Per Sé Group

*Automating data management and
unlocking actionable sales insights with Kyloe DataTools*

Established: **1991** Region: **US** Industries: **Energy & Industrial** Employees: **50/200**

Background

Per Sé Group, a staffing and recruitment company with over 400,000 candidate records in their database, was facing significant challenges in managing and maintaining data quality in their Bullhorn CRM. They needed a solution that could handle large-scale data updates and automation to ensure consistency across their extensive database and they came to Kyloe looking for a solution: Kyloe DataTools for Bullhorn data management.

*"Kyloe DataTools for Bullhorn is **our single most important tool** for scaling data consistency across all the teams. We are now able to have a **large scale sales funnel** that the entire company and other integrations, like Bullhorn Analytics, benefits from".*

Elise De Leon - Technology Operations Analyst @ Per Sé Group

The Challenge

Outdated records

"The need for Kyloe DataTools came about because we just knew that our data in Bullhorn was not up to the level that we needed it to be."

Limited Automation capabilities

"Automation has its limitations in being able to do the things we need. Kyloe DataTools is able to do a lot more and across all the different entities."

Impractical manual processes

"We have hundreds of thousands of candidate records in our database, and being able to update it as much as we wanted to just wasn't feasible manually."

"The greatest thing about Kyloe DataTools is the amount of data we're able to clean at once and automatically overnight."

Ryan DePalma - Technology Manager @ Per Sé Group

The Solution

Per Se implemented Kyloe DataTools for Bullhorn, focusing particularly on DataRules to **automate status updates, clean data at scale, and create a sophisticated sales funnel tracking** system that provides unprecedented visibility into client relationships.

Mass update records in 25+ Bullhorn entities and custom objects

No coding skills needed
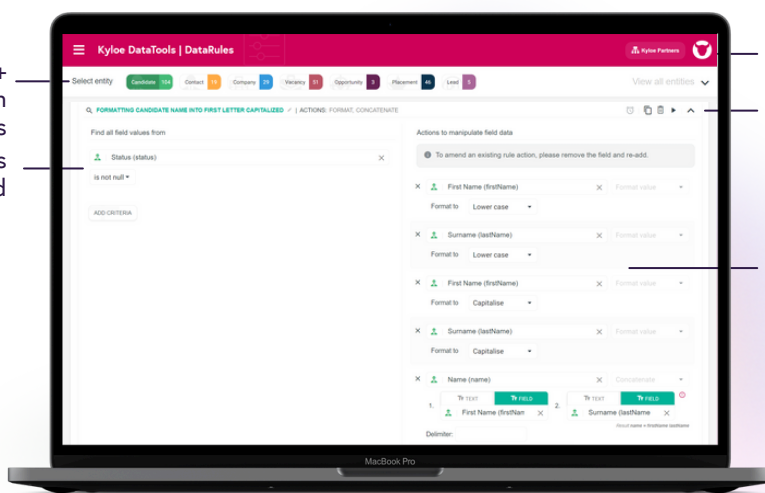
Control who within your organisation has access Run manually or schedule automatic data updates

Find, replace, format, append, copy and move values into other fields

Impact and results

Time and cost savings

Vital real-time sales insights

Data quality and consistency

With Kyloe DataTools, Per Se Group has transformed their data management practices, enabling them to **maintain consistent data** across teams, automate routine updates, and **gain valuable insights** into sales activities. The implementation has supported **better decision-making** and allowed the company to focus on **strategic initiatives** rather than data management.