

# 8 reasons why your CRM is not firing on all cylinders

Clinging on to an old CRM that is no longer working for your agency can seriously hold you back and limit your revenue potential. But how do you know when it's time to start the conversation about new CRM software?

Here's 8 reasons why it may be the right time to start evaluating a new CRM

## 1. Is it keeping you compliant?

With new and changing regulations such as IR35, is your technology helping to keep you compliant and supporting you with legislative changes?

## 2. Is it accessible on the move?

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With remote working and busy consultants who are constantly in meetings, it's important that your CRM be accessed at anytime, anywhere and on any device.

**3. Is it functional?**  
Does it do everything you need it to? For example, can your CRM segment your audience, alert you to key actions, report on the right metrics and integrate with your website? If it doesn't make your life easier and smoother, it's not serving you in the way it should.

## 4. Are there hidden costs?

If you need to change something with your software, add on an application or run a new report and you're required to cough up incremental fees, then you're probably paying out more than you need to.

## 5. Is anyone there?

If you're always paying extra for support or waiting weeks to get answers back from your point of contact, you're not being supported in the right way.

## 6. Does it support everyone?

A CRM isn't just for your consultants to manage candidate and client relationships, it should serve your entire business joining up your front and back office and integrating every single department in one system.

## 7. Is it easy to use?

If your CRM is convoluted and complex and the implementation was too hard in the first place, the likelihood is it's collecting dust and not being used properly or to its full capability.

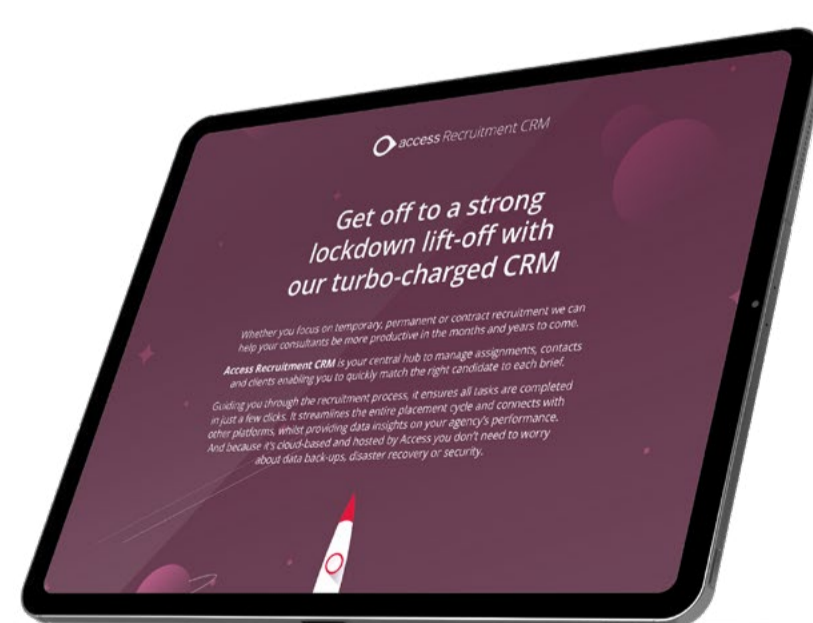
## 8. Does it protect your business from cyber security threats?

Many cyber attacks seek to prey on isolated home workers. According to IIPRO, UK ransomware attacks surged by 80% in the third quarter of 2020. If your CRM is not on the cloud you could be missing out on key security updates that maximise protection.

## Ready for a faster, smarter CRM?

Whether you focus on temporary, permanent or contact recruitment we can help your consultants be more productive with our intuitive [Access Recruitment CRM](#)

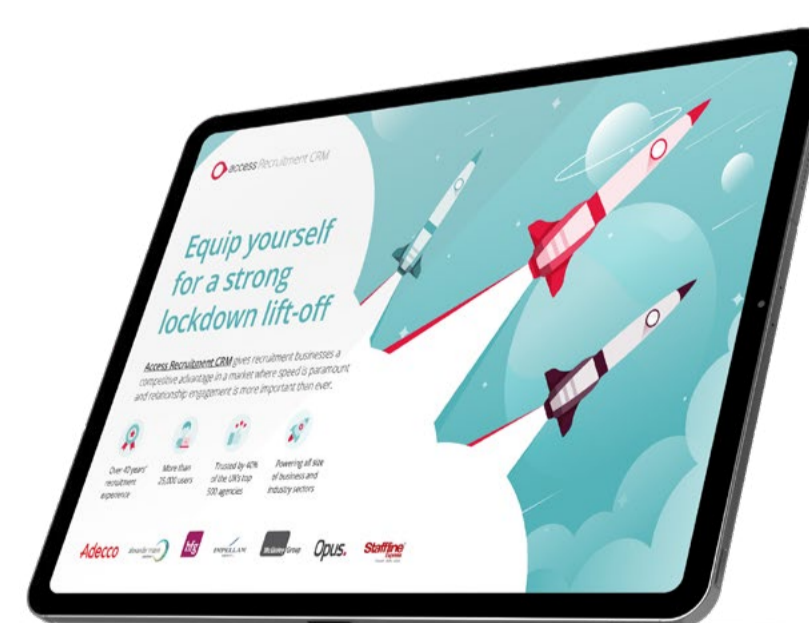
### Further information:



Get off to a flying start with our turbo charged Recruitment CRM



How your CRM powers your recruitment lifecycle



Equip yourself for a strong lockdown lift-off

### About Access Recruitment

Access helps the UK's top agencies to simplify the everyday running of their recruitment business to fuel efficiency and productivity, control costs and enable growth. By bringing together best of breed products onto one platform we take care of everything from sourcing, screening and attracting the right candidates, paying workers, contractors and candidates right through to billing the clients and managing cash collection. This connected and collaborative way of working brings together every department within your recruitment business – giving you the freedom to focus on clients and candidates.

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