



PRESS RELEASE

SNS Reaal selects StepStone as e-recruitment solution provider

StepStone expands market share of financial sector

August 1, 2006 – SNS REAAL, one of the leading banking and insurance service providers in the Netherlands, has chosen StepStone's EasyCruit e-recruitment solution to help it drive efficiency and make significant time savings during its recruitment processes.

After a two month test period, SNS REAAL chose StepStone's EasyCruit for its ease of implementation and user friendly benefits. Developed specifically for the European market, EasyCruit enables both large and small organisations to achieve a more structured and effective recruitment process by delivering employer branded web-based job listings, online application forms, automated email correspondence as well as streamlined process management and reporting.

“We pride ourselves on having efficient systems for work processing and cost and risk management. This also applies to our internal services and thus to the recruiting system we use”, says Drs. Egmond Borgdorff, Hoofd Service Center Personeel & Organisatie at SNS REAAL. “As a Shared Service Center, we have to provide excellent services towards our internal customers. We are excited by the customer service StepStone provides to us.”

The addition of SNS REAAL to StepStone's considerable portfolio of financial sector customers, which already includes The Royal Bank of Scotland, the European Central Bank and AXA to name just a few, further strengthens its position in the European financial sector according to Gerben Wijnja, Country Manager for StepStone Netherlands. He comments: “SNS REAAL is another fantastic customer that we are delighted to work with. It is a highly successful organisation with an excellent reputation for being customer centric. Undoubtedly, StepStone's EasyCruit product will help SNS REAAL to hire the right caliber of people it needs to maintain its on-going and future success.”

StepStone has more than 460 customers across 14 countries and its e-recruitment offerings are produced in 10 languages. Other financial services customers include Groupe Caisse d'Épargne, Atradius, HSH Nordbank and PricewaterhouseCoopers.

SNS REAAL is an innovative retail bank-insurer with total assets of more than EUR €68 billion, which employs 6,000 staff. SNS REAAL comprises SNS Bank and REAAL Verzekeringen (insurance), and also works with a number of brands which target specific markets such as ASN Bank, BLG Hypotheken, CVB Bank, Proteq, SNS Asset Management and SNS Securities.

About StepStone Solutions

StepStone was founded in Norway in 1996 and pioneered the development of online recruitment. The business unit StepStone Solutions delivers a complete suite to reinforce each element of the recruitment and retention process from the initial pre-hire attraction of candidates, through on-boarding to Total Talent Management of employees post-hire including HR Management, Performance Management, Compensation Management, Skills & Competency Management as well as Career & Succession Planning, Training & Development Management and Organisational Charting. StepStone's fully web-based software solutions have been deployed by more than 800 companies such as Akzo Nobel, Bacardi, Bayer, BASF, BHP Billiton, Cable & Wireless, DHL, DuPont, Financial Ombudsman, Lufthansa, McDonald's, Metro, Novartis, Pearson, Reed Elsevier, Siemens, Thames Water and Volkswagen. Gartner, one of the world's leading technology analysts, reviewed StepStone's solutions, positioning them as a 'Leader' in the e-Recruitment software sector (Magic Quadrant for e-Recruitment Software, 2006). StepStone is the only European based organisation to receive this status.

More information: www.stepstonesolutions.com

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