

# LiveHire Ltd

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## LiveHire signs talent acquisition platform deal with Vodafone Australia

LiveHire Ltd (ASX:LVH) has secured its largest direct enterprise agreement to date with Vodafone Hutchison Australia for empowering their talent acquisition process through the LiveHire platform.

The LiveHire technology is expected to facilitate the end-to-end sourcing, engagement and talent acquisition process for Vodafone through a platform-based approach.

LiveHire's platform makes managing the flow of talent into and through businesses seamless, underpinned by a single unified candidate profile and visibility of existing employees.

How can you shift your thinking to develop a new #workforceplanning strategy?<https://t.co/P0030JMmU5>

— LiveHire (@Livehireme) October 5, 2018

The new agreement represents an annualised recurring revenue (ARR) of over three times the current average ARR across LiveHire clients, in addition to other non-recurring upfront revenue in the form of implementation and integration fees.

Vodafone's intention to build a long-term and collaborative relationship with LiveHire is signalled by it committing to a 3-year term (subject to termination rights).

LiveHire considers that the Vodafone enterprise agreement signals significant progression in the company's direct sales strategy and the ability of the direct sales team to solve complex solutions for larger clients.

LiveHire CEO Christy Forest said "Up to now, LiveHire has been very focused on building a platform and architecture for global scale, to satisfy the most innovative practitioners in the market - recruitment process outsourcing (RPO) firms.

"As successful RPO implementations continue to accelerate, we have been expanding and mobilising our direct sales channel, to bring the award-winning LiveHire platform to the mid-market of 500-5,000 FTE companies who primarily manage recruitment through their own internal teams.

"Vodafone Australia is an iconic brand in Australia. We are truly delighted to serve them with a world-class platform that creates a recruiting experience for both candidate and recruiter that is modelled after some of the most familiar and friendly consumer experiences."

**Price:** 0.21

**Market Cap:** \$63.45 m

### 1 Year Share Price Graph



### Share Information

**Code:** LVH

**Listing:** ASX

**52 week High Low**  
0.71 0.195

**Sector:** Tech

**Website:**

### Company Synopsis:

LiveHire Ltd (ASX:LVH) is listed on the Australian Securities Exchange.

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