

## ASX RELEASE

### LiveHire secures enterprise agreement with Vodafone Hutchison Australia

**14 November 2018 | Melbourne, Australia**

LiveHire Limited (ASX: LVH) (LiveHire or the Company), the award-winning<sup>1</sup> talent acquisition & engagement platform that revolutionises the candidate experience and enables businesses to thrive with talent on demand, is pleased to announce it has secured its largest direct enterprise agreement to date with Vodafone Hutchison Australia (VHA) for empowering their end-to-end sourcing, engagement, and talent acquisition process through the LiveHire platform.

#### **Vodafone Australia**

Vodafone Australia or Vodafone Hutchison Australia (VHA) is a mobile telecommunications company and Internet service provider that operates the Vodafone brand in Australia. VHA's 4G mobile network covers more than 22 million Australians, and Vodafone nbn™ fixed broadband services is available in capital cities and selected regional centres. VHA employs around 2,500 people at its Sydney, Melbourne, Brisbane, Adelaide and Perth offices, its contact centre in Hobart and more than 120 company-owned retail stores throughout Australia.

#### **LiveHire direct sales channel continues to grow and deliver**

VHA represents a strategically important client as it demonstrates the LiveHire platforms ability to solve for and deliver best in breed solutions to larger and more complex organisations.

LiveHire technology will empower the entire sourcing, engagement and talent acquisition process end-to-end for VHA through a platform-based approach that is rapidly deployed, scalable, integrated, and underpinned by a single unified profile of the candidate, aiming to provide a private, secure, live, single source of truth of data for VHA and their candidates and employees.

Third party software to be initially integrated into the central LiveHire platform includes HR Onboard (new employee onboarding), HireVue (video interviewing and pre-hire assessment), Added Insight (psychometric assessment), Broadbean (multi job board posting) and Calendly (Interview calendar scheduling). LiveHire's platform based approach makes it simple for organisations to flex and modify their talent acquisition process as they grow and mature.

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<sup>1</sup> [Reference Link 1](#) [Reference Link 2](#) [Reference Link 3](#) [Reference Link 4](#)

The VHA agreement represents Annualised Recurring Revenue<sup>2</sup> of over 3 times the current average ARR across LiveHire clients<sup>3</sup>, in addition to other non-recurring upfront revenue in the form of implementation and integration fees. Vodafone's intention to build a long term and collaborative relationship with LiveHire is signaled by it committing to a 3-year term (subject to termination rights).

The company considers that the VHA enterprise agreement signals significant progression in the company's direct sales strategy, given it proves ongoing applicability and adoption of the LiveHire platform with larger enterprises, and the ability of the direct sales team to solve complex solutions for larger clients.

**Vanessa Hicks, Human Resources Director at Vodafone, said:**

*"Finding the right technology that provides a great experience for both candidates and hiring managers is very important to us at Vodafone. We are also keen to better leverage social sourcing and social media as a way to drive engagement of candidates and talent pipelining."*

*Effective Talent pooling is an important focus for an organisation of our size. We are excited about the opportunities, such as the ability to build talent communities and to further enhance the candidate experience, which LiveHire offers."*

*The LiveHire platform can integrate with our service providers like psych testing, video interviewing and more. LiveHire provides a product off the shelf which is simple enough that we can use it right across the board. We can welcome new recruiters into the team and they pick it up fast. It's an intuitive system.*

*Mostly though it's about transforming the experience through all the touch points in the recruitment journey. Having technology that supports that journey is probably the most exciting part about it."*

**Christy Forest CEO LiveHire, said:**

*"Up to now, LiveHire has been very focused on building a platform and architecture for global scale, to satisfy the most innovative practitioners in the market, RPO firms. As successful RPO implementations continue to accelerate, we have been expanding and mobilising our direct sales channel, to bring the award winning LiveHire platform to the mid-market of 500-5,000 FTE companies who primarily manage recruitment through their own internal teams.*

*Vodafone Australia is an iconic brand in Australia. We are truly delighted to serve them with a world-class platform that creates a recruiting experience for both candidate and recruiter that is modelled after some of the most familiar and friendly consumer experiences. We especially look forward to the power of our approach to support Vodafone in transforming the speed of their hiring of highly engaged and well-fitted employees.*

*At LiveHire, we believe that mid-market companies have some of the most interesting emerging employment brands. Our platform enables those companies to "punch above their weight" in their ability to attract the best-fitted talent from the best sources, through the power of mobile, social and cloud. As we expand our*

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<sup>2</sup> Annualised Recurring Revenue or ARR represents Monthly Recurring Revenue at any point in time, multiplied by 12. It provides a 12-month forward view of recurring revenue at a point in time.

<sup>3</sup> LiveHire average ARR per client \$27,885 as at September 2018 quarterly market release

*efforts within this market, we are excited to help propel the growth of these organisations through high quality talent acquisition, exceptional candidate experience and organisational agility."*

**For more information:**

Simon Hinsley - Investor Relations

[simonh@livehire.com](mailto:simonh@livehire.com) +61 401 809 653

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**About LiveHire**

LiveHire is a productivity and collaboration platform for talent management that delivers a proactive sourcing and internal mobility solution called Live Talent Communities. The platform makes managing the flow of talent into and through businesses seamless, delivering value through perfect visibility of existing employees, and shifting recruitment of new talent from reactive to proactive, reducing time and cost to hire, with an unrivalled candidate experience.

Founded in 2011, LiveHire is an Australian company headquartered in Melbourne, with offices also in Sydney, Brisbane and Perth.

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

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