

Forrest Solutions

BULLHORN CASE STUDY

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



“All candidates are easily parsed into the database and through Bullhorn’s integrated front office. All notes, emails, and activities are tracked and linked to the candidate, providing a full history and real-time visibility into the sourcing process.”

••• *Mitchell D. Weiner,*
Chief Executive Officer & Owner

Business Type: Temporary, direct hire, contract

Areas of Concentration: Accounting, finance, administrative, information technology, legal

Forrest Solutions is a highly successful, world class staffing and recruiting firm with more than thirty years of experience. The company is driven by the passion of its employees, the value they create and their ability to keep client satisfaction a top priority. With the Bullhorn difference, Forrest Solutions has a fully integrated front office staffing and recruiting solution that enables users to communicate and collaborate with contacts, candidates, colleagues and clients in real-time to generate, source and fill job orders at anytime and from anyplace. Bullhorn synchronizes all of Forrest Solutions’ sales and recruiting teams, connects departments and is empowering employees to continually improve client and candidate relationships.

Challenges:

- Existing legacy systems were disjointed, difficult to use and unable to handle all aspects of the business.
- There was no synchronization between vertical industry recruiting teams.
- Visibility into the sales and recruiting processes was poor; tracking client and candidate activity was extremely difficult and it absorbed time needed to focus on client relationships.
- Their legacy systems lacked the ability to generate forecasts and track performance metrics.

Solution:

- Bullhorn's fully integrated front office solution offers all the functionality needed to connect teams and increase productivity - integrated email, sourcing, applicant tracking, calendaring, task management, job management and customer relationship management.

BULLHORN®

- Bullhorn provides 360° visibility into each step of the staffing and recruiting process; sales and recruiting are completely synchronized, driving faster placements.
- Bullhorn's ease of use and seamless integration automates operations and frees up time to focus on sourcing, client relationships, generating job orders and making placements in the shortest time possible.
- Bullhorn automatically parses resumes into the integrated applicant tracking system where they are matched against job orders - all candidate-related activity is automatically tracked and viewable by any member of the team, at every location.

Benefits:

- **Sourcing and Placing Candidates** – Bullhorn's integrated customer relationship management (CRM) allows teams to manage activity related to a contract or company, identify inactive clients, store contract information and share notes across the global environment.
- **Generating Job Orders** – Bullhorn's CRM and integrated email allow Forrest Solutions to customize email blasts to clients and prospects utilizing features such as email templates, distribution lists and client activity tracking.
- **Communication and Collaboration** – Forrest Solutions' sales and recruiting teams are now synchronized in real-time. As soon as a job order is entered into Bullhorn, recruiters can begin sourcing or recommend candidates to prospective clients, as the order is being taken.
- **Scalability/Growing the Business** – Forrest Solutions believes its reputation rests on the performance of its employees. The enthusiasm of the entire staff is directly attributed to how well the company empowers its employees—and Bullhorn is a key factor in maximizing their performance and growing the company.