

For Immediate Release

Media Contacts:

Andrew Stock
Sales Director
HireAbility.com
Voice: 650.577.2348
Email: astock@hireability.com

Andrew Jackson
Senior Vice President
Innovative
Voice: 800.589.1615
Email: <mailto:Andrew@innostaff.com>

HireAbility's Recruiting Exchange Program and Innovative's nSourceW2 Enter into Partnership to Offer First Ever Payroll Solution

Dallas, TX — December 14, 2004 — HireAbility and Innovative's nSourceW2 division are pleased to announce that they have entered into a partnership to increase their offerings to staffing agencies and independent recruiting agents across the United States.

With this partnership, HireAbility expands the Employer of Record services it currently offers its network of independent recruiters from white collar to semi-professional (the so-called "gray-collar" technical and semi-technical workers), and blue-collar disciplines. The partnership with Innovative rounds out the suite of tools and services that HireAbility offers, including BackOffice, Payroll Funding and W-2 Employer of Record services, an Applicant Tracking System, Resume Parsing, a Recruiting Split Exchange, and Sales Meetings for their network of independent recruiters.

"HireAbility's partnership with Innovative enables us to build upon our strengths and successes in professional disciplines and bring them to gray collar staffing markets," remarked Craig Silverman, EVP of Sales and Marketing for HireAbility. "Now our members can penetrate new businesses like manufacturing, light industrial and high turnover and attrition businesses such as call centers and many other industry types. HireAbility now can offer every aspect of recruiting and staffing services, which is a first in our space," Silverman continued.

"HireAbility is a great addition to our nSourceW2 partnership program," commented Andrew Jackson, Senior Vice President of Innovative. "This program is meant to increase independent recruiters' profitability within their markets, and give recruiters a full service offering for the many needs presented by their clients. Thanks to our relationship with AMS Staff Leasing and its workers' compensation insurance subsidiaries, HireAbility's Independent-Recruiters will no longer have constraints of only working within the white-collar world."

Innovative's nSourceRPO program (Recruitment Process Outsourcing) also has joined HireAbility's network, where independent recruiters can access Innovative's RPO staff to augment their recruiting resources. The move expands the reach of HireAbility's members to quality recruiting services that have staffed thousands of blue-collar positions, all over the United States. In addition, Innovative will be reselling HireAbility's ALEX résumé parsing technology to its broad base of clients and partners.

Donny Lauderback, Vice President of the nSourceW2 program said, "Independent recruiters and small staffing firms have traditionally been unable to secure blue and gray collar payroll and recruiting services. This will certainly enable HireAbility's members to become a "one stop shop" for their clients by adding a multitude of new occupations that they staff." Lauderback continued, "The most common complaint and biggest challenge that an independent recruiter faces is where to secure workers' compensation insurance within these specific blue- and gray-collar industries. Our partnership removes that restriction."

About Innovative

Innovative Staffing was founded in 1997 as The I.S.A. Group, LLC and launched its managed staffing services in 2001. Innovative is an authorized marketing representative of the largest privately held professional employer organization in the United States. Innovative provides W-2 employer of record solutions, payroll and payroll funding for independent recruiters, staffing firms and corporate clients, primarily within the blue and gray collar occupational space. Innovative's nSourceW2 and nSourceRPO solutions are revolutionary services offered throughout the majority of the United States, designed to reduce costs, streamline processes, and improve performance cross the hiring/recruiting supply chain within the blue and gray collar space. For more information, contact Donny Lauderback, donny_lauderback@innostaff.com or by phone at 800.859.1615 or visit www.InnoStaff.com.

About HireAbility

HireAbility.com, LLC is a privately held recruiting services and software company based in Salem, NH. Since 1999, HireAbility.com's virtual recruiting services have raised the bar by offering convenient access to comprehensive resources for recruiters, clients, and professionals seeking the ideal career match. HireAbility's experts consult with partners to configure solutions that meet their needs, whether they are focused on data import for winning new customers, ROI studies to improve the candidate experience, or technology make/buy/partner decisions. HireAbility's ALEX Résumé Processing software technologies power solutions from leading providers of Applicant Tracking Systems, HR Information Systems and services to the human capital industry. For more information, contact Andrew Stock by email at [astock \(at\) hireability.com](mailto:astock@hireability.com) or by phone at 650.577.2348, or check out www.sarahinfo.com