

Unlocking potential through adoption and efficiency Bullhorn implementation with Copello



**Bullhorn potential
unlocked**



**Document
efficiency**



**Team confidence
& adoption**

Copello were looking for an ATS system that was able to incorporate several key elements of their technology stack all under one roof. Bullhorn offered this through a market-leading ATS, alongside Analytics and Automation. This gave them a strong platform to support business growth and deliver a high-quality service to their customers.



"Without Kyløe's guidance and training, Bullhorn would have just been another CRM that we would have utilised at 20% to just hold CV/resumes. Bullhorn has now become a key feature in our business where the features play a role in how we operate and do business. It was only Kyløe's integration and training that unlocked its potential."

Russell Baker, Managing Director | Copello

Goals & desired outcomes

"Changing CRMs comes with a lot of challenges, the move of data into the new system, ensuring the functionality works for you and the change to the users. We wanted to ensure that with the move we limited the downtime in productivity and that we transferred the right data."

The Kyløe team delivered a clear project plan and kept us on track with open communication which helped provide a healthy momentum to the project."

Kyloe support & training

"Kyloe instantly gave us the confidence that they would be able to successfully manage the process. We were also up against a tight timescale - this wasn't something that phased the Kyloe team."

We received support across the Kyloe teams to ensure the project could be delivered on time. The training was fantastic and Kyloe even went the extra mile to come to our office for a Q&A session which helped with adoption."

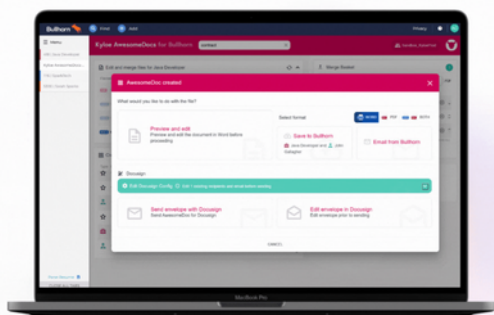
"Kyloe have intrinsic knowledge of Bullhorn and how it works for different levels of a business, from day to day for a Recruiter to Management and Finance. They gave us confidence from the first call, are great to work with and look to ensure you are completely happy. They are a business that after you have finished the project, you want to keep on engaging with."

Russell Baker, Managing Director | Copello

The automation impact

"Automation has had a significant impact in ensuring the data we have in our CRM is usable, it has helped us be able to match more quickly and made outreach to candidates more effective."

Document efficiency | Kyloe AwesomeDocs



"When moving to a new CRM, we wanted to ensure there was as much upside to our consultants as there could be."

Kyloe AwesomeDocs helped us to introduce DocuSign for terms and to easily create client specific coversheets to meet customer expectations. These small changes in process add up to big wins in efficiency."