

# Mee Derby & Company

## BULLHORN CASE STUDY

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**“A national recruiting organization demands a reliable, high-performance system to run smoothly. Unlike other systems, which offer structure, but lack speed and ease of use, Bullhorn has allowed us to standardize our processes without interfering with our best recruiters’ performance. The system is intuitive and its value is clear: new hires get up to speed and are productive almost immediately.”**

••• *Robin Mee, President*

**Business Type:** Executive Search, direct hire

**Areas of Concentration:** Staffing industry professionals

Mee Derby & Company is one of a handful of companies in the United States that recruits professionals for the staffing industry nationwide. Since Mee Derby is continuously growing at a rate above the industry average, it’s important that any technology it uses does not present a barrier to growth. As the global leader in On Demand staffing and recruiting software, Bullhorn met all of Mee Derby’s requirements by providing a turn-key solution that expands effortlessly as the company grows.

### Challenges:

- Mee Derby lacked a reliable, high-performance system that was fast and easy to use.
- Processes were not standardized and hindered performance.
- The company was experiencing rapid growth and needed a solution that would scale with them without requiring additional resources.

### Solution:

- Bullhorn combines all the applications Mee Derby needed including integrated email, sourcing, applicant tracking, calendaring, task management, job management and CRM, in one integrated solution that standardized processes while adapting to individual needs.
- Bullhorn, delivered as Software-as-a-Service, is able to scale effortlessly with rapid growth and is accessible from anytime and anyplace.
- Bullhorn delivers a competitive advantage. Bullhorn clients consistently achieve the highest placement rates in the industry.

### Benefits:

- **Generating Job Orders** – With fast access to all critical information, Mee Derby closes more deals by tracking all candidate and client information in Bullhorn.

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- **Client Activity Tracking** – With Bullhorn’s integrated email, every email to and from clients and candidates is attached to their files and is accessible to anyone in the company. Even if the original account manager or recruiter is not available to discuss an issue, employees have access to all email conversations, notes and historic activity. Anyone working with a client automatically gains 360° visibility into all relevant account information.
- **Scalability/Growing the Business** – Bullhorn has allowed Mee Derby to standardize their processes without interfering with their best recruiters’ performance. The system is intuitive and its value is clear: new hires get up to speed and are productive almost immediately. Bullhorn expands effortlessly as Mee Derby grows. Available anytime, anywhere, Bullhorn allows Mee Derby to hire the best Executive Recruiters wherever they live.