

ACCENT' Careers

BULLHORN CASE STUDY

Staffing and Recruiting Software, On Target, On Demand™ • 1.888.GoLive8 • sales@bullhorn.com • www.bullhorn.com



“So much communication in staffing is done electronically and most documents critical to our work—job offers, resumes—are in electronic format. With Bullhorn, it can all be easily attached or found in the system.”

••• *Mark Staudohar, President*

Business Type: Direct hire, temp-to-hire, temp, payroll services

Areas of Concentration: Administrative, accounting, technical, professional placements

Since they're in the business of making perfect matches, Kathy and Mark Staudohar didn't cut corners when selecting staffing and recruiting software for their business, ACCENT' Careers. They conducted an exhaustive study of software on the market by comparing features and costs, attending trade show demonstrations, scheduling test drives and checking references. In the end, the 18-year-old Phoenix-area staffing leader chose Bullhorn's completely integrated front office solution to increase productivity at its high-end administrative and financial focused temporary and permanent placement business. With Bullhorn, perfect matches are happening faster than ever.

Challenges:

- They needed a staffing agency software that was robust in features and functionality, but also customizable enough to fit their business.
- With blended desks (staffers who handle temporary and permanent placements), the company wanted to use the same forms for both operations—while maintaining the ability to generate different reports.
- ACCENT' had moved beyond using only resume information in its candidate files, so they needed the ability to customize profiles.
- Due to the extensive use of electronic documenting, the new solution needed to be free of limitations on the type or amount of notes and documents linked.

Solution:

- Bullhorn's fully integrated front office solution, comprising email, sourcing, applicant tracking, calendaring, task management and customer relationship management tools provides robust features and functionality.
- Bullhorn offers the flexibility needed to integrate ACCENT's blended desk environment and option to use same or different forms, all within one system.
- Bullhorn allows customization of candidate profiles and automatically tracks the

BULLHORN®

company's extensive documentation.

- Bullhorn automatically captures and synchronizes all activities, extensive notes and documents, without limitations.

Benefits:

- **Sourcing and Placing Candidates** – Using Bullhorn's fully integrated front office solution, recruiters are now matching job orders against available candidates more productively and closing more business.
- **Communication and Collaboration** – Integration is everything. Bullhorn captures and integrates all electronic communication and critical electronic documentation just the way ACCENT' wants it. As Bullhorn is completely integrated, it provides 360° visibility into all steps of the staffing and recruiting process, tracking client activity, notes, emails and more.
- **Scalability/Growing the Business** – Because all of Bullhorn's features and functions are accessible via a Web browser, ACCENT' has been able to effortlessly add telecommuting sourcing staff. The company feels it has just scratched the surface and looks forward to even more productivity gains and business benefits, including linking ACCENT's Web site with Bullhorn functionality.