PUMP
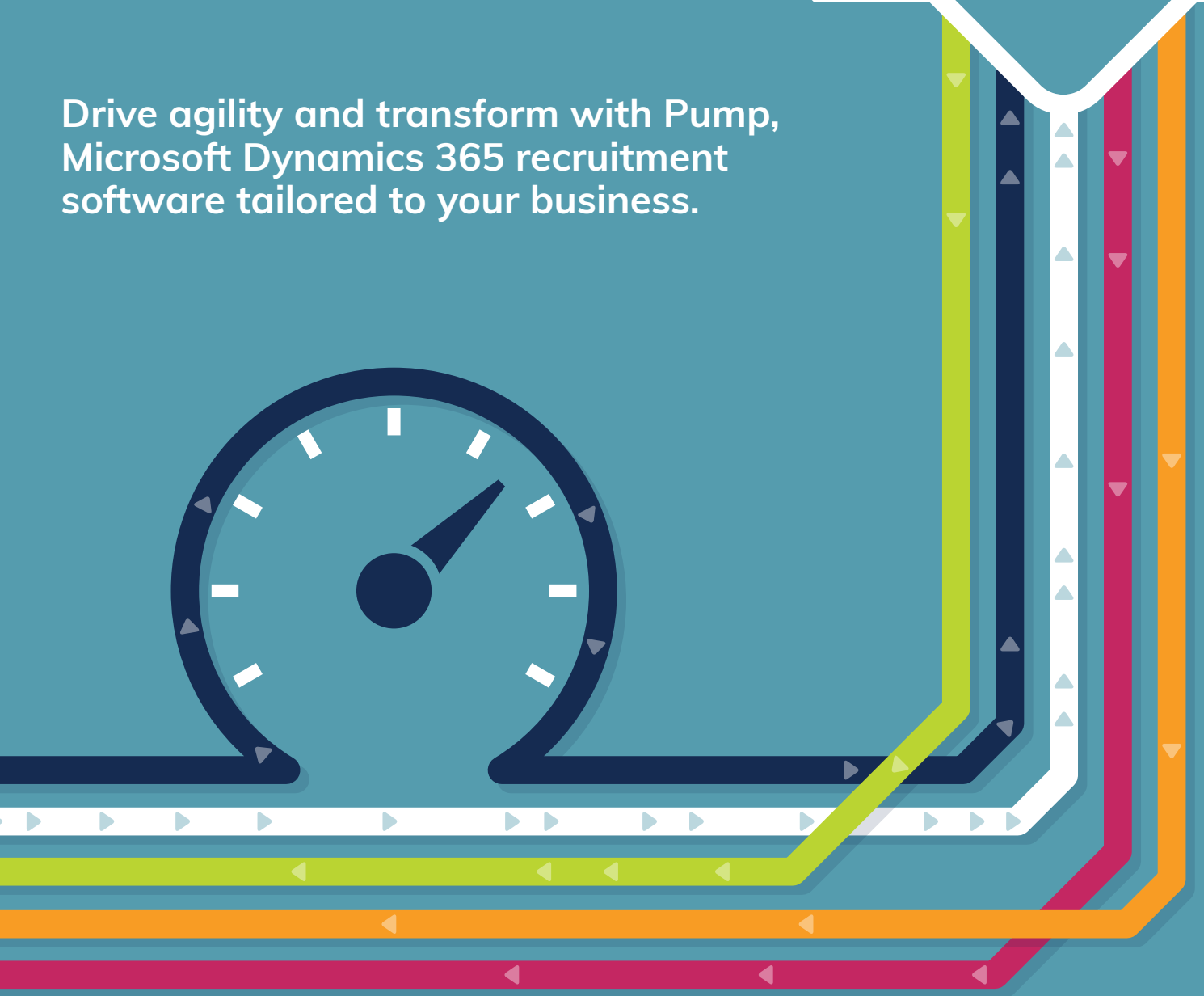
Drive agility and transform with Pump, Microsoft Dynamics 365 recruitment software tailored to your business.

Your trusted technology partner

Our mission is simple: to drive agility and transformation within your business using Microsoft Dynamics 365 recruitment software. We believe in delivering solutions that are not only powerful but also flexible, allowing you to adapt and thrive in an ever-evolving landscape.

With over 25 years of industry-leading expertise in recruitment systems, we understand the unique challenges and demands of the recruitment world.

▶ Pump is a recruitment ATS and CRM built on Microsoft's scalable, innovative one cloud platform and embedded with industry-leading AI & sales acceleration software, Dynamics 365 Sales Enterprise.

▶ Pump enables your recruiters to achieve more through automation, actionable insights, and a responsive user experience, whilst giving management control, accuracy, and agility.

▶ We can tailor your solution and training to reflect your unique business processes, services, and structure as part of a simple, Agile and rapid 12-week implementation – allowing you to delight your employees, clients and candidates.

▶ Extend Pump with Microsoft's Business Applications, including enterprise reporting with Power BI, no-code automation with Power Automate, generative AI with Microsoft Copilot for Sales and real-time marketing journeys with Dynamics 365 Marketing.
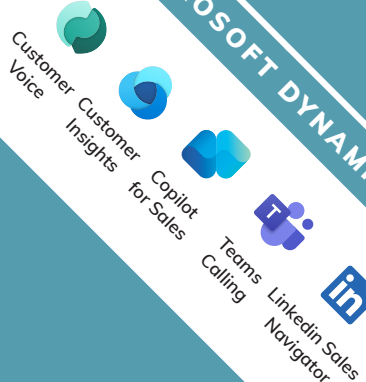
POWER PLATFORM

MICROSOFT DYNAMICS 365

MICROSOFT DYNAMICS 365

MICROSOFT DATAVERSE

COPILOT FOR SALES

MICROSOFT 365

PUMP

Power BI

Power Pages

Power Apps

Copilot Studio

Power Automate

Customer Voice

Customer Insights

Copilot for Sales

Teams Calling

Linkedin Sales Navigator

daxtra

textkernel

broadbean technology

RSM InTime

Why choose Pump?

Take control, gain insight and adapt faster with Pump

Adaptable and scalable enterprise platform
Easily adaptable, scalable and evolving enterprise platform that enables continuous innovation – giving you a unique competitive advantage.

End to end solutions unified on one dataverse
End to end business solutions deployed to a single unified data platform for every challenge and opportunity – offering you more than just an ATS.

Industry leading sales acceleration software
Sell at scale with industry-leading sequencing, contextual insights, and Lead to Opportunity pipeline management with Dynamics 365 Sales Enterprise. Extend with Dynamics 365 Marketing for multi-channel engagement and generative AI to give your recruiters a 360-view of your clients and candidates.

A guided and responsive user experience
A simple user experience with real-time, personalised dashboards and workflows that guide your consultants' step by step through your processes - enabling efficiency and control.

Automate processes and repetitive tasks easily
Automate processes, repetitive tasks and data capture so your recruiters can concentrate on building relationships - connected to over 300+ external apps out of the box with Power Automate.
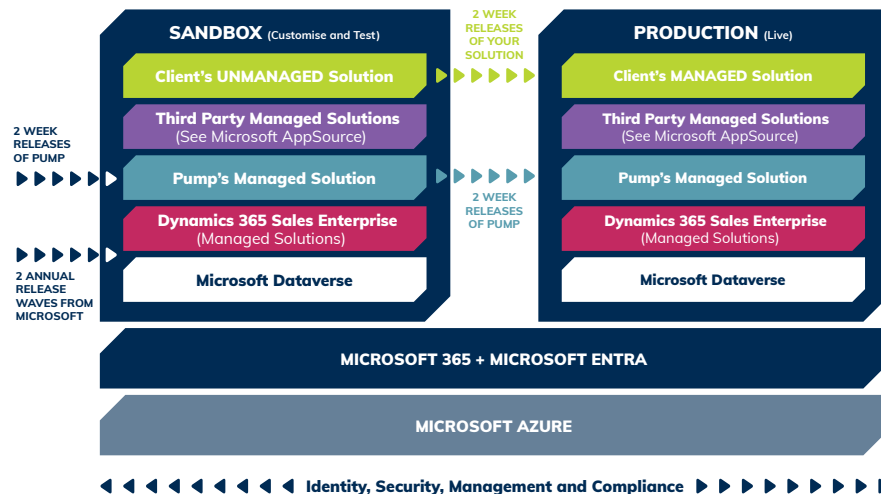
Embedded within your workplace applications
Accessible 'anytime, anywhere' and embedded within the modern workplace applications your employees already use, including Outlook, Word, Excel, Teams, LinkedIn, and mobile. Harness the power of generative AI with Microsoft Copilot for Sales, included with Pump.

Agile Implementation / Architecture: Iterative, incremental and low risk

▸ We work with you to define and document your processes, priorities, and adoption strategy.

▸ Starting with a handful of discovery workshops, a tailored solution is delivered rapidly to your Sandbox.

▸ Agile delivery plan with two-week releases and review calls.

SANDBOX (Customise and Test)

2 WEEK RELEASES OF YOUR SOLUTION

PRODUCTION (Live)

Client's UNMANAGED Solution

Client's MANAGED Solution

Third Party Managed Solutions
(See Microsoft AppSource)

Third Party Managed Solutions
(See Microsoft AppSource)

Pump's Managed Solution

Pump's Managed Solution

Dynamics 365 Sales Enterprise
(Managed Solutions)

Dynamics 365 Sales Enterprise
(Managed Solutions)

Microsoft Dataverse

Microsoft Dataverse

2 WEEK RELEASES OF PUMP

2 WEEK RELEASES OF PUMP

2 ANNUAL RELEASE WAVES FROM MICROSOFT

MICROSOFT 365 + MICROSOFT ENTRA

MICROSOFT AZURE

◀ ◀ ◀ ◀ ◀ ◀ ◀ ◀ **Identity, Security, Management and Compliance** ▶ ▶ ▶ ▶ ▶ ▶ ▶ ▶

Pump annual subscription includes:

When you choose Pump, you gain access to a comprehensive suite of tools designed to drive success. Dynamics 365 Sales Enterprise and Copilot for Sales are integral components of your Pump licensing, providing powerful capabilities to enhance your recruitment processes.

Pump Application: Out of the box CRM and ATS recruitment software embedded with Dynamics 365 Sales Enterprise.

Microsoft Dynamics 365 Sales Enterprise enriches Pump with advanced lead-to-opportunity management feature. Sales Enterprise includes LinkedIn Sales Navigator, Teams Dialler and Microsoft 365 business application integrations.

Sales Enterprise in Pump allows you to effectively track, manage and optimise sales pipelines and workflows, driving revenue growth, whilst ensuring a streamlined and efficient recruitment process.

Microsoft Copilot for Sales reshapes your business development and recruitment tactics with its AI-driven sales assistant. By automating mundane tasks, providing insightful recommendations, and directing your team towards lucrative opportunities, Copilot for Sales amplifies efficiency.

CV Parsing: Powered by Textkernel Extract!

Microsoft Dynamics 365 Sales Insights: Conversation Intelligence & Sales Accelerator, Lead and Opportunity AI Scoring.

Microsoft Power Apps: No-code customisation capabilities, including Forms, Dashboards, Views, Charts, Business Process Flows & Rules.

Microsoft Dynamics 365 Customer Voice: Integrated surveys + form capture.

Microsoft Power Automate: Easily automate end-to-end business processes and repetitive activities. Limited to the context of the embedding Dynamics 365 application.

Microsoft Teams integration: Including Teams Meetings, Teams Calling, Conservation Intelligence and Teams Chat.

Outlook integration: Dynamics 365 App for Outlook and exchange-side Office 365 email, appointment and task syncing.

Engine Chrome / Edge browser extension: Match, create and update Pump records from LinkedIn and Xing.

LinkedIn Sales Navigator integration: Provide a unified solution that enables your team to sell smarter by leveraging data and insights across both Dynamics 365 Sales and LinkedIn Sales Navigator to gain a holistic view of your customers.

Extend Pump further with these Microsoft Business Applications

Microsoft Power BI Pro & Metrics
Microsoft's business intelligence reporting suite. Curate metrics and track them against key business objectives.

Microsoft Power Pages
Enable candidates and clients to interact with your database, through Microsoft's enterprise portal solution, customised by Pump to your needs.

Microsoft AppSource Install additional third-party applications approved by Microsoft.

Dynamics 365 Customer Insights
Sales Insights AI functionality, Real-time Marketing journeys within Dynamics 365 Sales Enterprise, fully integrated with Pump.

Microsoft Copilot Studio
Microsoft Copilot Studio enhances digital experiences with customisable Copilots & AI tools. Copilot Studio offers powerful content creation, management, and optimisation, integrated throughout Microsoft 365.

Get it from **Microsoft AppSource**

PUMP

**To schedule a discovery call
and demonstration, contact:**

sales@pumprecruits.com
+44 (0)1603 735935

pumprecruits.com