

SOLVE IT STORIES

TALES OF CUSTOMER SUCCESS FROM OUR PARTNERS  KonaSearch

How KonaSearch helped Digitalent accelerate its data searching speed by 200%.

THE CHALLENGE

Digitalent of Switzerland serves technology companies with a managed recruiting service offering everything from creating a company's career site to digital recruiting campaigns. As demand for IT workers outstripped supply, Digitalent actively sourced and cultivated relationships with potential candidates and research analysts maintained a database of all candidates in Salesforce. Since information was spread across multiple objects, finding it was consuming an increasing amount of time. Digitalent needed a way to filter outputs so that users could look for results, including one object, such as a contact (job candidate), and restrict the results based on fields in other objects, such as the project (job vacancy).

THE OPPORTUNITY

In the talent and recruiting industries, as organizations continue to use Salesforce to replace legacy Applicant Tracking Systems (ATS), research analysts need to be able to quickly match applicants to open jobs.

HOW DO THEY ...

- Consolidate data scattered across systems?
- Apply filters to the data in different ways based on a variety of criteria?
- Run advanced multi-object searches?

In the case of Digitalent, it needed a solution that could help it curate data to quickly source qualified candidates for open roles. It was able to do this with the support of KonaSearch.

Multi-object search sold us. (We're) extremely satisfied with KonaSearch, both building the custom pages and communicating. We're able to filter and facet on anything.

Ivana Vasilic
RESEARCH ANALYST



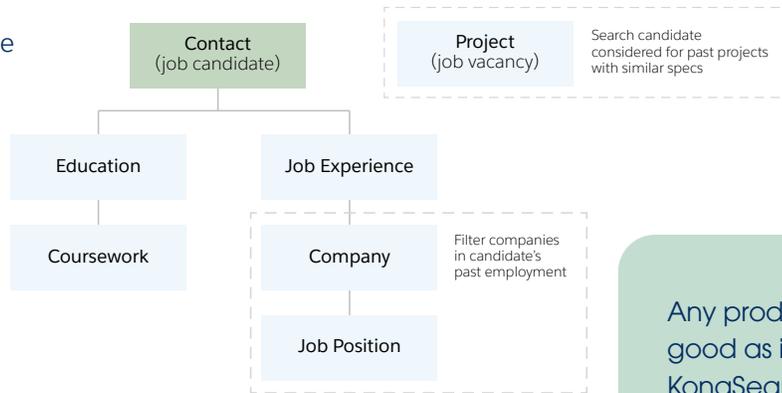
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THE SUCCESSFUL OUTCOME

KonaSearch built a search page (Title: Talent Search) for Digitalent, giving the company advanced filters and facets representing over 20 different fields. It also allows complex multi-object search capabilities, such as shown in the diagram at the right.

Sample multi-object search diagram



Now Digitalent's Salesforce org runs everything from ATS to company functions such as time tracking, projects, and allocations. This translates to customizations in Salesforce with only three Standard Objects used - accounts, contacts, and activities.

Any product is only as good as its support and KonaSearch is great.

Anna Matoga
TECHNICAL CONSULTANT



THIS HAS RESULTED IN ...

- 50% increase in Salesforce usage
- 170% productivity increase
- 200% faster searching
- 10 hours per month in time savings

CONSIDERATIONS FOR CUSTOMERS NEEDING TO IMPROVE ITS RECRUITING PROCESSES:

- Multi-object search can be built (if you have significant development resources).
- Reports can be customized initially but are not a long-term solution and may aggravate your users.
- Understand what users need rather than what they think they need.

Learn more about KonaSearch's solution on AppExchange.

