

# The Ambitious Software Provider to Ambitious Firms

## The Miles Partnership

- Founded in 1996
- Challenger brand to the big 5 in the London Executive Search space
- Large multi-disciplinary boutique with a 40-strong team
- Offering Executive and Board Search, Interim Management solutions and Leadership Consulting
- Consistently named in the Executive Grapevine top 30 Board and C-Suite Firms rankings.

### For a London-based search firm looking to challenge the big 5, having the right technology in place to help their people deliver the best service to clients and candidates is essential.

The Miles Partnership are a multidisciplinary boutique search firm, originally founded by Miles Broadbent of Norman Broadbent in 1996. In the last few years they have grown from a small team of 5-15 consultants, to a team of 40 allowing them to diversify, serving clients across a range of sectors.

In his quest to make The Miles Partnership “the coolest firm in London” CEO Chris Stainton recognises the importance of technology, and how it can help his team deliver the best results for their clients. Chris says, “In an increasingly competitive market for global talent we are confident that Invenias is the platform that will continue to set us apart from the competition, and enable our growth due to its progressive underlying technology that places the user experience at its core.”

The Miles Partnership see Invenias’ investment in innovation as a key differentiator, benefiting from features offered in the Invenias platform such as collaborative tools that enhance and nurture relationships with the search firm’s key stakeholders. For Chris and his team, Invenias’ dedication to developing and delivering great software makes them an ideal partner, as they can be sure that they will always be working with the latest executive search technology, designed with their needs in mind.

As a forward-thinking search firm, The Miles Partnership “want to be at the front of the queue for the latest apps and developments in executive search technology.”

With Invenias they benefit from a range of products that support their business across the whole life cycle of a search, from business development and pitching to clients, to research tools, apps that allow their consultants to work on the go, digital engagement with clients and candidates, and reporting and dashboarding that allows them to analyse and track the success of their business.

Chris says “Executive search requires skill, experience, determination coupled with firm-wide access to exceptional knowledge. We strive to be at the forefront of new methodologies and business practices in order to enable our consultants to deliver the very best results to our clients and candidates. This means we need the best technology available in the market today, and in the future. We feel confident that we have this with Invenias.”

He adds the mobility offered by the Invenias platform is particularly important to them. Invenias’ mobile and iPad apps allow consultants at The Miles Partnership to work seamlessly wherever they are. “Mobilising consultants is a huge benefit. They can be out for a meeting with a client and use the iPad app to record the clients feedback and have all the information they need at their fingertips. This means that vital information is quickly saved to our database which may not have been recorded before”.

Chris says that as they increase the usage of the mobile apps across the firm he can see that it will have a positive impact on productivity, for example when consultants can find all the information they need and send and save emails when they are out of the office.

The Miles Partnership have also recently started using Invenias’ latest Dashboard functionality to analyse their data and make better informed decisions, and while they feel they have only just scratched the surface, it is already popular with the consultants and management team. “We published a dashboard of open assignments and found a lot of things that weren’t closed, and having the reporting on this offered by Invenias is really going to improve the quality of our data, something that wasn’t reported on or encouraged in our old FileFinder system”

Chris concludes “across the firm we are already reaping the benefits of working with Invenias and look forward to continued success as we delve deeper into the platform, helping the team to work more productively and spend more time focusing on what matters for our client and candidates”.



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Chris Stainton  
Chief Executive

[miles-partnership.com](http://miles-partnership.com)

## invenias ▶

- Designed for executive search firms, strategic recruitment companies and in-house executive talent acquisition teams
- Enabling effective delivery of assignments, stronger relationships with clients and candidates and transformation of the productivity of search operations
- Easy to use cloud-based desktop and mobile applications
- Invenias serves thousands of users in over sixty countries across the globe

[www.invenias.com](http://www.invenias.com)