



ASX: LVH MARKET RELEASE

LiveHire signs another direct sourcing program with HireGenics

31 May 2021 | Florida, USA

Highlights:

- LiveHire Limited (ASX: LVH) (“LiveHire” or the “Company”) has signed with HireGenics, Inc (“HireGenics”), as both a partner in the US recruitment market and Direct Sourcing client, using LiveHire’s technology internally.
- HireGenics manages USD\$300m in contractor spend annually across 12,000 contractors.

HireGenics will use the LiveHire platform, as a Talent Cloud technology inside HireGenics for previously onboarded and newly onboarding contractors under management (payroll). The HireGenics Talent Cloud will be used to improve redeployment of payroll contractors back into HireGenics’ portfolio of clients once they have completed their initial tenure. By way of example, internal analysis of payroll data for a client of HireGenics shows that less than a quarter of contractors are not re-utilised beyond one assignment¹, indicating significant efficiencies can be gained through greater transparency of talent that have already passed quality checks.

In addition to using LiveHire’s internal talent cloud, HireGenics will offer Managed Direct Sourcing services to its existing and new end clients, enabled with LiveHire, to expand HireGenics’ total spend under management.

Brian Soderholm, President of HireGenics said,

“10 years ago, HireGenics saw an unserved need in the workforce solutions market to provide a low cost, high touch payrolling solution for our clients’ most valued known talent. Since that time HireGenics has built long standing strategic partnerships with our clients while expanding our solutions to include IC Compliance, Direct Sourcing, and strategic, niche MSP services. With this same keen vision for the future of workforce solutions and contingent talent acquisition, HireGenics was an early advocate and adopter of Direct Sourcing solutions. Our vision is to create sustainable, private talent clouds designed to help our clients access higher quality, more diverse, lower total cost talent in their contingent workforce programs. As a natural extension

¹ Internal analysis of data comprising 5,211 contractor placements from 2014 to date.

of our Payrolling solution where clients already refer high quality, known talent, HireGenics continues to invest in and lead innovation in scaling this foundation into best practice Direct Sourcing programs.

As the Direct Sourcing trend evolves, HireGenics has been at the forefront, diligently evaluating the emerging Direct Sourcing technology platforms and seeking out partnerships with best-in-class technology platforms. We are very pleased to announce our strategic partnership with LiveHire as one of the most dynamic and capable Direct Sourcing technology platform partners in the Direct Sourcing space. The combination of People, Best Practice, and Technology has been the cornerstone of our Direct Sourcing solution. LiveHire's award winning candidate experience and proven, industry leading automated recruiting platform combined with HireGenics global recruitment curation services, we believe is a best of breed solution that will allow our clients to leverage their brand to attract temporary, contingent, and contract workers. Our solution delivers workers at a lower cost and higher quality with overall greater worker productivity than utilizing traditional staffing agencies. Our solution simultaneously creates a robust private talent cloud with an enhanced, more transparent candidate experience, greater visibility to contingent talent intelligence and real time market data.

We are highly confident that our partnership will set the standard for contingent talent acquisition and will bring the innovation and client value to this emerging space. As a long-term advocate of access to known talent, we see the future of contingent labor, we embrace the value it can provide, and together we will lead and promote the way the world goes to work with our clients."

About HireGenics

HireGenics supports more than 55 clients providing a wide range of workforce management solutions to its Global 1000 customers. They have established a reputation for delivery, service excellence, and consultative partnership with its clients that has fueled its remarkable growth over the past 11 years and enabled HireGenics to design and implement some of the industry's most unique contingent workforce solutions.

HireGenics has 328 dedicated program management and operations employees combined with a team of more than 800 employees in its shared services/back-office operations. In 2020, HireGenics managed 12,000+ consultants on an average daily basis working across a variety of job skills and labor categories. Its mission is simple: to provide its clients with total workforce management solutions designed to add value and provide a competitive advantage by improving operations, lowering total cost of ownership, mitigating risk, and accessing high quality talent.

HireGenics' vision of Direct Sourcing is built as an evolution of its Payrolling solution and is designed to provide greater access to talent through the use of technology, automation, and leveraging its client's brand.

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.² Research indicates that 60% of large enterprises will consider adopting Direct Sourcing strategies in the next 2 years³.

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%)⁴ their overall contractor workforce program spend.

For more information:

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Subscribe to LiveHire’s newsletter at: <http://eepurl.com/b2EMFL>

www.livehire.com/investor

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

² Business Wire, Raise Recruiting Launches Direct Sourcing, April 2021

³ Achieving Excellence In Direct Sourcing For Contingent Workforce: LiveHire, Raise Recruiting and SIA, May 2021.

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