

# Indecon Solutions

## BULLHORN CASE STUDY

Staffing and Recruiting Software, On Target, On Demand™ • 1.888.GoLive8 • sales@bullhorn.com • [www.bullhorn.com](http://www.bullhorn.com)



**“With Bullhorn, everyone plays in the same sandbox. It allows our various offices and departments to work in a single footprint. We are able to operate more productively and deliver on a national platform because of Bullhorn.”**

••• *Steve Fey, President*

**Business Type:** Permanent, contract

**Areas of Concentration:** Business, information technology

Indecon Solutions, founded in 1966, specializes in information technology consulting and staffing services for corporations of all sizes. Their previous front office system was primitive in its search functions, lacked applicant tracking capabilities and caused the company timely delays due to lengthy training procedures and manual data entry. This set up prohibited Indecon Solutions from gaining access to metrics, insight into recruiter’s performance and measurement against their competitors. With Bullhorn’s On Demand front office solution, Indecon Solutions has increased productivity and visibility into their business and doubled the amount of quality resumes in their database.

### Challenges:

- Indecon Solutions’ previous system’s search functions were primitive at best and lacked the ability to track information on clients and candidates.
- Communication between the recruiting and sales teams was fractured. Their solution wasn’t automated and information was stored in five different locations, which wasted countless hours on tedious manual data entry.
- Metrics were almost non-existent. The company could not track important metrics which gave managers little insight into the performance of their recruiters or the company as a whole.
- Training time for new recruiters took too long to get them up to speed, costing the company valuable time and money in missed placement opportunities.

### Solution:

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

**BULLHORN®**

- With Bullhorn's integrated email, all client information is automatically tracked and stored in one central On Demand database and is readily available.
- Since Bullhorn is Web-based and all information is automatically tracked, Indecon Solutions now has access to standard and custom reports from anytime and anyplace, which allows them to gain better insight into their business.
- Bullhorn's ease of use and seamless integration reduces training time and allows recruiters to focus on sourcing, client relationships, generating job orders and making placements at the fastest placement rates in the industry.

### Benefits:

- **Sourcing and Placing Candidates** – Bullhorn makes it easy for Indecon Solutions to effectively mine their database, and create a candidate sourcing pool that treats candidates as a strategic asset. With one-click search functions, they have been able to increase performance and have doubled their number of quality resumes. Bullhorn does the work for them with one-click resume parsing which instantly uploads candidate information into the database, which results in faster submittals and allows the team more time to spend on the phone. New recruiters at Indecon Solutions only require one hour of fundamental training before they are up and running on Bullhorn.
- **Communication and Collaboration** – With Bullhorn's Software-as-a-Service delivery, Indecon Solutions now has instant access to client and candidate information and the ability to readily share it among divisions. They like the fact that emails are tied to clients in Bullhorn and can be viewed by anyone in sales or recruiting at the same time during their pipeline meetings.
- **Managing Key Relationships** – Bullhorn's On Demand integrated CRM has improved all client relationships. They now have 360° visibility into client activity and are more effectively managing relationships by providing clients with instant and accurate information. Account managers and recruiters are able to help clients set up their own standards through metrics generated in Bullhorn and effectively plan for the future.
- **Business Intelligence/Reporting** – Bullhorn's On Demand access to reports provides 360° visibility for managers and executives into the company's performance, allowing them to review their recruiter's performance and gain insight into how their company compares to others in the industry. With Bullhorn, Indecon Solutions gains instant access to accurate reports they need from one system at anytime.