



## ASX: LVH MARKET RELEASE

### LiveHire enters US market with commitment for 5 clients across a range of industries.

**8 March 2018 | Melbourne, Victoria**

#### Highlights

- LiveHire has signed an MSP/RPO channel partner agreement with Workforce Logiq<sup>2</sup>.
- Workforce Logiq is a leading global workforce management company, headquartered in Orlando, Florida; its European headquarters is in Stockholm, Sweden, with customer projects in 50 countries totalling over \$3bn in spend.
- LiveHire and Workforce Logiq will initially commence with a commitment of 5 client implementations.

LiveHire Limited (ASX: LVH) (“LiveHire” or the “Company”), the award-winning<sup>1</sup> talent acquisition & engagement platform that revolutionises candidate experience and enables businesses to thrive with talent on demand, is pleased to announce its US market entry with Managed Service Provider (MSP) / Recruitment Process Outsourcing (RPO) partner, Workforce Logiq.

#### About Workforce Logiq<sup>2</sup>

Workforce Logiq — a leading global workforce management company — enables organizations to win the talent they need to grow. With customer projects in 50 countries, it provides expert guidance, real-time analytics and patented and patent-pending, award-winning technologies, including MSP, Vendor Management System (VMS) and RPO solutions.

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

Workforce Logiq helps clients attain greater management, performance and financial control over their talent supply chains. Powered by more than 1,000 workforce management experts, Workforce Logiq currently manages 15,000 global supplier relationships and USD \$3 billion in spend globally. Workforce Logiq is headquartered in Orlando, Florida; its European headquarters is in Stockholm, Sweden. Workforce Logiq is backed by the Carlyle Group.

### **US expansion to initially commence with a commitment of 5 clients.**

The Workforce Logiq Agreement will commence with an initial commitment of five implementations of the LiveHire platform in the United States, with clients to be confirmed across a range of industries. The fees to be paid by Workforce Logiq in respect of the five enterprise clients individually represent Annualised Recurring Revenue (ARR)<sup>2</sup> approximately equal to the ARR per client across all LiveHire clients<sup>3</sup>, in addition to other non-recurring upfront revenue in the form of implementation fees<sup>4</sup>. Under the Workforce Logiq Agreement, LiveHire will provide its services to Workforce Logic on for an initial term which commenced on 6 March 2019 and will expire on the date that is 12 months after either 31 December 2019 or the commencement of services to the fifth client (whichever is earlier) (**Initial Term**). During the initial term Workforce Logiq will exclusively use the LiveHire platform for its Talent Community services.

### **MSP and RPO international market expansion**

LiveHire technology will support an initial commitment of 5 of Workforce Logiq's clients across both the MSP and RPO markets. The MSP market covers the outsourced management of an organisation's contingent (contractor) hires, whilst the RPO market covers the outsourced management of an organisation's permanent hires, whilst the MSP market covers the outsourced management of an organisation's contingent (contractor) hires.

The MSP market for LiveHire was strengthened with the release of its Agency Management module last quarter, allowing an MSP provider to engage multiple third-party vendors to submit contract workforce candidates directly into an organisations Live Talent Community. This, in combination with

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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 is \$32,007 as at December 2018 quarterly market release.

<sup>4</sup> Ongoing fees and charges for all five implementations are payable upfront and are not refundable if Workforce Logiq do not use LiveHire's services during the Initial Term.

LiveHire's award winning Talent Pooling and Engagement platform, means MSP providers can rapidly complete contingent hires for the organisation.

The RPO market for LiveHire has been well established in Australia, with implementations across multiple RPO channel partners, industries and workforce sizes. LiveHire has recently expanded the addressable market in RPO with the development of its High-Volume Hiring functionality, making it highly applicable and solving an acute problem for larger enterprise in international markets.

**Christy Forest, CEO of LiveHire, said:**

*"The LiveHire platform is globally unique and striving to solve an acute problem for organisations; how to deliver a candidate experience that can attract, engage, and hire the best talent, at scale, whilst reducing the low value activities and administration, enabling talent acquisition teams to focus on more strategic initiatives.*

*"We have been delivering valuable client outcomes in Australia for both our direct enterprise clients and outsourced channel partners, together setting the benchmark for how the new world of talent acquisition can work. It was only a matter of time before leading international outsourced providers saw the advantage this would provide to their installed and future customer base.*

*"Innovative MSP and RPO partners who manage large client bases are undoubtedly LiveHire's fastest path to scale into new markets, serving tens of thousands of enterprise clients. Workforce Logiq's mission is to deliver continuous innovation to its client base around total talent management, and with clients in 50 countries, served by 4 global solution centres, they are a perfect partner aligned to LiveHire's purpose to empower the flow of the world's talent.*

*"This is an exciting and well-prepared step change in LiveHire's growth, and we will now commence scaling the LiveHire platform internationally into an immediate, willing, and large customer base."*

**For more information:**

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**About LiveHire**

LiveHire is a Human Capital performance platform that delivers a proactive sourcing and talent mobility solution called Live Talent Communities. The platform makes managing the flow of talent into and through businesses seamless,

delivering value through detailed visibility of talent, shifting recruitment from reactive to proactive, improving fit, 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 and Perth.

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

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