

Staffing and Recruiting Software, On Target, On Demand™ • 1.888.GoLive8 • sales@bullhorn.com • [www.bullhorn.com](http://www.bullhorn.com)



**"We have seen steady improvements in both performance and features. Bringing new users online is simple, and the software is intuitive enough that training time is minimal. The ability to get to critical business data from anywhere when you need it is invaluable in the recruiting business, which is why we expect to remain with Bullhorn for a long time"**

••• *John Hawley, Managing Partner*

**Business Type:** Direct hire, contract

**Areas of Concentration:** Professional services, information technology

Since its inception, Mindcircuit has used Bullhorn. Mindcircuit is a young, fast-growing staffing firm with a unique business model—it leverages a peer network of top technical professionals to provide highly specialized Information Technology staffing services. This far-reaching network makes strong communication essential. Bullhorn's On Demand, Web-based model, which makes it highly scalable, appealed to the company's founders who wanted to be able to easily add users as the company grew.

#### Challenges:

- Their unique business model meant strong communication was essential, so they needed a best-in-class communications tool to manage extensive network of peers.
- As they were a new firm, they required a user-friendly solution that would easily scale with their growth.
- They needed a solution that could support their highly technical, in-depth probing and screening process.

#### Solution:

- Bullhorn's fully integrated front office solution, including integrated email, sourcing, applicant tracking, calendaring, task management, job management and CRM, delivers the functionality Mindcircuit needs to communicate successfully across its vast network.
- Delivered through Software-as-a-Service, Bullhorn scales effortlessly with growth and continually meets the evolving business needs of its customers.
- With Bullhorn Mail as the hub of its integrated front office solution, all information is automatically captured and attached with the correct client or candidate record.

### Benefits:

- **Sourcing and Placing Candidates** – The ability to effortlessly parse resumes into the system through a simple drop-down menu in an email allows Mindcircuit to get candidates in front of its Technical Account Managers and then in front of clients faster, which gives the firm a competitive advantage.
- **Generating Job Orders** – The thorough assessment and involvement of subject matter experts allows Mindcircuit to promise clients it will submit fewer, but more hireable, candidates for open jobs.
- **Client Activity Tracking** – The email integration saves time and automatically captures activity and all information. When job candidates are contacted for scheduling interviews, Bullhorn automatically attaches the schedule to the candidates' file. The ability to initiate a client submission write-up straight from Bullhorn and have it automatically linked to the candidate record has also been an invaluable tool to Mindcircuit.
- **Communication and Collaboration** – As Bullhorn is completely integrated, it connects Mindcircuit's contacts, candidates, colleagues, and clients, while automatically capturing and tracking all history and communication.
- **Scalability/Growing the Business** – Bullhorn is agile and can scale with Mindcircuit's growth. The On Demand application model means that they can easily expand without worrying about installing new software.