

Amrop is one of the world's largest international retained executive search networks; with 65 offices across 53 countries, they have the widest geographical coverage in the industry.

In 2021, Kyloe helped three of Amrop's offices move from Microsoft Dynamics CRM to Invenias, as part of a company-wide initiative to modernise and centralise their technology.

Project objectives

With many of their offices already using Invenias, the Latvian, Ukrainian, and Estonian offices wanted to synchronise with the rest of the company and join their global Invenias platform.

Their key objectives were:



**Gain visibility of projects
across the company**



**Increase flexibility of
the platform**



**More detailed data
management**

In support of Amrop's objectives, Kyloe were responsible for implementing Invenias, moving their records safely and securely, and ensuring that their new CRM worked for their needs.

" Having Kyloe's technical expertise on this project was essential in ensuring a smooth Invenias implementation."

Hanna Luīze Grase, Project assistant, Amrop



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The project

As CRM specialists, it's Kyloe's job to help solve any challenges that arise during the implementation. As part of this project, we encountered an issue with installing the desktop version. To help overcome this challenge we established communication with Amrop's local IT provider and worked through it together.

We are delighted to say that implementation was a success, and the involved offices are now able to access the global platform, benefitting from a sophisticated and centralised experience, with more in-depth data capabilities.



Support with unexpected challenges



Records moved safely and securely



Access to company global platform

" Partnering with Kyloe on our Invenias implementation was a great experience – everyone involved in the project really cared about making sure it worked for us not just in theory but in reality!

We now have a platform that synchronises with other Amrop offices which will be invaluable in helping us to streamline our processes."

Hanna Luīze Grase, Project assistant, Amrop



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