

Falcon Green: 50% Time Cut on Onboarding

By replacing a fully manual Bullhorn onboarding and document process with Kyløe, Falcon Green frees its labour managers from the laptop and back onto sites while tightening compliance accuracy across the UK.

"The time saving has been absolutely huge. It helps most with accuracy on compliance — it reduces human error when you're inputting details and saving documents."

Madalina Nistor - Resourcing Manager at Falcon Green

Company profile

Established: **2012** Region: **UK** Industries: **All** Employees: **1,000 - 5,000**

Background

Falcon Green, a UK-wide recruitment agency with offices in London, Birmingham, Manchester, and the South Coast, has fully deployed Kyløe Connect and Kyløe AwesomeDocs across its Bullhorn system, registering roughly 1,100 candidates in the UK alone. Madalina, the main point of contact for the Kyløe rollout since day one, described the manual pre-Kyløe process as slow, error-prone, and heavily reliant on staff chasing candidates by phone and email.

The challenge: A 100% manual onboarding and document process

Manual, end to end

Building profiles by hand

Every candidate profile in Bullhorn — details plus saved documents, A to Z — was created manually, one at a time, with a recruiter typing and uploading each piece.

8–9 minutes each

Contract letters from five sources

Every new placement needs an assignment confirmation letter with location, pay rates and placement detail. Madalina gathered that from five different places and typed it into a single letter — 8–9 minutes, every time.

Compliance risk

Human error under pressure

With phones and mobiles ringing while profiles were built, manual data entry and document saving created constant opportunities for mistakes — the last thing you want on compliance checks.

"xxx"

The solution: Onboarding and documents, automated inside Bullhorn

Working with the Kyløe team, Falcon Green designed an onboarding flow that fits how it actually works — easy for candidates, and fully meshed with Bullhorn so data lands where it should, first time.

- **Kyløe Connect:** Candidates receive a registration link, then submit their details and documents themselves. The team simply checks the profile and documents rather than building them.
- **Kyløe AwesomeDocs:** Pulls placement data straight from Bullhorn to generate assignment confirmation letters automatically, no more gathering from five sources by hand.

What changed, in the team's own terms

Fewer errors, better compliance

Automation removed most of the manual data-entry and document-saving mistakes — reducing compliance risk at the highest-stakes step of the process.

Recruiters back on site

Labour managers stopped chasing missing documents and now spend more time out on sites and filling jobs — scaling output without extra headcount.

Automate your onboarding and documents

See how Kyløe Connect and Kyløe AwesomeDocs can halve your admin and tighten compliance — just like Falcon Green.

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