

# staffITpro Success Story

A business reference regarding the daily business of fleetwood Personal & Marketing GmbH, Ottobrunn/München, Germany



**fleetwood consults and supports middle-sized businesses and affiliated groups that interact on an international level in the area of human resource management and IT-Freelancer professionals.**

**For one year now fleetwood has used staffITpro as the central software for the complete process of recruitment.**

## The Requirements

In the beginning of last year it became more and more obvious that the current IT-System did not meet customer expectations regarding personnel placement anymore. In particular the arrangement of several databases and document systems proved not to be up-to-date anymore and extremely time-consuming to work with.

## The Demands

The new database solution should meet the following demands:

- Only one database should cover the entire workflow regarding IT-Consulting (search for matching professionals, contact management, project management, etc.).
- The database application should also offer the function of CRM-Systems.
- The transfer of existing data in an adequate form should be possible as well as an automated transferring process.

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- The system should adapt to specific factors regarding fleetwood's requirements. Especially, the integration of existing Word templates and text components as well as simple customizing should be possible.
- Furthermore, new applications should not require intensive personnel training nor demand excessive time to implement.

## The Decision

Due to time factors, fleetwood did not consider a new development. Instead, they decided to obtain an application from an external provider. As they scanned the internet for an appropriate application they quickly selected about ten options.

Of these ten options, staffITpro seemed to offer the most complete solution with CRM functions. The developer, audeoSoft, discussed and solved all problems after two online demonstrations. The software was ordered, and audeoSoft was assigned to compile a script for the migration of the old database.

## The Migration

Sensitive data should not leave the company; therefore, fleetwood transferred and defined only the structures of their database as well as examples of data records to audeoSoft on how the database should be displayed within staffITpro. The actual conversion occurred, guided by script, at the fleetwood company. The conversion met the requirements. The conversion met the requirements and the system was ready to use within one day.

As it turned out the migration guidelines were not exact, as they were capable of be-

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„staffITpro was the right choice; the seamless integration of all processes helped our company to save valuable time.“

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ing misunderstood. Some contents of the destination database did not conform to the idea of the client. However, these problems were solved with reorganized operations of the database. With additional scripts audeoSoft was able to eliminate these problems to the full satisfaction of fleetwood. Even in this transition phase the system was fully functional for daily use.

### The Daily business

After the migration was completed a year ago, the implementation of the new database solution proved to save time in all processes in the consulting area. staffITpro simplified and expedited the complete workflow from publicising open positions on the internet, to processing incoming resumes, to selecting the best matching applicant, to drawing up offers to customers, to the point of preparing invoices.

An absolute highlight was the implementation of XML resumes. Within seconds resumes could be imported into the database to be compared to existing information. By using style sheets with fleetwood's exact layout, resumes could be produced just as quickly.

### The Conclusion

With staffITpro the correct choice was made. The seamless integration of all processes produced the intended time savings. This time could now be used for customer care and business development, whereas the integrated CRM-Module achieved excellent results.

A few months ago fleetwood decided to publicise vacant positions in the project portal resoom.de. The portal is gaining more and more recognition to IT-professionals as an excellent source in the search for projects. Furthermore, it offers them the opportunity to maintain their resumes and to send them to project providers in XML format.

As the HR-XML format gains more and more popularity as the resume format of the future. The acceptance from freelancers for this innovation continues to increase. Fleetwood profits from maintaining resumes that are fully readable by machine.

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„staffITpro is supporting our customers significantly in their daily work. It helps them to be competitive and to handle more requests in a shorter time.“