

AESC Member Firm Johnson Unveils the Story Behind Its Decision to Return as FileFinder Executive Search Software Client

LONDON, UNITED KINGDOM, May 4, 2017 /EINPresswire.com/ -- Dillistone Systems, the leading global provider of technology to executive search firms and strategic recruiting teams, is proud to welcome the return of Johnson, Sydney-based retained executive search firm with offices in Sydney, Singapore, Hong Kong and Shanghai, as a FileFinder client.

Johnson, led by Jason Johnson, recognised as one of the most successful and influential search

consultants in the world and a former Global Chairman of the Association of Executive Search Consultants (the AESC), relied on a legacy version of FileFinder before deciding to implement the Invenias executive search software platform.



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Jason Johnson, Managing Partner, Johnson

Jason explained: “I was keen to run the new business in the Cloud. I knew FileFinder of old and had always had a good experience with it. However, I perceived it as being a product that was ported to the Cloud, rather than one designed for the Cloud. I felt this would hold us back – Invenias was Cloud only, and so we went with that.”

By late 2016, however, it was apparent that the product was not meeting the needs of Jason's new firm. Operations Manager Elly Scales explains: “We actually quite liked Invenias. It was a ‘sexy product’ and it does some things well. But it's more superficial. It doesn't have the sort of depth we

need.”

Asked for an example, Elly explains that a major part of the Johnson service offering is the reports they produce for clients. These can include extensive market maps, sometimes extending to hundreds of pages. “These reports are an integral and significant part of what we do. It was taking us – literally – days of work with Invenias. We explained what we wanted to achieve and were told it was impossible – but the FileFinder product was able to produce what we needed quickly and easily. A report that took me three days to produce on Invenias takes me a couple of hours today. It's changed my life.”

Since going live on FileFinder Anywhere, Elly has found the Dillistone support service to be excellent: “Everyone is so friendly and so helpful. It’s a real benefit to be able to pick up the phone and speak to someone... We never had that before. We feel like we are working with a local team, rather than having to wait for help from the UK. It makes a big difference.”

While Elly has been project lead, user adoption has been excellent throughout the firm. In an unprompted email sent to a member of the Dillistone team, Rebecca Abraham, a Director of the firm, wrote “We think you guys and the system are great and it’s honestly a pleasure to use and a pleasure dealing with you guys.”

Jason agrees: “I’ve already recommended FileFinder Anywhere to other firms in the industry. It’s not just a database, it’s a true practice management system. Everything we do is dependent on it. We are delighted with our decision to switch to FileFinder Anywhere.”

Jason Starr, Managing Director of Dillistone Systems, commented: “We are delighted that Jason and his team have returned to the platform and delighted by how well the implementation has gone for them. We are increasingly hearing feedback like this – FileFinder Anywhere has also just been named as "[Best Executive Recruiting Software](#)" for the third year running by a major independent review – and it’s a great feeling.”

To read the full story, visit <https://www.dillistone.com/testimonial/johnson-returning-filefinder-anywhere-executive-search-software-correct-decision/>

To learn how FileFinder Anywhere can support your executive search business, email info@dillistone.com to book your free demonstration today.

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