

From two systems to one scalable platform: Bullhorn implementation with Woods & Co



Single source
of truth



Improved reporting
visibility



Built for
growth

Woods & Co is a Melbourne based recruitment agency connecting high quality talent with leading employers across Australia and North America. With a relationship driven, specialist approach, they focus on delivering long term hiring outcomes for both clients and candidates. As the business grew, they sought a more scalable, unified CRM/ATS platform to support their next phase of expansion.



"Kyloe Partners worked closely with us on the technical migration and configuration side, helping to bring two systems together into one Bullhorn environment. They supported the data migration process, system setup and integrations - which was critical given the complexity of running two migrations at once."

Caitie Cameron, Operations Manager | Woods & Co

Why consolidate and move to Bullhorn?

Bringing two systems together was about more than technology. It was about building the right foundation for growth.

"We were operating two separate JobAdder systems across the business, which created duplication, reporting limitations, and inefficiencies. Our goal was to bring everything into a single platform that would give us better visibility, consistency, and scalability as the business continues to grow. Bullhorn offered the structure and flexibility we were looking for in a long term CRM/ATS solution."



Navigating a complex implementation

Consolidating two systems into one was a significant undertaking, requiring collaboration and adaptability throughout the journey.

"Overall, it was a significant project with many moving parts, but we achieved the outcome we set out to deliver: a single consolidated Bullhorn system. Implementing Bullhorn was a major change initiative, not just a technical one. For businesses considering a similar move, it's important to be well prepared, allocate the right internal resources, and approach the process as a long term investment in your systems and data."

Would you recommend Kyløe?

"Yes, particularly for businesses undertaking a complex CRM/ATS implementation. Kyløe brings strong technical knowledge of Bullhorn and experience with large scale migrations, which is important when moving away from legacy or multiple systems."

Caitie Cameron, Operations Manager | Woods & Co

Business impact: A stronger system foundation

The move has delivered greater clarity and control across the organisation.

"Since moving to Bullhorn, we now have a single source of truth across the business. This has improved consistency, reporting, and visibility across teams. We're in a stronger position from a systems perspective and have a platform that can support our growth going forward."

How would you describe Kyløe in three words?

"Technical, process-driven and knowledgeable."

