were able to benefit from throughout the project.

The training that Kyloe provided meant that we were able to get the team up to speed and really hit the ground running once we went live to get maximum value from day one."

Bree Robson, Operations Manager, Talentpath Recruitment

Encouraging internal buy-in among the team

The change management aspect of implementing a new CRM should never be underestimated! Communication with your team about the changes ahead is essential to ensuring product adoption - providing regular status updates, and showing how the new technology is going to help them can make all the difference in getting your team onboard.

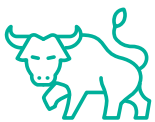
As part of their Bullhorn tech stack, Talentpath went for the CRM, Bullhorn Automation, and Bullhorn Onboarding. Rather than going live with all of their new tech in one go, they chose to roll it out in phases, giving everyone the chance to adjust and learn in manageable stages.

Ahead of project kick-off, Bullhorn completed an onsite visit to do a demo for key stakeholders, where they were able to get them excited about features and integrations.

In addition to the data migration and system setup, Kyloe also provided training for the Talentpath team to make sure they were equipped with all of the knowledge needed to be able to use their Bullhorn CRM effectively.

Why Kyloe?

We live and breathe Bullhorn all day long - our experts have the in-depth knowledge needed to ensure you get off to the best start with your new platform.



200+ YEARS BULLHORN EXPERIENCE



GLOBAL COVERAGE



950+ HAPPY CLIENTS



450+ BULLHORN IMPLEMENTATIONS COMPLETED

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