

Lead Healthstaff utilizes advanced systems to provide the highest quality nursing and allied professionals to healthcare facilities.

Noticing an opportunity to increase the amount of submissions they were making, as well as give consultants more time to spend on building relationships, Lead Healthstaff contacted Kyloe to help automate and streamline the submission process.

Our solution was Kyloe AwesomeDocs – the end-to-end document management system for Bullhorn designed with staffing in mind.

## Challenges

- Submission and placement rates were being negatively impacted due to slow manual processes.
- Time wasted on editing submission packets and resumes to meet specific requirements of VMS (Vendor Management System) and MSPs (Managed Service Providers).
- Consultants were overloaded with a lot of manual work resulting in low levels of efficiency and time taken away from other valuable activities like candidate and client briefings.
- Consultants working and storing information outside of Bullhorn was resulting in missing data and lower ROI from CMS.

## Key objectives

- Speed up the submission process to allow for a higher volume of submittals, and in turn, increased placement rates.
- Create unique perfectly-branded and well-detailed submission packets and resumes that meet requirements of other systems.
- Dramatically reduce the time consultants spend formatting documents, allowing them to spend more time building relationships with, and briefing, clients and candidates.
- Encourage better usage of Bullhorn so that information and files are captured and stored, ensuring transparency and enabling improved collaboration.

**"Before Kyloe AwesomeDocs consultants were spending up to 2 hours to create branded submission packets, now it only takes 10 minutes."**

Tom Willet, Director of Sales Operations, Lead Healthstaff



### The Kyloe solution

The challenges Lead Healthstaff were facing will be familiar to many, and these challenges are exactly what **Kyloe AwesomeDocs** for Bullhorn was created to solve!

This document management system for Bullhorn offers everything needed to achieve Lead Healthstaff's objectives and more.



Automated document creation and formatting from within Bullhorn



Improve accuracy by leveraging data from within Bullhorn

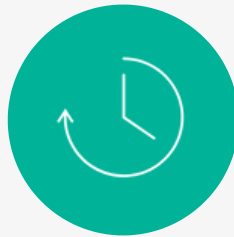


Win more business: beat competitors and impress clients with quality healthcare professionals.

### Results



Automate document management processes to increase submission rates by 20%-30%



Create resumes and submission packets in less than 10 minutes



Improved relationships with candidates and clients

**"With Kyloe AwesomeDocs our submission rate has increased by 20% - 30% - it's like a time machine!"**

Tom Willet, Director of Sales Operations, Lead Healthstaff

