

Partnering for Search Success



- Formed in 2011
- Clients in the UK and internationally
- Specialists in the recruitment of senior HR professionals
- Offer clients permanent, interim and fixed term contract solutions.



Sarah Barwell
Director & Co-Founder
The Three Partnership

“When we set up The Three Partnership, we chose a software provider that was considered state of the art at that time, but things have definitely moved on. When we first saw Invenias, we weren’t even considering a change of search software but after a demonstration, we soon realised our existing system was clunky and outdated”.

Sarah Barwell is a Director and co-founder of The Three Partnership, specialists in the recruitment of senior level HR professionals in the UK and internationally. The firm provide a tailored and time-effective solution based on a deep understanding of the requirements of their clients and candidates. With over 15 years’ experience in executive search and selection, Sarah has extensive experience of software systems and their role in workflow management and building candidate intelligence.

Any reservations The Three Partnership may have had about the migration process and the move to Invenias were quickly allayed by a glowing customer recommendation. Ongoing communication and advice from Invenias’ experienced migrations team throughout the phased migration ensured a smooth and seamless transition. Sarah states “the perceived pain of moving never materialised. The migration to Invenias was an absolute breeze.” In addition, the familiar look and feel of the software, sitting within Outlook and Microsoft Office, meant the team were quickly up and running.

Sarah highlights the ease of capturing information and pictures from online social networking sites as a significant strength of the platform. “Invenias allows the team to instantly parse candidate profiles meaning that the most up to date candidate information is always in the system.” This has significantly enhanced The Three Partnership’s candidate data and means they are able to capture the latest candidate information quickly and easily, at the click of a button.

In their short time with Invenias, Sarah has been impressed with the flexibility of the software and mobile apps. The platform’s mobile working capabilities particularly suit the organisation, as they spend a lot of time out of the office. The ability to access, update and share information on the go means that the team are able to work at full speed regardless of location, which has really enhanced productivity. Sarah states “we are able to capture and access knowledge far quicker with Invenias. This has added real value to our organisation as we are completing assignments more swiftly and continually exceeding the expectations of our clients.” The flexibility of the Invenias platform extends to its searching capabilities and this is something Sarah finds particularly valuable. “As a niche firm, we perform a wide range of searches on the basis of a variety of different criteria. The fact that we can

search our data quickly and easily is fantastic.”

The reporting capabilities provide The Three Partnership with deeper insight into the performance of their business, something as a smaller firm, they haven’t previously had. The ability to track leads and referrals allows The Three Partnership to focus on the key areas of their business going forward. Sarah and her team are looking to taking their performance analysis even further using the latest features of Invenias. Sarah says “the new features of Invenias will give us even greater transparency around our marketing and new business activities and we’re looking forward to exploring more of its functionality. This insight will be invaluable.”

However, it isn’t just the functionality of the software that has exceeded expectations. Invenias places real value on establishing relationships with their customers and getting to know and understand how their businesses work. As a result of this investment, Invenias have been able to suggest ways The Three Partnership can get more from the software and add real value to their organisation. Sarah states “it feels like a partnership with Invenias and this is something I have not experienced with previous software providers. They are a really responsive and proactive organisation to do business with, there are no extra fees and the support is excellent.”

In addition to increasing the speed and ease of information capture, Sarah and her team are able to quickly share their extensive industry knowledge and insight using Invenias. As a firm, The Three Partnership pride themselves on their ability to truly understand their customers’ requirements and place particular emphasis on ensuring cultural fit of candidates. “Invenias helps provide a consolidated view of the rich information necessary to ensure the right candidates are placed in the right roles.”

Sarah concludes “Invenias is just so easy to use and intuitive. We have seen a real increase in productivity through the increased pace at which we are able to work. Our partnership with Invenias delivers real value to our organisation.”



“Invenias delivers real added value to our organisation and we are successfully completing assignments more swiftly.”

invenias ▶

- Used by the world’s leading search firms and in-house strategic talent teams
- Enabling effective delivery of assignments and stronger relationships with clients and candidates
- Easy to use cloud-based desktop and mobile applications
- Thousands of users in over 60 countries
- Listed in CIOReview’s ‘20 Most Promising HR Technology Solutions Providers 2016’
- Recognised by HR Tech Outlook as one of the ‘Top 10 Recruitment Software Solution Providers 2017’.

www.invenias.com

www.threepartnership.com