

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



“Integration is everything.

**Being able to access Bullhorn
from anywhere and to be able
to see the client and candidate
information in one place is a
tremendous benefit.”**

••• *Jeff Stomberg, Chief
Operating Officer*

Business Type: Staff augmentation, temporary, contract, direct hire, contract-to-hire
Areas of Concentration: Clinical, scientific and technology staffing, functional services

Delta Pharma is a professional services firm providing staffing and functional services principally focused on the life sciences vertical. Founded in 1996 on the basic foundation of delivering industry leading staffing services to help customers succeed, their three core competencies encompass Clinical, Scientific and Technology staffing and functional services. As the life sciences industry is highly competitive, Delta realized they needed a better staffing and recruiting solution in order to increase their competitive advantage.

As part of the Vedior family, Delta provides global support to customers, maintaining operations in over 40 countries and access to over 2,000 offices worldwide. By their use of Bullhorn's completely integrated front office solution, they've experienced an increase in communication and collaboration, activity tracking and efficiency in candidate sourcing and placements, which has established Delta Pharma as one of the best recruiting firms in their industry.

Challenges:

- Four disparate systems were being used for email, tracking candidates, resumes and sales contacts.
- Recruiters had little functionality and visibility into job orders.
- Client and candidate communications were manually entered into each system, so data was susceptible to errors and missing information.
- Communication between nationwide offices and remote employees was out of sync and challenging.

Solution:

- Many other Vedior North America companies were already using Bullhorn, so the ease of use and functionality were already well known.

- Bullhorn was the perfect solution as all the applications needed were in one integrated front office solution, including sourcing, applicant tracking, job management and customer relationship management.
- As all activity is automatically tracked, Bullhorn provides 360° visibility into all steps of the staffing and recruiting process.
- Bullhorn allows resume parsing from a variety of sources whether received via email, job board, or corporate Web site.

Benefits:

- **Sourcing and Placing Candidates** – Bullhorn allows Delta Pharma to mine their database more effectively and increases performance by “light-years.”
- **Generating Job Orders** – Recruiters now have better visibility into the job details and can pull and sort orders by sales rep, client, concentration, etc.
- **Communication and Collaboration** – Being able to access Bullhorn from anywhere at anytime, and the ability to see the client and candidate information in one place has increased productivity and placement ratios.
- **Scalability/Growing the Business** – Bullhorn has been able to scale effortlessly with corporate growth. Maintaining the system and upgrading to new editions is something Delta Pharma never has to worry about.