

# BULLHORN<sup>®</sup>

C O R P O R A T E F A C T S H E E T

## Our Vision

To create cutting-edge technology solutions and services that enable staffing and recruiting professionals to deliver on their commitments to clients and candidates, while maximizing profitability through increased productivity, streamlined communication and collaboration, locally, nationally and globally.

## Overview

Founded in 1999, Bullhorn is the global leader in On Demand, front office staffing and recruiting software. Bullhorn's state-of-the-art technology enables recruiting, sales and management to collaborate and rapidly source and place candidates, while delivering 360° visibility into every activity, from job order to placement, at anytime and from any place.

## Management Team

Arthur Papas, Founder/CEO

Geoff Greene, CTO

Matt Trail, Vice President of Client Services

Rob Kornblum, Vice President of Corporate Development

& General Manager of The Bullhorn Network

Roger Colvin, Founder/CFO

Andrew Hally, Vice President of Marketing

Nick Worswick, Vice President of Global Sales and Business Development

Ben Russell, Director of Human Resources

## The On Demand, Integrated Front Office Leader

### Products and Services

Bullhorn is the staffing and recruiting industry's only solution that integrates applicant tracking, customer and client relationship management, sourcing, job management, business intelligence, email and calendaring. Recruiting and staffing professionals use Bullhorn to communicate and collaborate with contacts, candidates, colleagues and clients to generate, source and fill job orders, at anytime and from any location with 360° visibility into every activity.

The Bullhorn Marketplace is the industry's first destination for software applications and services that extend Bullhorn. With tightly integrated, best of breed solutions, the Marketplace lets customers choose the appropriate technology for their unique business needs

Bullhorn Professional Services helps customers go live quickly, ensuring that they can keep their existing data and map the system to their existing workflow. Customers can tap our experience gained from hundreds of implementations through a wide range of training and customization services. Bullhorn Support provides an array of online and phone based assistance for customers around the globe 24 hours a day.

### Customers

Bullhorn supports the business and recruitment needs of over 1,600 firms and 16,000 users, in over 35 countries. Clients include emerging, medium and large staffing and recruiting firms. Information technology, professional services, executive search, office/clerical and healthcare represent just a few of the many job markets Bullhorn serves.

### Business Rankings

Deloitte Technology Fast 500

Inc 5000

Software 500

Always On, On Demand 100 Technology Companies

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## Rich History of Innovation

Bullhorn has a long history of innovating to help recruiting and staffing professionals boost productivity and generate more revenue.

- 2001 – First On Demand front office solution for the staffing and recruiting industry
- 2002 – Integrated email
- 2003/2004 – Comprehensive CRM designed specifically for staffing and recruiting
- 2005 – Real-time wireless mobility enabled
- 2006 – Integrated job posting and resume sourcing tools
- 2008 – Embedded Intelligence and Bullhorn360™
- 2008/2009 – Integrated resume search with Monster, HotJobs and CareerBuilder
- 2009/2010 – Blackberry synchronization of mail, contacts and calendar. Bullhorn Mobile Sync supports iPhone
- 2010 – Bullhorn Marketplace - source for innovative applications that extend and integrate with the Bullhorn Platform

## Bullhorn by the Numbers

- 1,600 Companies
- 16,000 Users
- World Class SAS70 Type II certified Data Center
  - 270 million plus transactions per month
  - More than 30 million emails per month
- 2.7M+ Placements
- 4.7M+ Job Orders

## Financing

Privately owned, Bullhorn is principally backed by Highland Capital Partners and General Catalyst Partners.

## Locations

US Headquarters:

33-41 Farnsworth Street, 5th Floor  
Boston, MA 02210

UK Headquarters:

2nd Floor, Commonwealth House  
1 New Oxford Street, London, WC1A 1NU

Regional Offices:

Boston, Denver, San Diego, Virginia, Seattle, London

## Contact

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