



ASX Release

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LiveHire signs Cornerstone Client in healthcare & launches tech partnership with largest global job-posting software

Highlights:

- LiveHire signs **Cornerstone Client, Alfred Health**, the largest health care provider in Victoria with 8,000+ employees.
- LiveHire has successfully implemented a **Technology Integration** with **Broadbean**, the largest multi-posting software globally, allowing clients to rapidly scale their private Talent Communities through seamless API integration with more than 4,000 job boards.
- Typically, enterprise clients grow Talent Communities to an **optimal size** of 5 to 10 times its total workforce
- Signing of Cornerstone Clients and Technology Integrations result in significant increases in LiveHire's lead indicator of growth and revenue, **Talent Community Connections**.

Cloud-based Human Resources productivity platform, LiveHire Limited (ASX: LVH), is pleased to announce the successful signing of a Cornerstone Client in Alfred Health and a successful technology integration with leading multiple job posting software provider, Broadbean.

Signing of Cornerstone Clients and forming technology integrations are two of the three strategic growth pillars for LiveHire to continue to scale its key performance and revenue metric, Talent Community Connections (TCC). The third strategic pillar is forming partnerships with global Recruitment Process Outsourcing (RPO) companies.

Cornerstone Client summary for Alfred Health

LiveHire's productivity platform, delivers talent-on-demand for enterprises at scale and has enabled Alfred Health to leverage its leading brand, talent database, networks and digital assets to invite and curate talent into a single destination – a private Alfred Health



'Live Talent Community'. The platform will allow Alfred Health's recruiters and hiring managers to turn recruitment from reactive to proactive by connecting directly with engaged candidates with live and up-to-date profiles on-demand.

Alfred Health is the main provider of health services to people living in the inner southeast suburbs of Melbourne and a major provider of specialist state-wide services to the people of Victoria. Alfred Health has 8,000 employees, across The Alfred Hospital, Caulfield Hospital and Sandringham Hospital. Alfred Health is recognised as a pacesetter in the national healthcare arena and has consistently been linked to progressive developments in healthcare and services, medical research and healthcare teaching.

Co-founder and Managing Director of LiveHire, Antonluigi Gozzi stated: "Alfred Health is an important Cornerstone Client to be welcoming to the LiveHire ecosystem, being one of the oldest, and largest hospital operators in Victoria, and providing the most comprehensive range of medical and surgical services. Accordingly, Alfred's long standing history of employees and past applicants, combined with the diversity of healthcare talent they hire, means Alfred Health are an ideal Cornerstone Client to establish LiveHire as the industry standard career profile in the healthcare vertical in Victoria. We expect Alfred Health to achieve successful hiring outcomes through the Platform and their Talent Community to deliver significant growth in our key TCC metric."

Integration partnership summary for Broadbean

LiveHire has successfully integrated with Broadbean (owned by US-based CareerBuilder), the global leader in providing sophisticated, yet easy-to-use candidate sourcing tools that help recruiters improve efficiency and increase return on investment.

Broadbean's software as a service (SaaS) makes it easy to distribute jobs to attract talent from over 4,000 job boards globally, including Seek and Indeed. Broadbean helps over 110,000 users, ranging from one-person staffing agencies to international corporations, to recruit people online.

President APAC of Broadbean, Richard Castellini: "The partnership with LiveHire provides companies with integrated access to the world's leading multi-posting platform and access to the world's largest job board network."



Co-founder and Growth Director of LiveHire, Michael Haywood stated: “The partnership with Broadbean is a significant technology integration as it provides LiveHire’s client’s Talent Communities with an important and highly relevant global source channel for talent across 4,000 job boards. 25% of hires today are through job advertising, and this technology partnership is hence a considerable component of growing and replenishing a Client’s Talent Community Connections (TCC’s), and building proactive talent pools to deliver talent on demand for all their future hires.”

LiveHire’s criteria of a **Cornerstone Client** is as follows:

- An industry leader holding a critical mass of talent to invite to their Private Talent Community
- Launching their Talent Communities organisation-wide
- Refreshing their entire past applicant database
- Hiring a significant amount of employees per annum
- Signed contract and commenced implementation

About Alfred Health

Alfred Health is a leader in health care delivery, improvement, research and education. We strive to achieve the best possible health outcomes for our patients and our community by integrating clinical practice with research and education.

Alfred Health is the main provider of health services to people living in the inner southeast suburbs of Melbourne and a major provider of specialist state-wide services to the people of Victoria. These services are provided across the continuum of care from ambulatory, to inpatient and home and community based services.

Alfred Health has a strong commitment to research and undergraduate and postgraduate training for medical, nursing, allied health and other support staff through its major partnerships with Monash and LaTrobe Universities. It has important research and development links with the Baker IDI, the Burnet Institute and Monash University as a partner in the Alfred Medical Research & Education Precinct (AMREP).

Alfred Health is recognised as a pacesetter in the national health care arena and has consistently been linked to progressive developments in health care and services, medical research and health care teaching. It has always been at the forefront of developments in clinical services to ensure patients have the best possible care. It has also been a leader in implementing new models of care to ensure greatest accessibility for patients and efficiency of service delivery.



About Broadbean

Broadbean is the global leader in providing sophisticated, yet easy-to-use candidate sourcing tools that help recruiters improve efficiency and increase return on investment. Our software as a service (SaaS) makes it easy to distribute jobs to attract talent from over 4,000 job boards globally. Broadbean helps over 110,000 users, ranging from one-person staffing agencies to international corporations, to recruit people online.

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About LiveHire

LiveHire offers a cloud-based **Human Resources productivity platform** for recruitment teams, delivering talent-on-demand for all enterprises at scale.



The platform enables client's to leverage their brand, talent database, networks and digital assets to invite, and curate talent into a single destination – a private live '**Talent Community**'. The platform allows recruiters and hiring managers to turn recruitment from **reactive to proactive** by connecting directly with engaged candidates with live and up-to-date profiles on-demand. LiveHire delivers proven and significant value to its clients through reduced time to hire, cost to hire, and an exceptional candidate experience.

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

Talent Communities are a private networks of talent created by companies on the LiveHire platform by initially inviting applicants, both online and offline, from their existing databases of current and past suitable applicants. LiveHire's Talent Community connections were more than 130,000 as at end of the May 2016. LiveHire will provide up-to-date reporting of Talent Community Connection numbers at least quarterly.

A **Talent Community connection** is the linking of the brand and a potential candidate on the LiveHire platform who has engaged with the company to allow direct communication between a hiring manager and candidate in order to create talent pools to enable access for the customer company to talent 'on demand'. Building Talent Communities allows a company to develop access to sustainable talent pools to allow proactive hiring across all of their business. Companies pay LiveHire a hosting fee based on total Talent Community Connections, with talent able to create connections with multiple companies with the one unified profile.

Importantly for its customers, individuals who create a LiveHire profile and join a company's Talent Community are qualified through clean, structured data offered via their LiveHire profile, are engaged with the company because they chose to 'opt in' and finally, through LiveHire's proprietary algorithms, candidate availability can be better understood through user engagement metrics. All of this can be facilitated via communication through the LiveHire platform itself, direct to the candidate's personal email or their mobile phone.