



# CONVINCING YOUR BOSS FOR IT STAFF AUGMENTATION



512-621-8822



Jay@jmdigitalinc.com



STAFF AUGMENTATION IS THE KEY TO  
UNLOCKING UNPARALLELED FLEXIBILITY,  
SCALABILITY, AND EXPERTISE, EMPOWERING  
BUSINESSES TO THRIVE IN TODAY'S DYNAMIC  
DIGITAL LANDSCAPE.





# What is Staff Augmentation?

Staff augmentation is a strategic approach to supplementing a company's workforce by hiring external professionals to fill specific skill gaps or augment existing teams. It allows businesses to quickly scale their teams up or down as needed, accessing specialized expertise without the overhead of full-time hires.





# Why does a Business Oursource



## Focus on Core Activities

Delegate non-core tasks to experts, freeing up time and resources for strategic initiatives.



## Cost Savings

Reduce overhead costs and access specialized expertise without the expense of in-house operations.



## Scalability and Flexibility

Easily scale resources up or down to meet fluctuating demands and market conditions.



## Enhanced Service Quality

Tap into the expertise of outsourcing partners to deliver high-quality services and solutions.



## Risk Mitigation

Mitigate risks associated with compliance, cybersecurity, and operational disruptions by leveraging external expertise and resources.



# DOES ANY OF THIS RESONATE WITH YOU?

## **Fed Up**

With paying for subpar outcomes at steep hourly rates?

## **Exhausted by**

Dealing with teams operating in completely different time zones?

## **Disappointed In**

Agencies that overpromise and underdeliver?

## **Overwhelmed With**

The complexities of navigating marketing, branding, or development solo?

## **Annoyed By**

Inconsistent results despite your significant investment?

## **Frustrated With**

The lack of clear communication and transparency from your current service provider?

## **Dismayed at**

The endless cycle of trial and error with no tangible progress?

## **Weary Of**

Settling for average when your brand deserves exceptional?





# WE ARE HERE FOR YOU

01.

## A Team at Your Fingertips

Access a diverse team of designers, developers, and marketers at a fraction of the cost.

02.

## Your Schedule, Our Priority

We work within your schedule and timezone for seamless collaboration.

03.

## Results-Driven Approach

Our strategies are tailored to deliver tangible outcomes for your business.

04.

## Transparent Communication

The lack of clear communication and transparency from your current service provider?

05.

## Partners in Growth

The endless cycle of trial and error with no tangible progress?





# Dynamic Staff Augmentation Solutions

**Slash costs by 50% and enjoy 5x faster delivery.**

For over two decades, we've been offering comprehensive staff augmentation solutions to clients across various industries. Our services span mobile and web development, creating robust websites, managing signage and outdoor marketing, executing online media buying strategies, handling printing needs, and more. With a team of over 250 skilled professionals, we excel in solving complex challenges using cutting-edge technology to deliver successful outcomes. From branding and marketing to technological solutions, our dedicated team of experts is committed to bringing your vision to life.

Establish



2009

Employees



250+

Projects



4000+

Clients



2000+

Retention



99%





# WHAT CAN WE DO?

Empower your team with our staff augmentation services to unleash your company's full potential and drive growth.



## Flexible Scaling

Scale your team up or down as needed with our on-demand staff augmentation services.



## Top-tier Talent

Access a pool of top tech talent meticulously vetted to meet your specific project requirements.



## Rapid Deployment

Get skilled professionals on board within days, not weeks, ensuring swift project kick-offs.



## Seamless Integration

Integrate our experts seamlessly into your existing team, fostering collaboration and synergy.



## Cost Efficiency

Enjoy cost-effective solutions with our competitive rates and tailored staffing options.



## Expertise Across Technologies

Tap into expertise across a wide range of technologies, from frontend to backend, mobile to cloud.



## Ongoing Support

Receive ongoing support and assistance to ensure the success and smooth operation of your projects.



## Strategic Partnerships

Forge strategic partnerships with our staff augmentation services to drive innovation and achieve your business objectives.



# Our Vetting Process for our Employees

Hundreds of talents apply every month, but only 1.5% make it to the network.

## Screening Profiles and Shortlisting

We meticulously assess numerous applications based on our minimum criteria, their professional experience, and comprehensive background checks.

## Evaluation of Aptitude

We administer a scientifically crafted aptitude test to assess their logical thinking and problem-solving skills.

## Panel Interview

We assess numerous applications based on our minimum criteria, their professional experience, and comprehensive background checks.



## Proficiency in Language

AI-driven communication assessment evaluates a candidate's reading, writing, pronunciation, clarity, fluency, and speech pace.

## Technical Evaluation

We have developed sophisticated technical assessments to evaluate the capabilities of talent. These role-specific tests are highly rigorous and are designed to identify the top 10% of skilled individuals.



# Each talent in our network is thoroughly vetted and meets the qualifications based on the parameters below

## Outstanding Communication

Evaluated by a high-level AI-based English communication assessment that assesses speaking, listening, reading, writing, pronunciation, fluency, clarity of expression, and speech pace.

## Aligned with the culture

Flexible to adjust, understand, and customize according to the company's core values, vision, principles, and identity.

## Technically Sound

Each candidate goes through a customized, minimum 5-hour intensive skill assessment designed for the specific role.

## Accessible in all time zones

Our network consists of skilled professionals spanning various time zones, ensuring we have someone available in your local time zone who can join you according to your needs.





# Why Choose JM Digital Digital for Staff Augmentation

01

## Access to top-tier talent

We meticulously vet and onboard only the most skilled professionals, ensuring that your projects are handled by experts in their respective fields.

02

## Skip Recruitment Delays

With JM Digital's staff augmentation, get the talent you need immediately, bypassing lengthy hiring processes.

03

## Create Healthy Team

Build balanced, efficient teams tailored to your project needs, fostering collaboration and productivity.

04

## Flexibility and scalability

Our staff augmentation services enable flexible team scaling based on project demands for agile adaptation to changing business needs.

05

## Cost-effectiveness

By using staff augmentation services, you can cut costs linked to hiring and training full-time employees, optimizing your budget without sacrificing quality.

06

## Faster time to market

With our extensive network of skilled professionals, you can expedite project timelines and accelerate time-to-market, gaining a competitive edge in your industry.



# How to Pitch IT Staff Augmentation to your Boss?

1

## **Step 1** **Assess Needs**

Identify company pain points and talent gaps. JM Digital can provide tailored data analysis.

2

## **Step 2** **Research Solutions**

Explore IT Staff Augmentation benefits and address potential objections. We offer comprehensive research support.

3

## **Step 3** **Craft Pitch**

Develop a compelling narrative aligning with company goals. Let JM Digital refine your pitch for maximum impact.

4

## **Step 4** **Present Proposal**

Engage stakeholders with a clear, concise presentation. We assist in creating persuasive visuals and materials.

5

## **Step 5** **Address Objections**

Anticipate concerns and provide solutions. We offer data-backed responses to overcome objections.

6

## **Step 6** **Provide Examples**

Illustrate success stories and case studies. JM Digital can curate relevant examples for credibility.

7

## **Step 7** **Tie to Goals**

Connect IT Staff Augmentation to company objectives. We help articulate how this strategy drives growth.

8

## **Stage 8** **Follow Up**

Ensure clarity and offer further assistance. JM Digital provides ongoing support for implementation.



# Choose the Right Staff Augmentation Model

	Managed Services	Staff Augmentation /extended Team	Own R&D Center
 Team	Service provider selects the resource based on project requirements	100% dedicated and exclusively recruited team	100% dedicated and exclusively recruited team
 Technology Selection	 Service Provider	 Client	 Client
 Office and Workstation Provided By	 Service Provider	 Service Provider	 Client
 Hr Management	 Service Provider	 Service Provider	 Client
 Payroll	 Service Provider	 Service Provider	 Client
 Product Management	Business requirements - provided by the client Software requirements - managed by the service provider	 Client	 Client
 Skills and Expertise Limited By	Provider's capabilities	Labor market	Labor market



# OUR PROCESS

Simple & Effective, it just works.

## Step 1

### Assess Your Needs

Identify your staffing requirements and project goals on our discovery call. We will conduct a thorough analysis during a personalized free consultation call.

## Step 2

### Tailored Talent Acquisition

Within days we will handpick top-tier professionals from our talent pool, ensuring a perfect match for your project.

## Step 3

### Seamless Integration & Support

Our team seamlessly integrates with yours, ensuring a swift start. Effortlessly manage your dedicated staff, monitor performance, and adapt team size as needed.



# Staff Augmentation Resource Expertise

## FrontEnd Developer



Skilled in creating user-friendly interfaces and engaging user experiences.

## BackEnd Developer



Proficient in developing robust server-side applications and APIs.

## Testing & QA Engineer



Experienced in ensuring the quality and reliability of software through rigorous testing methodologies.

## CMS Developer



Specialized in developing and customizing content management systems to meet specific business needs.

## Mobile App Developer



Experienced in building cross-platform and native mobile applications.

## Server Administrator



Expertise in managing cloud infrastructure and ensuring optimal server performance.

## DevOps Engineer



Proficient in automating software development processes and managing infrastructure for seamless deployment.

## CRM Integration Specialist



Skilled in integrating customer relationship management systems to streamline business operations.

## Database Administrator



Skilled in designing, implementing, and maintaining databases for efficient data management.

## Version Control Expert



Proficient in version control systems to manage code repositories and facilitate collaboration.

## Marketing Specialist



Expertise in digital marketing strategies to enhance brand visibility and drive business growth.

## Deployment Process Expert



Experienced in implementing continuous integration and continuous deployment pipelines for efficient software delivery.



# Get our devs on your team within 2 weeks



**Software  
Developers**

**QA  
Engineers**

**UX  
Designers**

**Digital  
Marketers**

**Project  
Managers**



Get top tech talent  
in days, not months.



Seamless collaboration  
across time zones.



Flexible staffing to  
meet your needs.



Effortlessly scale your team  
up or down as needed.



# Our Clients

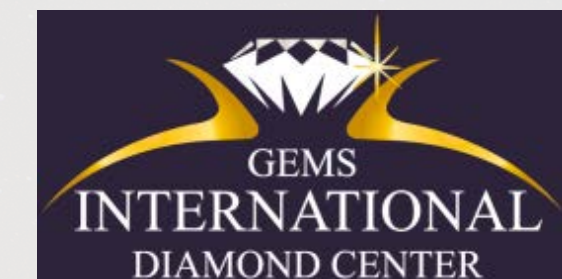


Cayman Islands  
Government





# Our Clients





# We Have Solution for Everyone.

Your end-to-end IT team.



Government



Legal & Healthcare



Wholesale



Banking & Finance



Retail & Ecommerce



Automotive



Travel & Tourism



Real Estate



Technology



Health & Medical



Non Profits



And much more...



# Our Accreditations & Partnerships

Our Accreditation Organizations and Partners.





# Build. Grow. Serve.

We leverage the potential of design and technology to address intricate challenges and revolutionize businesses.

## Mobile



## Front End



## Database



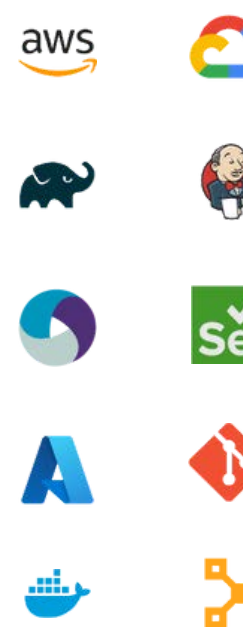
## Backend



## CMS



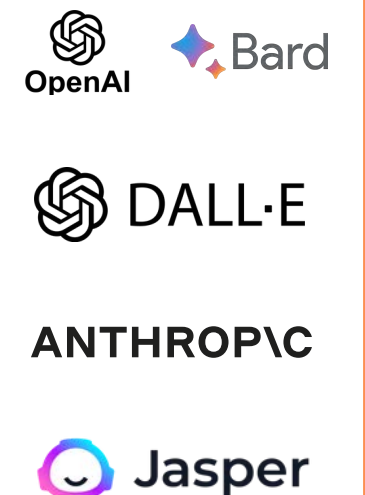
## DevOps



## Marketing



## Artificial Intelligence





# Client Testimonials



Mr. Jay Mehta is an extraordinary digital expert and pioneer. His comprehensive digital marketing approach is well-known. He managed research, implementation, and post-project analysis. During our work together, I witnessed his ability to compile marketing data and implement strategic marketing initiatives.

— Charles Grover, Publishing Director  
of Acorn Media



Jay's creative vision and digital marketing mastery were evident in our brand marketing.

— Ryan Rajkumar, Director of the Department  
of Commerce & Investment (DCI)



Jay Mehta's digital marketing and sales expertise are valuable for Cayman Islands and Caribbean businesses. He had the knowledge and experience to address our digital marketing needs and identify unmet needs.

— Kenny Ranking, Owner at  
Parramount Group



Jay's creative vision and digital marketing mastery were evident in our brand marketing.

— Susan Pothanikat, Product  
Manager of Ovvi LLC



THE JAMAICAN CONSULATE  
CAYMAN ISLANDS

Mr. Jay Mehta exceeded our expectations with his forward-thinking strategies to execute digital marketing plans. The Consulate has experienced greater efficiency in communicating with Mr. Jay Mehta's groundbreaking work.

— Elaine Harris, Honorary Jamaican  
Government, Representative



# Feel free to contact some of our customers



**Michelle Vaz**

🌐 [www.shopright.ky](http://www.shopright.ky)

☎ 345-925-2223

✉ [michelle@shopright.ky](mailto:michelle@shopright.ky)



**Lonny Tibbets**

🌐 [www.cinico.ky](http://www.cinico.ky)

☎ 345-926-1229



**Chef Remy**

🌐 [www.rentachefcayman.com](http://www.rentachefcayman.com)

☎ 345-516.1959



**Jessil Mathew**

🌐 [www.hostitsmart.com](http://www.hostitsmart.com)

☎ [jessil@hostitsmart.com](mailto:jessil@hostitsmart.com)



**Harsh**

🌐 [www.dotbooker.com](http://www.dotbooker.com)

☎ 345-525-9999

✉ [harsh@dotbooker.com](mailto:harsh@dotbooker.com)



**Mitesh Joshi**

🌐 [www.mjrj.ca](http://www.mjrj.ca)

☎ 647-395-6575



# Frequently Asked Questions





## WHAT IS STAFF AUGMENTATION?

Staff augmentation is a business strategy where companies hire external resources from JM Digital, usually on a temporary basis, to supplement their existing workforce. These resources work alongside their internal staff to fulfill specific roles or complete projects.

## DO YOU EXPERTISE IN OUR INDUSTRIES?

While we don't claim to be industry-specific experts, our proficiency lies in branding, digital marketing, designing, and development. We apply our expertise to any industry, conducting thorough research and implementing tailored digital strategies.

For E.g. we possess the expertise to drive success for fintech companies through diverse digital strategies. We dedicate time to researching your industry and competitors, then apply these insights to implement effective solutions, continuously refining our approach.

## HOW DOES STAFF AUGMENTATION DIFFER FROM TRADITIONAL HIRING?

Traditional hiring involves bringing new employees onto the company's payroll as full-time staff members. Staff augmentation, on the other hand, allows companies to access external talent without the long-term commitment of hiring full-time employees.

## WHAT TYPES OF BUSINESSES BENEFIT MOST FROM STAFF AUGMENTATION?

Businesses of all sizes and industries can benefit from staff augmentation. However, it's particularly advantageous for companies that require specialized skills for short-term projects, need to scale their workforce quickly, or want to reduce the burden on their existing staff.



## HOW DOES STAFF AUGMENTATION WORK

You can conduct unlimited interviews to select the developer of your choice from our pool. Once you approve, our remote developers will commence work as your dedicated resources from our advanced development center. You retain full control over resource management, while we handle developer retention, administrative support, and infrastructure. To safeguard your idea and project, we enter into a Non-Disclosure Agreement (NDA) to ensure their security with us.

## WILL YOU WORK IN MY TIMEZONE?

Certainly, you have the option to engage dedicated remote developers from us, tailored to your preferred time zone (EST/PST/CST/MST), meeting your deadlines and milestones. For further information, contact us at [sales@jmdigitalinc.com](mailto:sales@jmdigitalinc.com) or call us at 512-621-8822.

## WHO USES STAFF AUGMENTATION?

This employment model is widely embraced by businesses requiring temporary personnel to fulfill short-term roles in their organization. Augmented teams are particularly sought after for custom software development, addressing the prevalent global shortage of IT talent.

## WHAT IS THE DIFFERENCE BETWEEN STAFF AUGMENTATION & OUTSOURCING

Through augmented teams, you gain access to additional IT resources while maintaining direct control over your team. This means you retain full control and mitigate the risks associated with potential negative outcomes. In the outsourcing model, you allocate outsourced developers for a specific outcome but share risks with the outsourcing vendor. Additionally, outsourcing typically involves a lower level of control.



## HOW QUICKLY CAN I EXPECT TO GET STAFF AUGMENTATION RESOURCES ONBOARDED?

The timeline for onboarding staff augmentation resources varies depending on factors such as the complexity of the project, the availability of talent, and the onboarding process of the JM Digital. However, in many cases, resources can be onboarded within 2 to 14 days.

## AN I CHOOSE SPECIFIC SKILL SETS FOR THE AUGMENTED STAFF?

Yes, one of the key benefits of staff augmentation is the ability to select resources with specific skill sets that align with your project requirements. You can work with the JM Digital to identify the skills and expertise needed for your project.

## WHAT LEVEL OF CONTROL WILL I HAVE OVER THE AUGMENTED TEAM?

You will have varying levels of control over the augmented team depending on the staffing arrangement and your preferences. In many cases, you'll have direct oversight of the resources and can manage them as if they were internal employees.

## WHAT IF I'M NOT SATISFIED WITH THE PERFORMANCE OF AN AUGMENTED RESOURCE?

If you're not satisfied with the performance of an augmented resource, you can typically request a replacement from JM Digital. Most of our agreements include provisions for addressing performance issues and ensuring client satisfaction.





## WHY ARE YOUR COSTS SO LOW?

Our efficiency and well-structured environment allow us to offer high-quality services at competitive prices. We focus on effective communication and streamlined processes to ensure optimal outcomes for our clients.

## HOW DO WE STAY IN TOUCH?

We are available 24/7 via email or chat, and by phone from 9 am to 5 pm EST, Monday to Friday. For emergencies, you'll have direct access to a project manager through phone, SMS, or messaging.

## DO YOU HAVE A REFERRAL PROGRAM?

Yes, we have a referral program tailored to different services. For more details, please contact [referrals@jmdigitalinc.com](mailto:referrals@jmdigitalinc.com) to discuss the specific services you're interested in promoting.

## WHAT'S YOUR ONBOARDING PROCESS?

Upon finalizing the agreement and payment, a project manager will be assigned to you. They will conduct an onboarding meeting to understand your goals and outline how we can assist in achieving them. Your billing cycle starts with the commencement of the project.

## DO YOU PROVIDE WHITE LABEL SERVICES?

Yes, we offer white label services, allowing you to present our work under your brand name. This is a great option for businesses and agencies who want to expand their services without investing in additional resources. With our white label services, you can offer your clients high-quality work without having to worry about the production process.





# THANK YOU

## LET'S TALK ABOUT YOUR NEXT PROJECT

Thanks for your time and we do look forward to speaking with you soon. Please feel free to call or email us if you have any questions or if you need to discuss your project requirements with us.

### Address

1101 W34th Street,  
Austin, Texas 78705  
USA

### Telephone

512-621-8822

### Website

- [jmdigitalinc.com](http://jmdigitalinc.com)
- [netclues.com](http://netclues.com)
- [mindshare.consulting](http://mindshare.consulting)