

The McIntyre Group

BULLHORN CASE STUDY

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



“One of the deciding factors for selecting Bullhorn was the ability to integrate our sales and recruiting functionality.”

••• *Ed Faitakes, Director of Sales*

Business Type: Temporary, consulting, permanent placement

Areas of Concentration: Corporate & administrative, financial services, corporate accounting, information technology, creative services

The McIntyre Group has served as Connecticut's leading staffing and consulting services firm for over 20 years. Their passion for building strong relationships and focus on providing the best overall value to clients helps them to provide a specialized, human approach to each staffing solution. Previously, McIntyre's recruiters and sales teams used two separate systems and as a result, neither side of the business could see what the other was doing. Administrative costs were also rising. By choosing Bullhorn, McIntyre has increased their company's access to information and decreased administrative costs. All of McIntyre's departments are now fully integrated and everyone has access to the information they need to close business.

Challenges:

- The McIntyre Group needed a solution that that would improve communication and information flow between its offices and among employees.
- Their past multiple, incompatible systems required high administrative costs to operate and caused many redundancies and inefficiencies.
- In order to continue to grow their business, they needed a faster, easier-to-use, more intuitive solution.

Solution:

- Bullhorn provides email, sourcing, applicant tracking, calendaring, task management, job management and CRM in one integrated solution that connects all their employees in real-time.
- As Bullhorn is Web-native, it reduces expenses and is available in real-time to generate, source and fill job orders, at anytime and anyplace.
- Since Bullhorn is so intuitive and easy to use, transitioning employees to Bullhorn is easy and new hires are up and running in minutes.

BULLHORN®

Benefits:

- **Sourcing and Placing Candidates** – Resume parsing is now automated—recruiters save time and reduce paper files. The McIntyre Group finds Bullhorn Search capabilities easier to use and more productive.
- **Communication and Collaboration** – McIntyre’s sales and recruiting teams are now fully integrated—all email conversations, notes and historic activities are automatically linked to client and candidate files in Bullhorn. Bullhorn provides 360° visibility into every step of the sourcing and placement process.
- **Generating Job Orders** – Bullhorn’s fully integrated email speeds up sales, wins more business and delivers instant cost savings.