



**BRIDGING THE GAP
BETWEEN TALENT
AND OPPORTUNITY**



Seedstalk is a leader in workforce management with a comprehensive range of Human Resource, Staff Augmentation, Quality Consulting solutions. We, at Seedstalk believe in analyzing challenges of our clients and deliver tailor-made solutions.

OVERVIEW

Seedstalk is a staff augmentation, and human resource services company established by industry experts who are backed by a rich lineage in their respective careers. We as a team have successfully undertaken the staff augmentation requirements of our clients from domestic as well as international locations.

Our strong industry presence provides the customers with the best talent management procedures. At Seedstalk, we constantly keep ourselves updated with the latest technology trends and trust in creating a workforce that provides expertise and talent across all domains

- Backed by industry experts
- Higher Return on Investment
- High success rate and low attrition
- Skill enhancement before on-boarding
- Short turnaround time
- Dedicated customer success managers

NEED FOR A PROPER STAFFING SOLUTIONS PROVIDER

Efficiency and continuous ability to find superior workforce are the essential elements in rapidly evolving industries like IT, Manufacturing, Logistics, Healthcare etc., for their business to run successfully. Therefore retention of superior talent has become the crucial part and a huge challenge for the 'talent hunt' companies. There are common challenges that the HR teams encounter during the man-power search.

CHALLENGES

- Lack of consistency in the cost of hiring and the diverse client requirements
- Holding on to uncommon hiring resources to ensure higher returns on investment and less turnaround time in the hiring process
- Maintain common HR guidelines, and cater to a broad array of skill requirements in addition to maintaining high RoI without compromising on the quality of talent
- Lower the discord between the time taken to hire and delivering the right talent

OBSTACLES

In order to meet the above challenges involved in talent acquisition, HR personnel are bound to introduce changes in employee agreements. Therefore many businesses are opting for staff augmentation, contract staffing and permanent staffing as dependable and efficient means of hiring the right skill.

Nevertheless, handling the different staffing needs has its own challenges. A scattered market is making it difficult for organisations to select the right staffing agency. Dearth of right attitude and lack of lucidness in the staffing environment is creating uncertainty among people leading to lower confidence levels and elevated levels of employee disengagement. In addition, not following of proper standards and impromptu ways to policy requirements by staffing agencies can lead to legal, financial risks and bring down their reputation. Thus, business firms require proper staffing associates that can meet their strategic business requirements.

A low-angle, upward-looking photograph of many open umbrellas of various colors (red, orange, yellow, green, blue, magenta) against a clear, bright blue sky. The umbrellas are scattered across the frame, creating a vibrant, geometric pattern. The perspective makes the umbrellas appear to be reaching towards the top of the image.

SOLUTIONS

STAFF AUGMENTATION

ARE YOU LOOKING FOR EXPERTISE TO POWER YOUR TEAM ON A LONG TERM BASIS?

- Our recruitment experience and elaborate expert system lets' us to find excellent workforce for almost any position in a very short period of time.
- We at Seedstalk are committed towards unleashing the potential of a business by connecting them with best-fit talent across industries. We act as a bridge between employers and candidates by matching the industry specific demands with the right talent.
- Sourcing highly skilled professionals who can deliver sought-after competence is a huge task encountered by every business organisation across the globe.
- Qualified and experienced workforce is one of the important aspects for the success of any organisation, therefore our perfect solutions help you accomplish your time-bound projects.

THE RIGHT EXPERTISE WHEN YOU NEED

- We provide domain experts and highly skilled consultants
- Seedstalk helps to ensure the high quality of resources being put forth.

ENGAGEMENT MODELS

THERE ARE DIFFERENT STAFFING PLANS AVAILABLE TO CHOOSE FROM, AS PER YOUR NEED

- **Staff augmentation**

When you need a team with you and skill set is known

- **Team services (T&M and SOW)**

When Scope is not defined and skill set is unknown

- **Offshore Captive Units**

When a dedicated remote team is needed

- **Defined scope**

When Scope is defined and skill set is unknown

SKILLBOOST

SKILL SPECIFIC TRAINING FOR SPECIFIC BUSINESS NEEDS

- We provide next level technical training and work methods that are tailored to suit all skill levels and reflect the highest standards of excellence.

- With easy and fast mobilization of skilled & niche resources, Seedstalk works as an extended HR arm for its customers and saves clients from the hassle of screening, hiring, training & deployment of candidates.

WHAT SETS US APART?

- Client-specific hiring models with committed teams
- Industry specific and skill specific staffing
- Less turnaround time resulting in timely completion of projects
- International recruitment experience
- On a constant path to achieve high retention rate and low attrition rate

RESOURCE SELECTION PROCESS



EXCELLENCE



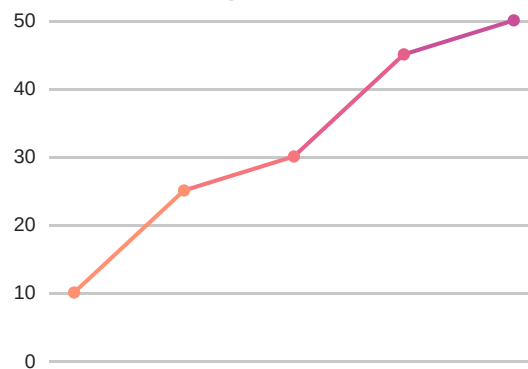
CLIENT RECOGNITION

Our dedication to our customers sets us apart as we follow a well organised approach to each challenge



PROVEN TRACK RECORD

Our customer success team brings a demonstrated tenacity, insights and intuitions resulting in consistent growth



INDUSTRY DOMAINS

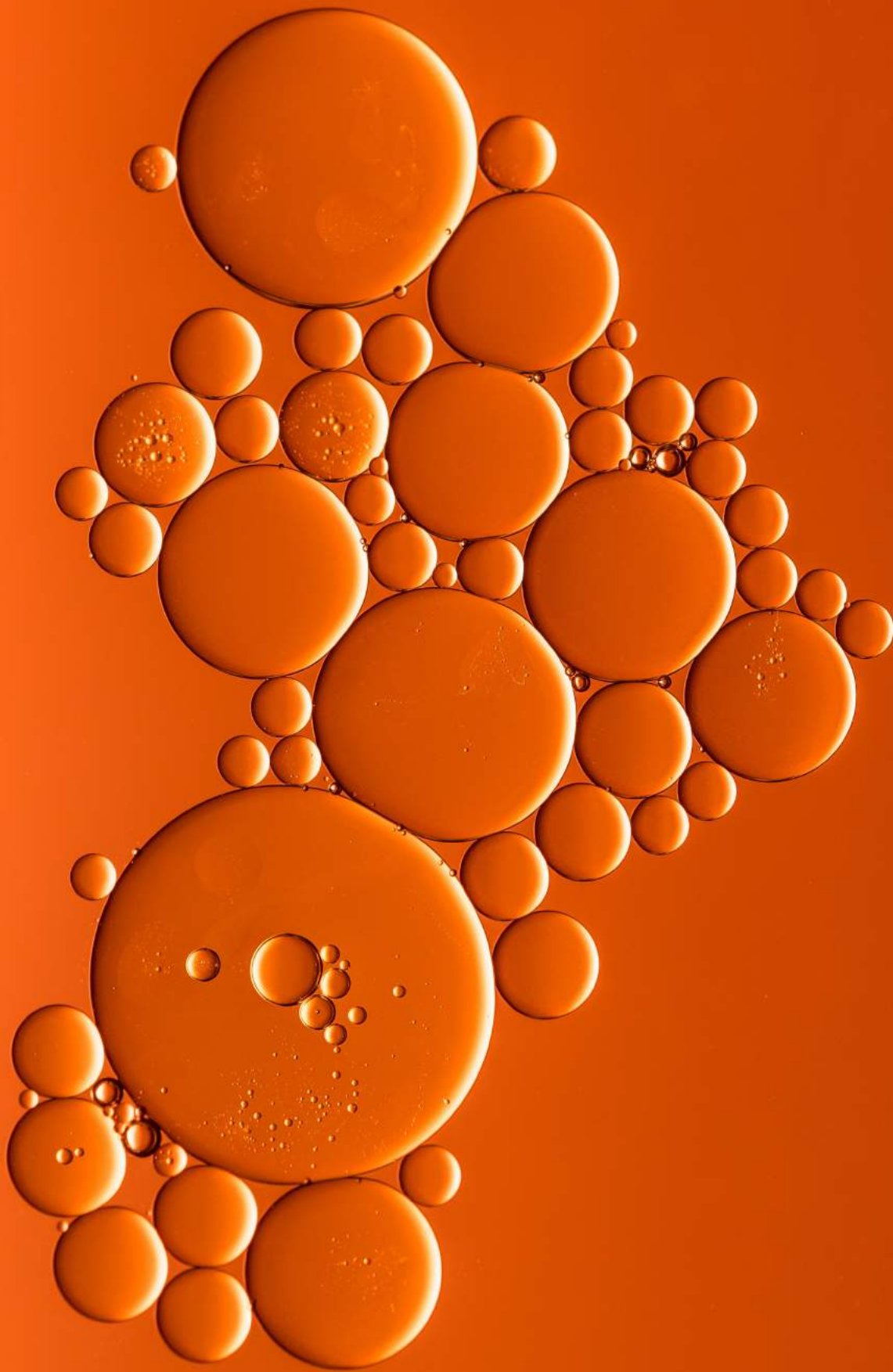
SEEDSTALK CONSULTING WORKFORCE COMBINED WITH OUR STRUCTURED METHODOLOGY IS A DISTINCT BLEND

- IT/Software
- Finance & banking(BFSI)
- Logistics & shipping
- Hospitality
- Pharma, healthcare & life sciences
- Telecom, media & internet
- Retail, FMCG
- Education
- E-Commerce
- Automotive
- Infrastructure & Facility Management
- Manufacturing

CLIENTELE



CASE STUDIES



THE CLIENT

Federal Bank Limited is one of the major private sector commercial banks in India headquartered at Aluva, Kerala. It has over a thousand branches and ATM's in almost all the major cities across the country.

THE CHALLENGE

The client got in touch with Seedstalk to help them find support staff for their CEPMS software.

The biggest challenge for this task with candidates experinced in Enterprise ERP applications, preferably Openbravo ERP, was the availability of very short time period in which to find, assess and pool the candidates.

They also had requirement for Mobile development, data entry and web development resources.

SEEDSTALK STRATEGY

We knew that recognising suitable workforce has to be a fusion of various sources and procedures.

Seedstalk identified few candidates who were fit for the role. The hiring was completed in a few weeks time. The feedback on team's performance has been positive from the client's end .

Seedstalk continues to work with this client to recruit across a range of roles which include Enterprise ERP programmers, IT support staff, Mobile development, data entry etc.,

THE CLIENT

RBL Bank is a major private sector bank in India, headquartered in Mumbai. It has about 4.90 million customers with 266 Branches, 199 Banking Outlets and 369 ATMs spread across the country.

THE CHALLENGE

This particular client wanted us to give them a support staff to enhance delivery of their EAI.

The crucial part for this requirement, was to hire candidates with knowledge in Talend Open Studio.

SEEDSTALK STRATEGY

After initial development, rollout and stabilization of EAI solution, RBL had evolving requirements which required onsite personnel to continue development and support of the solution deployed.

Seedstalk mobilised the project resources to client site to ensure smooth transition and seamless development. We were able to provide optimum candidates onsite. Typically, the feedback on the candidates has been positive from the client.

Seedstalk continues to work with this client to recruit across a range of roles.

PRICING MODELS

Time and Material (T&M)

- Projects categorized under varying sizes and measures with evolving long term deliverables
- The scope is undefined and changes in scope are anticipated
- Undetermined evaluation of effort estimation of the work defined in the scope of work

Hybrid

- This pricing model is best suited for large, long term and evolving projects, which require inputs at initial stages but can be refined as the project progresses over a period of time
- Client and service provider focus on risks involved in T&M and FP pricing

Dedicated team

- This pricing model best suits the projects of varying magnitudes and measures with evolving long term deliverables
- The scope is undefined and variations and change requests in scope is anticipated

Fixed price

- The client has a clearly marked out scope, which defines the goals and objectives of the business with respect to a short term
- The client in this case does not take responsibility of deliverables, resources and quality, but change requests related to threats with regards to scope will be handled by them

Result-based pricing

- The outcomes and business processes of the project are clearly defined
- Best suited for clients who have their business objectives in-line with the objectives of the service provider

Managed services

- The work scope and deliverables are clearly defined
- The service provider has a better knowledge of the clients' systems. The client in turn is optimistic to assign the work to them

If the above pricing models are not the ones which you are looking for, request for a customized quotation based on your requirements.

**Contact our Business Consultant at [+916362676819](tel:+916362676819)
or drop us a mail at info@seedstalk.com**