ASX: LVH MARKET RELEASE

LiveHire awarded new Managed Direct Sourcing Contract.

31 May 2021 | Florida, USA

Highlights:

- LiveHire has been awarded a Managed Direct Sourcing contract with newly announced partner Alexander Mann Solutions (**"AMS"**)
- The end client of the Managed Direct Sourcing contract with AMS is a major Fortune 100 global consumer focussed corporation with a large global contingent workforce.
- This LiveHire and AMS partnership will initially focus on the end client's US contractor workforce.
- LiveHire's partner, AMS, is a global talent acquisition and contingent workforce management firm headquartered in London. AMS' solutions are delivered to 100+ blue-chip companies by 5,500+ experts operating across 90 countries and seven global client delivery service centres.

The Talent acquisition and mobility platform LiveHire Limited (ASX: LVH) (**"LiveHire"** or the **"Company"**) is pleased to report continued expansion of its North American operations with its latest Managed Direct Sourcing win, a Fortune 100 consumer focussed company, to be delivered through its partner, AMS.

LiveHire and AMS were the successful joint bidders in a Managed Direct Sourcing competitive tender process.

The initial launch of the Managed Direct Sourcing solution will focus exclusively on a dedicated proportion of the end client's US contingent program, with scale expected across the program upon successful outcomes.

Partnership with AMS

Mark Jones, Executive Vice President of AMS, said, *"In today's dynamic business environment, every company needs to have a strategy and solution for engaging contingent talent. At AMS, contingent direct sourcing has been at the core of our contingent proposition. Through our alliance with LiveHire, we're joining world class branded direct sourcing with technology to drive diverse, high quality talent pools."*

Christopher J. Dwyer, Vice President of Research at Ardent Partners and Future of Work evangelist, said, *"Branded direct sourcing is revolutionising the way that hiring managers find, engage, and source talent while also ensuring tight alignment between project requirements and available skills. The new AMS/LiveHire partnership is very well-timed because it enables direct sourcing with a powerful combination of recruitment and talent acquisition capabilities and innovative technology."*

Managed Direct Sourcing market

According to leading staffing industry research firm, Staffing Industry Analysts ("SIA"), Direct Sourcing is now the #1 priority of contingent workforce procurement executives. [1] Research indicates that 60% of large enterprises will consider adopting Direct Sourcing strategies in the next 2 years[2]..

LiveHire goes to market with traditional staffing firms and leading MSPs who manage private, client branded, contractor workforce talent clouds on behalf of their enterprise clients, in turn scaling their businesses to new levels of contractor workforce placements and revenues. LiveHire technology fees can be absorbed into the staffing provider's own service fees, making the Direct Sourcing solution a zero-capital cost proposition for enterprise clients.

Channel partners, once enabled, offer their Managed Direct Sourcing solution to their existing portfolio of enterprise clients, as well as prospective new clients. Managed Direct Sourcing presents the opportunity for large enterprises to improve the quality and speed of their contractor workforce hiring, whilst significantly reducing (upwards of 10%)[3] their overall contractor workforce program spend.

For more information:

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Christy Forest, LiveHire's CEO and Executive Director, authorised the release of this announcement to the ASX.

Note to market

None of the information included in this announcement should be considered individually material, unless specifically stated. All figures in this announcement are provided on an unaudited basis.

www.livehire.com

1 Business Wire, Raise Recruiting Launches Direct Sourcing, April 2021
2 Achieving Excellence In Direct Sourcing For Contingent Workforce: LiveHire, Raise Recruiting and SIA, May 2021.
3 Based on typical LiveHire partner commercial offerings and client modelling

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