



## **Pursuit Implementation**

The Recruitment Company (Coleshill) Ltd has implemented Pursuit at both of their busy recruitment centre in Coleshill.

“We have been using Pursuit fully since October 2005 for all operational activity. This includes planned sales calls to existing and new clients, diary management for candidates wishing to register, managing all temporary bookings and permanent vacancies through to completion, recording and monitoring of ID and the searching of candidates to match to temporary assignments and permanent vacancies.

With regard to the financial side of our business, we use Pursuit for processing timesheets, raising invoices and the calculation and processing of temporary workers holiday pay. It is also used for our management information. We have now replaced our existing payroll and accounts systems with Sage as these both integrate effectively with Pursuit.

The benefit to our business since implementing Pursuit has been invaluable. From entering booking information onto the system, the applicants are paid, the invoice is raised promptly and accurately – all this minimizes paperwork and saves us an immense amount of time each week. To be able to identify lists of potential clients, ring fence their details, mailshot each client with a candidate details, book follow up calls and have all the information recorded against both client and candidate record has increased our success in getting our candidates in front of clients before our competitors.

The back up and support we receive from Vaughan Data both during the implementation of Pursuit and currently is first class. A telephone call is able to sort out most issues immediately. When needed, remote access to each computer means problems are fixed quickly with minimal interruption to our working day.”

Teresa Quinn – Owner

The Recruitment Company (Coleshill) Ltd