VRP Consulting

Bullhorn accelerates Lightning App Development with VRP technical expertise

After entering the Salesforce ecosystem with three acquisitions, Bullhorn needed experts to accelerate the development of the apps. One of the apps was in the process of being fully re-developed for Lightning. In order to complete this project on time, Bullhorn looked to augment their internal resources to accelerate delivery.

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"VRP Consulting is our trusted partner. We value VRP's expertise and experience in both Salesforce and Bullhorn. We are happy to recommend them as an AppExchange development, implementation and support partner."

Jonathan Novich, SVP Product, Salesforce at Bullhorn

Results

Deep Architecture review AppExchange Apps

Accelerated Lightning App Dev

Most popular Recruiting App on AppExchange

Agile and immediate delivery of expertise leading to partnership

The Challenge

Bullhorn moved into the Salesforce ecosystem to widen their offering of recruitment-based solutions. This was done through strategic acquisitions of three Salesforce Products on the AppExchange. The new acquisitions created a necessity to rapidly expand their in-house Salesforce expertise. The situation was urgent, as the plan was to completely redevelop one of their applications for the Lightning Platform. The project had a short timeline with customers counting on delivery to embrace Lightning.

The Wish

Bullhorn wished to find a team of experienced Salesforce App development experts to conduct a detailed analysis of the app and work onsite alongside inhouse developers to accelerate the delivery of the new Salesforce Lightning App by year end. Timing was essential: an experienced Lightning development team needed to be deployed immediately onsite in The Netherlands and delivery had to start through close collaboration from day 1.

The Solution

After reviewing various options, Bullhorn turned to VRP Consulting based on a recommendation from one of the newly acquired product companies, JobScience which worked with VRP for 8 years. VRP conducted the app review, helped finish the development of the new Lightning App, passed it through the rigorous Salesforce Security Review, helped implemented the new solution within the Bullhorn's client.

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The Stages

The project involved an initial review and technical analysis of the newly purchased apps on the AppExchange. This was followed by providing an outsourced team of expert technical App developers to create the new Lightning App.

Due to the rapid deployment of the VRP technical team and close collaboration in the Netherlands, ultimately resulting in the rapid delivery of a new Lightning App, a partnership was established between Bullhorn and VRP Consulting. Bullhorn can focus on their company roadmap with the knowledge they have a reliable partner in VRP Consulting to deliver expertise and capability as and when required. They now have access to a pool of resources, including specialists such as architects, administrators, custom configuration and developers.

The Result

In this partnership, both Bullhorn and VRP Consulting are now ideally placed to develop innovative new industry-leading products and agile implementation, thereby serving customers better. The relationship between Bullhorn and VRP Consulting has grown stronger over their combined 50+ client implementations. The combination of industry experience and Salesforce consulting, development, service delivery and support expertise provides a powerful offering for any recruiter looking to gain competitive advantage in their respective markets.

Company Profile

Bullhorn is the global leader in software for the staffing and recruiting industry. More than 10,000 staffing companies rely on Bullhorn's cloud-based platform to drive sales, build relationships, and power their staffing processes from start to finish. Bullhorn is headquartered in Boston with offices around the world and employs more than 1,000 people globally.

PLATFORM	BUSINESS USE	LOCATION	INDUSTRY
AppExchange, PDO, Salesforce, Lightning App development	Analysis of existing Apps on the AppExchange, developing a new Lightning for the AppExchange, reliable Product Outsourcing Partner	Netherlands	Hi-Tech

Do you need a partner to develop your Salesforce AppExchange product? Then contact us today to discuss your individual needs.