

## Bullhorn Automation implementation

When partnering with Kyløe on their move from Microdec to Bullhorn CRM, Sphere also opted to include Kyløe's Bullhorn Automation Essentials package as part of their project.

*"I would 100% recommend partnering with Kyløe on your Bullhorn Automation setup. Our implementation consultant was very detail-oriented, opened up the possibilities of what automation could do for us, and really went the extra mile!"*

*"We came away with the skills needed to be able to build and manage our own automations. We're currently running 18 automations which is saving us a chunk of time each month, and we're looking forward to rolling out more across the business this year."*

Amy Halls, Senior Marketing and Talent Manager, Sphere

### Profile: Sphere Digital Recruitment

- Established: 2012
- Industry: Marketing, sales, analytics, product & creative
- Regions: UK, Europe and North America
- Employees: 69

### Discovering the possibilities of automation

Sphere's ultimate objective was to free up time that could be used to focus on other activities. At the start of the project Sphere had an idea of some processes they wanted to automate. As part of the discovery phase in our Essentials package we were able to use our Bullhorn Automation expertise to explore and identify other automations that would solve some more of their challenges.

So that their automations worked as they hoped, Sphere put a lot of time into preparing their database, including completing records that were missing important information (such as contact details), and updating some fields for consistency.

### Setting Sphere up for success with Bullhorn Automation

As part of the Essentials package, we worked closely with Sphere to create automations together, helping to build up their knowledge. We then reviewed the metrics from these automations with them and explored how they could build further automations that included branching depending on behaviour.

After training with the Kyløe team and passing a knowledge quiz that confirmed their understanding of how to use Bullhorn Automation effectively, the Sphere team were ready to go!

### Results

Since we successfully took Sphere live on Bullhorn Automation they have put 18 automations in place, saving their team around 9 hours per month. They can now easily pull information for internal analysis, and they also run all of their mailshots from Bullhorn Automation which removes the need for a third party tool. Going forward, they plan to roll out even more automations across the business!

# Bullhorn Automation: Essentials Implementation package

Our Essentials package gives you everything you need to get up and running with Bullhorn Automation for the future success of your business.

[Request details](#)

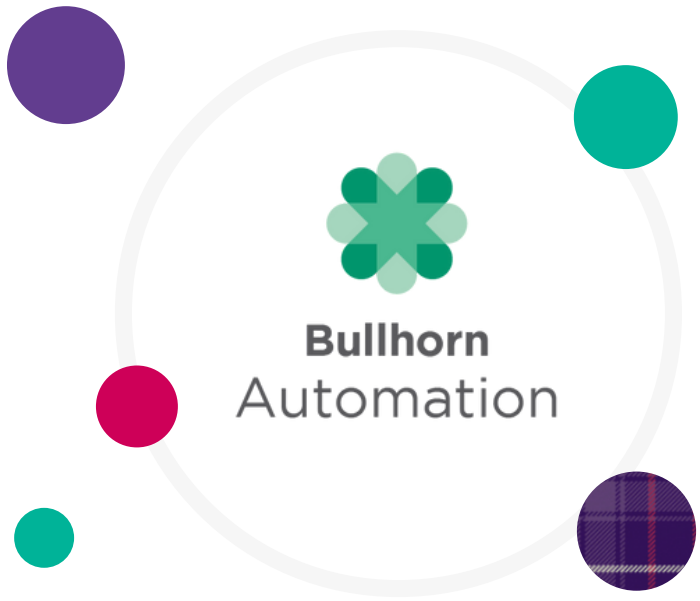
## Why Kyløe?

We live and breathe Bullhorn all day long - our experts have the in-depth knowledge needed to ensure you get maximum ROI from Bullhorn Automation!

There's no one size fits all when it comes to Bullhorn Automation. As part of the Essentials package, your detailed training and workshop program will take into account the objectives you're aiming to achieve and set you up for success.

By the end of the project you will be ready to create and manage all of your own automations.

## What's included?\*



- System set-up and branding
- Joint automation build calls
- Fundamentals of Bullhorn Automation training
- Analyse workshop
- Metrics review
- Knowledge quiz

*\*Package subject to change - contact Kyløe or your Bullhorn Sales rep for the latest offering*