

Astute People Solutions

BULLHORN CASE STUDY

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



“With Bullhorn, we’re able to perform every step of the staffing and recruiting process from within a single solution, from listing a job to sending an invoice. We’ve saved time and money and have improved the quality control in both the front and back office.”

••• *Nicholas Beames, CEO*

Business Type: Direct hire, contract, temporary

Areas of Concentration: Commercial, professional, public service, industrial

Astute People Solutions is a fully Australian-owned consultancy with offices in Melbourne, Sydney, Brisbane and Canberra. They are a leading provider of outsourced human resource solutions to businesses and government entities of all sizes in virtually all industries throughout Australia. Integration of Bullhorn’s On Demand integrated front office solution and Australian accounting software, MYOB premier, plays an important role in allowing this relatively new venture to grow into three states seamlessly while fostering their desire to utilize a remote workforce. Bullhorn truly allows Astute People Solutions the opportunity to grow at a high speed while saving time and money, leaving competitors scrambling for more office space and funds to upgrade infrastructure.

Challenges:

- Having multiple offices throughout Australia, Astute People Solutions desired Web-based software, which requires no software to install and maintain.
- They wanted a solution with an outstanding reputation in the industry for performance that would facilitate rapid growth in terms of size and geography covered.
- With funds invested in rapid growth opportunities, they required a solution with the lowest cost of ownership and the highest savings on infrastructure.
- Being happy with their current back office set up, they required a solution that would integrate easily with their current accounting software.

Solution:

- Bullhorn offered the perfect solution since Bullhorn is delivered through Software-as-a-Service, so time, location and device are irrelevant.
- Bullhorn’s reputation in the industry is outstanding, with 99.999% availability, handling over 270 million transactions and 30 million emails per month.

BULLHORN®

- Bullhorn's fully integrated front office solution provides complete visibility into every relationship and workflow for candidates, clients, contacts, colleagues, jobs and placements.
- Only one solution was On Demand and had the ability to integrate the front and back office – Bullhorn.

Benefits:

- **Sourcing and Placing Candidates** – Bullhorn enables quick accessibility to LinkedIn, ZoomInfo and Google with a single mouse click, which saves time and provides accurate candidate information.
- **Back Office Integration** – By integrating their accounting software, Bullhorn automates time entry by enabling employees to enter time directly into the system, while providing managers with full approval and tracking capabilities.
- **Communication and Collaboration** – Bullhorn's integrated email makes it easy to see the activity of others in the company, which saves time and makes for a more efficient process. Bullhorn automatically tracks all activity and ties directly to the candidate and client record, so information is never missing and always readily available.
- **Scalability/Growing the Business** – Bullhorn's ability to effortlessly add new users allows Astute People Solutions to open new offices quicker than they had originally planned. As Bullhorn is On Demand, the ability to facilitate remote workers seamlessly without IT infrastructure was key.