

Building an optimised Bullhorn for Addition | Bullhorn implementation



Transition
from Vincere



Custom fields
& status mapping



Training & post
go-live care

Addition are a growing recruitment business that has spent the last decade connecting talent and opportunity. As the company expanded, it became clear their legacy CRM could no longer support their evolving needs - from efficiency to data visibility.



"Every single one of our key tech partners said the same thing: 'If you were in my shoes, go with Bullhorn.' That made the decision easy. And Kyløe came highly recommended - it was as simple as that"

Simon Topps, Founder | Addition

The challenge

"Our old system was good at the start, but development slowed down after it was sold. We just weren't getting enough from it - and we were leaving money on the floor in terms of what people were doing every day."

With data scattered across systems and limited ability to integrate with other technology, Simon knew it was time for change. After consulting his network of trusted partners, the choice became clear - Bullhorn.

The solution

Kyløe supported Addition with a comprehensive Bullhorn implementation - including full data migration, custom field setup, and status mapping. We worked closely with Simon to ensure Bullhorn was not only implemented, but optimised for long-term success.

"We had 10 years' worth of CRM data - about 150,000 CVs saved in all kinds of folders and formats. There's just no way I could've done that myself, or at the speed Kyløe did it."

"Kyløe did all the stuff I can't do. Without them, we'd probably be using Bullhorn at about 40% of its potential. They got the product working in a significantly better way than we ever could have ourselves - and that's exactly what you want from a partner."

Simon Topps, Founder | Addition

The experience

Despite calling himself a "difficult client", Simon was quick to praise the Kyløe team for their patience, responsiveness, and professionalism throughout the project.

"I've been really difficult, rescheduling meetings last minute, messaging late at night when things weren't working - and they handled it brilliantly."

"They stayed calm, fixed everything, and kept things moving. Projects like this can go wrong quickly if the people aren't great - but with Kyløe, they absolutely were."

