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**STARPOINT ANNOUNCES WEB-BASED EMPLOYMENT EXCHANGE  
THAT IMPROVES AND STREAMLINES HIRING AND RECRUITING PROCESS**

*Over 60 Search Firms Nationwide Are Part of the InstiHire Employment Exchange*

**New York, NY, November 11, 2002** – InstiHire, Inc., a Starpoint Solutions company, today introduced InstiHire<sup>TM</sup>, a nationwide, private network between hiring companies and recruiters. It uses proprietary technology to provide a unique model for improving and streamlining the recruiting and hiring process. Just four months since its introduction into the marketplace, InstiHire has achieved its goal of enrolling more than 60 search firms. Through InstiHire’s network, these search firms are working to quickly fill permanent positions at leading companies.

Today, a new Web site ([www.instihire.com](http://www.instihire.com)) was launched to provide hiring companies and search firms with the information they need to become part of the network – or to access the network if they have already joined.

Unique Hiring and Recruiting Model

As an online exchange for the staffing industry, InstiHire was developed using a similar “Name Your Price” concept to that of Priceline: hiring companies indicate exactly what they are looking for in a candidate plus the fee they are willing to pay. Recruiters tap into job openings instantly then decide whether they want to submit a candidate for the posted position, at the posted fee.

“InstiHire enables hiring companies to take advantage of free market economics and adjust the recruiting fee to affect how quickly and cost-effectively a job will be filled,” said Joseph Aleles, InstiHire’s Chief Operating Officer. “The software manages multiple search firms through the process, allowing for more efficient and effective use of time for both the hiring

companies and the search firms. By joining the network, search firms can expand their marketplace, placing applicants in firms they've never worked with before.”

Once jobs are posted, recruiters screen applicants and submit qualified resumes directly to job posters and hiring managers. InstiHire also makes it possible for employers and recruiters to communicate in real-time, so recruiters know what the employer is looking for or if they would like to schedule an interview.

#### Strong Interest by Nationwide Search Firms

The 60+ search firms in the network are located throughout the United States and represent a wide variety of disciplines including accounting, sales, technology, marketing, administration, manufacturing, and operations. These 60+ firms were chosen from more than 160 search firms that applied to join the network. A sampling of the firms include: D.S. Allen Associates, Inc., The Focus Group, Getz Group, Hire Options Inc., MRI Sales Consultants of South Oakland County, Millennium Executive, and National Recruiting.

“InstiHire is a great example of using technology to streamline an often time-consuming and labor-intensive process,” said Mary Louise Pernod, President of Hire Options. “The InstiHire network extends our reach and supplements our traditional recruiting efforts.”

#### **About InstiHire, Inc.**

InstiHire, Inc. ([www.instihire.com](http://www.instihire.com)), a subsidiary of Starpoint Solutions, provides a Web-based employment exchange for streamlining staffing. Founded in 1982, Starpoint is a leader in strategic sourcing, providing technical staff augmentation, permanent placement, enterprise software implementation, and application development. The company is privately held and has offices nationwide. For more information, please visit [starpoint.com](http://starpoint.com).

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