

## ASX: LVH MARKET RELEASE

### Randstad Sourceright launches Live Talent Community in Australia for NYSE listed global IT firm.

#### 1 December 2017 | Melbourne, Victoria

LiveHire Limited (ASX: LVH), the Talent Community software platform providing an enterprise scale, human-cloud hiring ecosystem across entire industries, is pleased to announce that Randstad Sourceright (RSR), its Recruitment Process Outsourcing (RPO) alliance channel partner (As announced on 7 July 2016), has won the tender for a global IT firm, to launch their Live Talent Community to manage 100% of their contingent hires in Australia.

#### Highlights:

- Randstad Sourceright (RSR) has won the RPO tender contract in three countries for a global IT firm of 21,000 employees.
- The successful tender win is the second RPO contract that RSR has won as part of its alliance with LiveHire. The LiveHire Talent Community platform is a core part of the technology stack for talent acquisition and recruitment in Australia.
- LiveHire's Talent Community platform will be used to attract, talent pool, communicate with and hire all contingent workers in Australia, and is expected to expand further across New Zealand and Singapore. These regions collectively represent a workforce of approximately 1,800 people.
- The win further expands LiveHire's ecosystem towards critical mass of workforce across the IT, Media and Telco vertical in Australia, as well as providing a strong entry to the same vertical in Singapore and New Zealand.

Note: Randstad Sourceright has requested client confidentiality for commercial and market competitive reasons.

#### **Anthea Collier, Managing Director of APAC Randstad Sourceright, said:**

*"We continue to see increasing requests in the market from major employers for innovative recruitment solutions that focus on achieving fast deployment of proactive recruitment approaches that deliver exceptional candidate experience, diversity of hire, and quality of hire. RSR enjoys working with LiveHire, as they bring a partnership approach and a problem-solving mentality to creatively design solutions that power results that matter most to employers."*

#### **Recruitment Process Outsourcing (RPO) channel to market for the LiveHire platform**

RPO firms provide part, or all, of the recruitment operations inside large corporates as a managed service, and are used by approximately 40% of large enterprises globally. The top 10 global RPO firms

control ~90% of the RPO market, making the RPO channel a core strategy of expansion of the LiveHire Talent Ecosystem. Through partnering with RPO's, the Company has the potential to significantly accelerate go-to-market plans of LiveHire.

The LiveHire platform is ideally suited to leading RPO firms that look to provide ongoing innovation into the organisations they serve, through the launch and operation of Live Talent Communities for major employer brands as a specialist managed service.

The LiveHire Talent Community platform helps redefine the way organisations recruit, shifting the process from a reactive, time consuming one to a proactive, collaborative one, placing humanised candidate experience and platform usability for hiring managers and recruiters of highest priority.

Three of the top ten global RPO firms are now using the LiveHire Talent Community platform as a technology of choice to win new RPO tender contracts, LiveHire expects new global top-ten RPO channel partnerships, and further successful tender wins, to be announced in the coming quarters.

### **RPO tender process**

The RPO tender process was a collaborative effort over five months. LiveHire's Solutions team provided commercial input, solution definition, tender documentation, and an innovative way to enable full proactive recruitment.

The tender process was a highly competitive one, with RSR ultimately winning on innovation against competing RPO tenderers, including the current (incumbent) RPO provider. LiveHire sees this as a consistent theme as a part of many of its ongoing RPO tenders.

The ability demonstrated by LiveHire's Solutions and Customer Success teams to work closely with the world's largest RPO groups to support successful tender wins, provides a strong platform for LiveHire (and the RPO partners) to scale fast across many large corporates globally over time, helping with leading RPO providers, to flip the recruitment process of organisations from the time consuming reactive processes, to a quality, talent on-demand, proactive process.

### **About Randstad Sourceright**

Randstad Sourceright is a global talent solutions leader driving the talent acquisition and human capital management strategies of some of the world's most successful employers. They help these companies discover and develop their Human Intelligence Advantage by quantifying the true impact of their talent strategies. Their subject matter experts and thought leaders around the globe continuously build and evolve their approach and solutions across Recruitment Process Outsourcing (RPO), Managed Services Programs (MSP), Integrated Talent Solutions, Payroll and Independent Contractor Services (PICS) and Outplacement. As an operating company of Randstad, a \$24.5 billion global provider of HR services, Randstad Sourceright delivers the resources and deep capability companies need to optimize their talent strategy for business growth and transformation. They are consistently recognised for service excellence and innovation by industry organisations such as Everest Group, HRO Today Magazine and Staffing Industry Analysts. To learn more, visit [www.randstadsourceright.com](http://www.randstadsourceright.com).

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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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- current views, expectations and beliefs as at the date they are expressed and which are subject to various risks and uncertainties.

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