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“Since implementing Bullhorn, we’ve enhanced productivity and significantly reduced our cycle times for fulfillment. The average cycle time in our industry is 6-9 months. With Bullhorn, we’ve been able to reduce our cycle time by an average of 90 days.”

••• *Barbara Marchetti, President and Founder*

Business Type: Executive search, interim executives, strategic consulting

Areas of Concentration: Fashion, luxury goods, retail, beauty, creative/marketing services

C-suite is the premier provider of executive intelligence (executive search, interim executives and strategic consulting) with an exclusive focus on Fashion, Luxury Goods, Retail, Beauty and Creative/Marketing Services. With their previous system, C-suite was forced to hire a costly IT contractor to maintain their system and back it up on a daily basis. Employees were also unable to access important information and resumes while out of the office. C-suite chose Bullhorn’s On Demand front office solution because it is fully integrated and provides staff all the tools they need to access information from anytime and anyplace, with no software to maintain or install.

Challenges:

- Their past system required costly IT maintenance and was susceptible to outages.
- If an employee was traveling or out of the office, they were unable to access candidate and client information as it was stored on applications accessible only from their office workstations.
- If an employee was on vacation or left the company, the search consultant that they were working on came to a halt and information was not easily accessible by other members of the firm. The sensitive data belonged to the company, not the employee, but there was no way to track and maintain that information.

Solution:

- Bullhorn’s fully integrated front office solution combines all applications needed in one platform: integrated email, sourcing, applicant tracking, calendaring, task management, job management and CRM.
- Delivered via Software-as-a-Service, Bullhorn handles all upgrades and provides the utmost in flexibility, cost efficiency and competitive advantage.

- Available anytime and anyplace via the Internet, Bullhorn supports virtual employees—since time, location and device are irrelevant.
- As all activity is automatically tracked, Bullhorn provides 360° visibility into every step of the sourcing and placement process.

Benefits:

- **Sourcing and Placing Candidates** – The average cycle time for fulfillment in their industry is six to nine months. With Bullhorn, C-suite has significantly enhanced productivity and reduced their cycle time by an average of 90 days. C-suite also utilizes Bullhorn as a highly effective marketing tool for all of their marketing and branding campaigns. They went from spending a lot of money on snail mail to virtually nothing by utilizing Bullhorn Mail's mass mailing functionality. Prior to Bullhorn, their response rates were insignificant, but now they are realizing 10-18% response rates.
- **Communication and Collaboration** – As Bullhorn automatically tracks all activity, employees are able to view and share information at anytime and anyplace. If an employee leaves the company, the information and client activity stays where it should, with the company.
- **Business Intelligence and Reporting** – Bullhorn was able to be customized to mirror their workflow processes. Bullhorn now manages their workflow and managers have 360° visibility into every step of the sourcing and placement process. They are able to view and report Activity Reports quickly and easily.