



# Tech Solutions

## CRM Vs ATS



### USP's



### Pro's and Con's

#### Pros

**Automated**  
**Scale**  
**Integrated Marketing**

#### Cons

**Learning Curve**  
**Feature Overlap**  
**Expensive**

#### Pros

**Design for the Recruitment industry**

**User friendly interface**

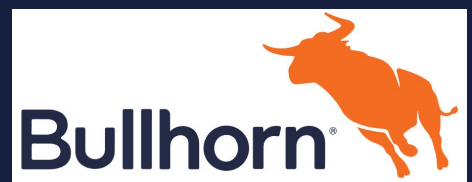
**It will handle increased volume of business**

#### Cons

**Less customisation than a traditional CRM**

**Time & cost overheads for system maintenance**

**Overall cost can be prohibitive**



**salesforce**

#### Pros

**Sheer amount of integrations**

**Highly Configurable**

**Automate workflow and deal tasks**

#### Cons

**High cost**

**Significant learning curve**

**Complex and timely implementation**



# Tech Solutions

## CRM Vs ATS

greenhouse

### USP's



### Pros

Very user friendly

Provides a consistent & structured approach to hiring

Reporting & analytics that focus on the recruitment process

### Cons

Purely an ATS. It talks about being a CRM but its focus is candidates

Less automation available

One of the more expensive ATS only options

## The Ultimate Combo

