

# ARCH STAFFING & CONSULTING

## How Arch Staffing & Consulting Saves More Than 90 Hours Each Week With Bullhorn One

BUSINESS TYPE: **Perm, Temp, Contract**  
 CONCENTRATION: **Light Industrial and Engineering**  
 LOCATION: **North America**  
 WEBSITE: **[www.archstaffingandconsulting.com](http://www.archstaffingandconsulting.com)**

Founded in 1993, Arch is a staffing and consulting firm headquartered in Miami, Florida, with 'branchises' across the United States placing everything from light industrial to engineering roles. And with such a broad range of geographies, clients, and placements, the growing company needed a single, unified platform to manage the breadth of candidates moving across its recruiters' desks. Roy Green, Arch's President of North America, explains Arch's branchise business model succinctly; "It doesn't matter where our branchise leaders live, it's just a matter of how good they are."

### The Challenge

Before Arch moved to Bullhorn One, the team was using several different vendors in tandem; erecruit (now owned by Bullhorn) powered Arch's front office and Employdrive, powered by iSolved, was responsible for the company's back office pay and bill process.

According to Roy, there were two issues with Arch's existing system—the first was that it wasn't cloud-based. "It didn't make sense to me to be using a hosted technology with cloud-based technology out there," Roy explained. The second issue, according to Roy, was that as such a high-growth company, their needs were dynamic; but leveraging single-tenant technology meant constant software customizations. They needed a technology that could scale with them and help power their growth.

### The Solution

The Arch team took a long look at where their company was going and made the decision to move to a new, streamlined solution. After vetting Ultrastaff and Avionte, Arch ultimately chose Bullhorn One for a true front-to-back solution. "After having talks around customer service, our ability to scale, and cost, it was a no-brainer for us to make that decision," Roy said, citing Bullhorn's ability to deliver a solution for the entire agency, from onboarding to payroll. This was further supported by Arch's ability to tailor their solution even further with marketplace partners.

In May 2020, the Arch team purchased Bullhorn One as their front to back solution and worked with Bullhorn Systems Integration partner Sixcel to implement the solution. Today, Arch's tech stack includes Marketplace Partners Dice, LinkedIn, Simply Verified, TextUs, Zoominfo, Employdrive, and Great Recruiters, among others.

## The Results

### EXPLOSIVE GROWTH

When Roy moved to Bullhorn One, one of his premier focuses was on reducing manual work, and to that end, the team saw immediate results. Roy explained that before Bullhorn One streamlined Arch's staffing workflow, data couldn't flow between systems and had to be managed manually. Entering onboarding data into Arch's payroll system, for example, took 32 hours a week—an entire full-time employee. As a fully-manual process, activity such as this limited growth and simply weren't scalable. On the single, unified platform of Bullhorn One, however, candidate data flows automatically to the payroll system—and that efficiency means the Arch team can increase the number of candidates they are onboarding and reach their impressive growth goals.

"Today, we have 500+ people on assignment. Eight weeks ago, we had 250 people on assignment. We've doubled since moving to Bullhorn," Roy said. "We've saved over 90 hours a week and we would have had to hire three people to manage this," he said. With more time at their disposal, the Arch team can refocus their time on more valuable tasks, Roy shared.

**"Now that we have Bullhorn One, we can scale without hiring more people to complete data entry tasks. It's absolutely critical to our growth plans over the next few years."**

### CENTRALIZED BACK OFFICE DATA

With clients, candidates, and franchises across the United States, Arch needed a centralized system to keep track of its data from time collection all the way through invoicing and payroll. With Bullhorn One, Arch has empowered each franchise owner to run their business, while centralizing operations and providing Arch leadership visibility across the company.

### A BULLHORN PARTNERSHIP

Adopting any new technology can be daunting, but the Bullhorn team supported Arch from implementation through go-live. "Bullhorn really listened to what it was we wanted to accomplish and that engagement was there from day one. The team didn't try to make us fit in a shoebox," Roy said.

**"We partnered with Sixcel on our implementation and it went very, very well. Everything went smoothly and there was lots of communication."**

**Roy Green**  
President of  
North America  
Arch



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