

Established in 1977, Friisberg & Partners International are an executive search and leadership consultancy with 40 offices across 20 countries.

After using FileFinder for over 10 years, Friisberg were looking for a more user-friendly CRM and made the decision to move to Invenias. To carry out the implementation, Bullhorn recommended that Friisberg partner with Kyloe.

## Kyloe objectives



**Execute a smooth  
Invenias implementation**



**Move records safely  
and securely**



**Provide post-go  
live support**

## Results

Kyloe successfully delivered the project (which included moving over 350,000 records) and Invenias is now engrained in Friisberg's daily processes. As part of the project, we held weekly calls with Friisberg - both in the run up to the implementation, and post go-live - to make sure the process went smoothly and help with any questions on their new CRM.

They now benefit from having everything integrated to Outlook, increased flexibility to create the reports that they need, and a more user-friendly platform where making changes to records is far easier!

**" I highly recommend Kyloe as an implementation partner – they've been very professional and responsive, providing excellent client support and have felt like part of our team during this project!"**

Saulè Dienienė Archipova, Consultant – Friisberg & Partners



**Kyloe™**

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