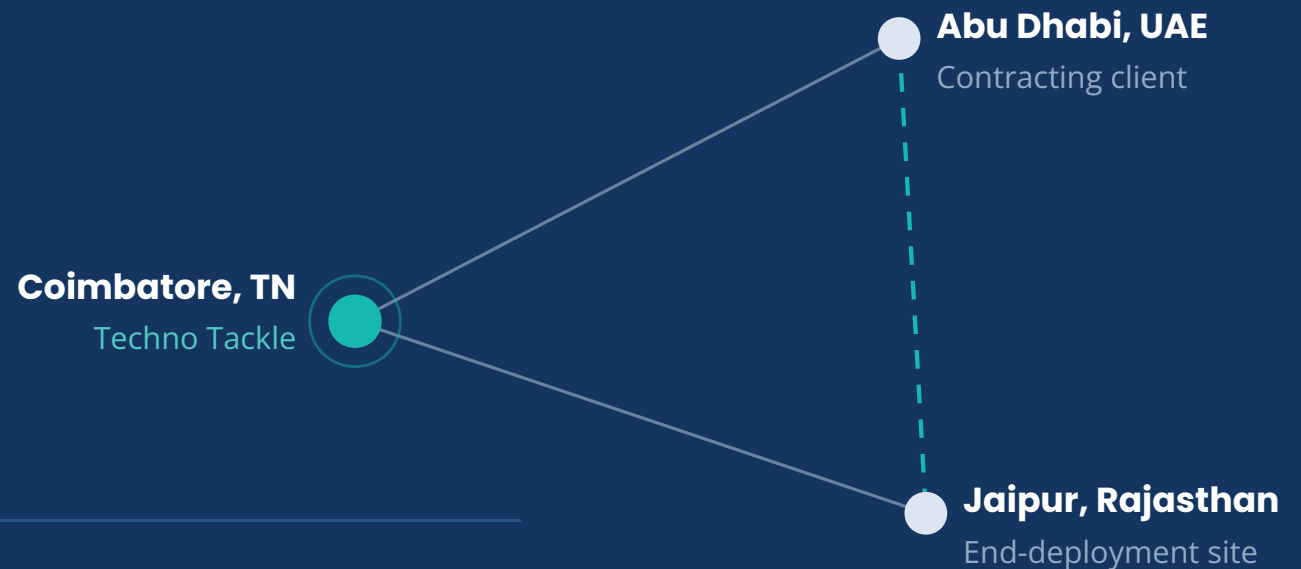


STAFF AUGMENTATION / WHITE LABEL DELIVERY

“The Client Was in Abu Dhabi. The Requirement Ended Up Back in Jaipur.”

Client confidential — name withheld at the client's request



ENGAGEMENT TYPE

White Label Staff Augmentation

International client · Domestic delivery · Onsite, Jaipur

ENGAGEMENT SNAPSHOT

The engagement at a glance

One requirement, three parties, two countries.

CLIENT Confidential Name withheld at the client's request	CLIENT INDUSTRY Industrial Automation	CLIENT LOCATION Abu Dhabi, UAE Contracting client	TECHNO TACKLE LOCATION Coimbatore, Tamil Nadu
END-DEPLOYMENT LOCATION Jaipur, Rajasthan Client's own end customer — a bearing manufacturing company	ENGAGEMENT TYPE White Label Staff Augmentation International client, domestic delivery	DEPLOYMENT MODEL Onsite · Jaipur On behalf of the Abu Dhabi client, at its end customer's site	ENGAGEMENT STATUS Completed Ran to plan, no replacements
ROLES FULFILLED Full Stack MERN Python Full Stack	SENIORITY Mid-level 4+ years experience	REQUIREMENT RECEIVED December 2025	FIRST RESOURCE DEPLOYED January 5, 2026

04 DEVELOPERS DEPLOYED	03 BUSINESS DAYS TO SHORTLIST	04 / 11 PROFILES SELECTED	00 REPLACEMENTS REQUESTED
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THE REQUIREMENT

A client in Abu Dhabi. A need that lived entirely in India.

In December 2025, Techno Tackle received a resource requirement from a client based in Abu Dhabi, UAE — an industrial automation company. On the surface, this looked like an international staffing engagement. In practice, it was something more layered.

The client's own end customer — the company that would actually receive and work with the deployed resources — was a bearing manufacturing company based in Jaipur, Rajasthan. The Abu Dhabi client had committed to supplying technology resources to its Jaipur-based end customer and needed a staffing partner who could source, screen and deploy suitable talent — resources who would ultimately work out of Jaipur, even though the contracting relationship sat with a company headquartered in the UAE.

THE REQUIREMENT WAS SPECIFIC

- **4 mid-level developers** — 4+ years of experience
- **Skills** — MERN Full Stack and Python Full Stack
- **End deployment location** — Jaipur, where the client's end customer operated
- **Contracting client** — Abu Dhabi, UAE
- **Timeline** — Immediate; first resource required by the first week of January 2026

This was not a requirement Techno Tackle could fulfill from its internal bench in Coimbatore. The talent needed to be sourced locally in Jaipur, while the client relationship, contracting and accountability were managed by a company based in Abu Dhabi, UAE.

THE CHALLENGE

Two geographies. One engagement. Zero margin for confusion.

Three problems at once — one of them on the candidate side of the table, not the client side.

CHALLENGE 01

Cross-border delivery with no local presence

The contracting client was based in Abu Dhabi, UAE — a different country, time zone, and business context from Techno Tackle's operations in Coimbatore. At the same time, the resources needed to be sourced and deployed in Jaipur, where Techno Tackle had no direct bench or established local presence.

Meeting the requirement quickly and credibly therefore required Techno Tackle to coordinate an international client relationship while activating a trusted local vendor partner with access to qualified technology talent in Jaipur.

CHALLENGE 02

Two end-points, one requirement

Techno Tackle wasn't simply deploying resources to a client's office. The resources needed to be sourced in Jaipur, deployed formally to the Abu Dhabi client, and then physically positioned at that client's own end customer — the bearing manufacturer in Jaipur.

Managing this triangular relationship required absolute clarity on accountability at every stage.

THE CHALLENGE / 03

Resource Reluctance

Onsite presence in Jaipur was a hard condition, and several strong candidates hesitated at the offer stage.

Rather than going back to the client with a shorter list, Techno Tackle worked directly with the sourcing partner and with the candidates — addressing relocation concerns, setting out the engagement terms and duration clearly, and closing each offer.

THE OUTCOME

**All four accepted.
All four joined.
All four completed
the engagement.**

No position was reopened and no resource was replaced.

A shortfall on the candidate side of the table was resolved on our side of it — not passed back to the client as a gap in the shortlist.

THE APPROACH

This is where white label delivery, extended across a border, begins.

Rather than treating this as two separate problems — an international client relationship and a domestic sourcing challenge — Techno Tackle activated its white label delivery model to solve both simultaneously, with Techno Tackle as the single point of accountability throughout.

HOW THE DELIVERY CHAIN WORKED



WHAT THE END CUSTOMER SAW: ONE COMPANY

CONTRACTUALLY AND ADMINISTRATIVELY

The resources were deployed to and managed under the Abu Dhabi client's engagement with Techno Tackle.

MANAGED ENTIRELY BEHIND THAT LINE

OPERATIONALLY

They worked out of Jaipur — at the facility of the client's own customer, with Techno Tackle coordinating across both layers.

THE APPROACH / IN PRACTICE

What this means in practice

Five handovers, each with a single owner.

- 01** Techno Tackle received the requirement from the Abu Dhabi-based client and owned it completely
- 02** Techno Tackle approached a Jaipur-based vendor partner within its PAN-India network for local sourcing
- 03** The Jaipur-based vendor identified and shared suitable resource profiles with Techno Tackle
- 04** Techno Tackle screened the profiles and deployed the selected resources to the Abu Dhabi-based client
- 05** The Abu Dhabi client deployed the resources onsite at its own end customer — the bearing manufacturing company in Jaipur

THE CONTRACT AND EMPLOYMENT STRUCTURE

Who employs, who pays, who carries the risk.

The four questions a white label buyer asks before putting their own name on someone else's people.

EMPLOYER OF RECORD

The Jaipur partner was the employer of record for all four developers, handling payroll, PF and ESI directly.

That statutory load never passed to the Abu Dhabi client.

AGREEMENTS

Two separate written agreements governed the engagement — Techno Tackle with the Abu Dhabi client, and Techno Tackle with the Jaipur partner — with every party working to the same scope, terms and confidentiality position.

BRANDING AND ATTRIBUTION

The Abu Dhabi client was free to present the four developers to its own end customer as members of its team or as its contractors. **Techno Tackle required no attribution, branding or visibility of any kind.**

WORK ALLOCATION

Day-to-day work was allocated directly by the end customer, onsite. No intermediary sat in the deliverable path.

THE FOUR-STEP WHITE LABEL PROCESS

From requirement to deployment

One requirement. One accountable partner. Four controlled handovers between Abu Dhabi, Coimbatore and Jaipur.

01

Requirement intake & analysis

Techno Tackle received the requirement directly from the Abu Dhabi-based client, understood the two-layered deployment structure, and planned the sourcing strategy around its Jaipur vendor network.

02

Vendor network activation

Techno Tackle engaged a trusted Jaipur-based vendor partner from its PAN-India network to source candidates locally near the deployment location.

03

Profile screening & submission

The Jaipur vendor shared suitable profiles, which Techno Tackle evaluated against the client's technical and experience requirements before submitting shortlisted candidates to the Abu Dhabi-based client.

04

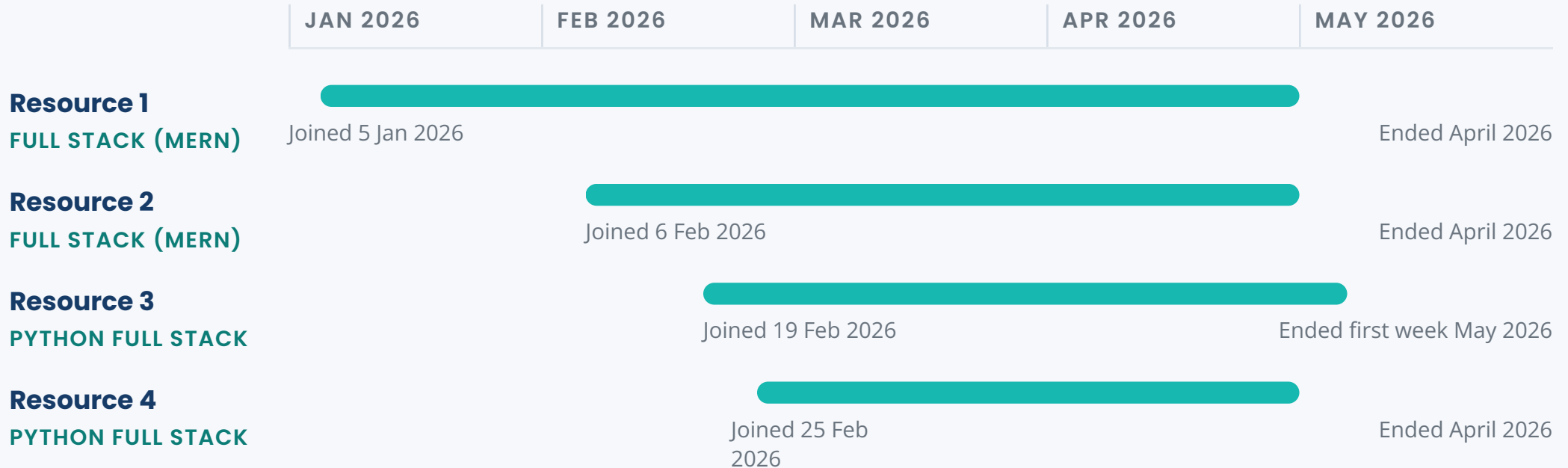
Deployment coordination

Once approved, Techno Tackle coordinated the deployment through the Abu Dhabi-based client, which positioned the resources onsite at its end customer in Jaipur. Techno Tackle remained available for onboarding and ongoing coordination.

DEPLOYMENT TIMELINE

Four developers, four join dates, one engagement.

Requirement received December 2025. First developer onsite 5 January 2026.



REQUIREMENT TO COMPLETION

All four developers ran to their planned engagement end, between April and the first week of May 2026.

100%
RETENTION TO COMPLETION

WHAT MAKES THIS DIFFERENT

This is not a standard staffing engagement. This is white label delivery across a border and back into India.

In a typical engagement the sourcing, deployment and client relationship all sit in the same geography. This one broke that pattern in every dimension.

International client, domestic delivery

The contracting relationship was with a client in Abu Dhabi, UAE, while resource sourcing and deployment took place entirely within India.

Triangular delivery structure

Techno Tackle managed a three-way structure involving itself, the Abu Dhabi client, and the client's Jaipur-based end customer.

PAN-India vendor reach

Despite having no direct bench or presence in Jaipur, Techno Tackle activated a qualified local vendor partner and delivered screened resources without delay.

Techno Tackle's role

Techno Tackle remained the single point of accountability for the Abu Dhabi client, managing the Jaipur vendor relationship behind the scenes.

TWO LAYERS OF DISCRETION

Invisible in both directions

One layer for our client. A second for theirs.

LAYER ONE

The vendor chain stayed behind us

The Abu Dhabi client interacted only with Techno Tackle. The Jaipur vendor and sourcing process remained invisible to the client, who only reviewed and approved the profiles presented.

LAYER TWO

We stayed behind our client

For four months, four developers worked on the bearing manufacturer's floor in Jaipur. The end customer dealt only with the Abu Dhabi client throughout. The developers were sourced, employed and paid entirely outside the Abu Dhabi client's own organisation. **Techno Tackle's name did not appear anywhere in that relationship — what our client chose to disclose to its own customer was entirely its decision.**

The client was in Abu Dhabi. The resources were needed in Jaipur. Techno Tackle sat in the middle of both — **and stayed out of sight at both ends.**

ENGAGEMENT RESULTS

What this engagement delivered — in numbers and in practice.

04

Mid-level developers
deployed onsite in Jaipur

03

Business days to first profile
submission

11

Profiles submitted, all
internally assessed

04/11

Selected by the client for
deployment

WHAT WAS DELIVERED BEYOND THE NUMBERS

- **Cross-border trust** — An Abu Dhabi-based client received a fully managed India-based technology staffing solution without building its own local sourcing capability.
- **Seamless triangular coordination** — Jaipur-sourced resources were deployed to the end customer through the Abu Dhabi client, with clear accountability throughout.
- **PAN-India reach** — The engagement demonstrated Techno Tackle's ability to support clients worldwide with resources deployed anywhere in India.
- **Single point of contact** — Despite the multi-layered structure, the client had one company, one team, and one point of contact.
- **Client satisfaction** — The engagement ran to its planned completion with no replacement requests.
- **Proactive issue resolution** — A resource reluctance challenge at the offer stage was resolved through direct engagement with candidates and the sourcing partner, rather than being passed back to the client as a gap in the shortlist.

ZERO REPLACEMENT REQUESTS

All four developers who joined completed their full engagement terms, across a four-month, three-city engagement.

00

POSITIONS REOPENED

WHY THIS WORKS

Why this works — and what it means for you

This engagement demonstrates that Techno Tackle's white label model works regardless of where the client is based — and that it can operate invisibly at both ends of a multi-party chain when discretion, not just reach, is what's required.

More than that, it demonstrates that Techno Tackle can step out of the relationship entirely when required — sourcing, employing and deploying resources who work at the end customer's site for months, with our client deciding what is disclosed and to whom.

If you have a resource requirement in any Indian city — whether you're based in India or overseas, and whether or not you need us to stay off your customer's radar — Techno Tackle can fulfill it.

WHAT THE MODEL OFFERS

PAN-India delivery, any technology

MERN, Python, Java, React, Angular, PHP, DevOps, QA, Mobile and more, fulfilled in any Indian city for clients based anywhere.

50+ trusted vendor partners across India

A nationwide partner network gives access to qualified local talent across cities, so requirements are fulfilled even where we hold no direct presence.

Single point of accountability

One contact, one agreement, full ownership, even across a layered contract structure.

Confidential by design

The vendor chain, and Techno Tackle's own role where required, stays invisible to whoever the client chooses not to disclose it to.

Fast, pre-screened delivery

Profiles assessed and shortlisted within days, not weeks.

LOOKING FOR RESOURCES — ANYWHERE IN INDIA?

One call. Any city. Any technology.

Techno Tackle manages the sourcing, screening, coordination and deployment — you receive qualified resources under a single engagement, on your terms of visibility.

Talk to us about your requirement

INDEPENDENTLY RATED

4.8

Clutch



8 verified reviews

[View on Clutch](#)

4.8

Google



120+ reviews

[View on Google](#)

An ISO 27001:2022 Certified Company

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