

Going live with Bullhorn: implementation of ATS / CRM, Automation, Analytics, plus RSM InTime integration

"Kyløe's Bullhorn knowledge was exceptional!"



"After two failed attempts at changing to other CRMs we were delighted to go live with Bullhorn. Kyløe's knowledge of the recruitment industry meant that we didn't have to educate them – they just 'got it' and were able to support, rather than detract, from the project.

Kyløe didn't just tell us 'how' – they took the time to listen to our existing business processes and applied their Bullhorn expertise to suggest new approaches that got us to where we needed to be.

We have Bullhorn Automation as part of our package, and Kyløe DataTools has filled some gaps in automatically updating our data. The capabilities are advanced – we use it to manage mass mail permissions and update the availability of candidates based on their placement end dates. The setup was pain-free, and we can make the data updates ourselves."

Ricky Knight
Managing Director @
Whitehall Resources



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Industry: SAP, Oracle and specialist IT recruitment (predominantly contract)
 Region: Global | Employees on Bullhorn: 55

After two failed attempts to change systems previously, Whitehall Resources were determined to make it third time lucky, and Kyløe were there to ensure all went to plan.

As the Bullhorn specialists, with over 450 implementations completed by our team, we have extensive knowledge of Bullhorn systems and recruitment processes. Whitehall Resources chose Kyløe as their implementation partner following a recommendation from Bullhorn.

Key objectives

- Move from desktop application to a cloud-based solution
- Provide better reporting, operations, and management functionality
- Solve limitations associated with copying and extending placements
- Ensure user adoption to enable maximum return on investment

Future proofing, plus improved usability

With their desktop-based CRM falling behind business requirements and taking a long time to generate reports, Whitehall Resources needed a solution that would bring their systems up to date as well as integrate pay and bill functionality.

As part of their move to Bullhorn, Whitehall Resources opted for the ATS / CRM, plus analytics and automation, and chose to integrate RSM InTime pay & bill software.

Our Bullhorn experts also created a custom solution to make copying and extending placements more user friendly.

Prioritising data hygiene

Data sits at the heart of every recruitment company – the outputs you get are only ever as good as your data. To manage their data on an ongoing basis, Whitehall Resources chose to supplement the functionality of Bullhorn Automation with the data cleansing capabilities of Kyløe DataTools.

