

DATA ENGINEERING AND SQL

Exceptional talent. Protected margins.

Eight engineers helped a US client tackle urgent data work and preserve margins, at approximately 40% below fully loaded onshore FTE costs.



Unearthing hidden opportunities to grow.

8

Initial team

Data engineers and SQL developers

CLIENT	US company
DELIVERY	Remote from South Africa
DAILY OVERLAP	At least 5 hours with the US client
INITIAL TERM	18 months

Published 2026-09-15 | By Truffle team

01 / PROBLEM

Critical work. Tight margins.

A US client needed an experienced data team for an urgent project. Complex systems and tight margins made quality, speed, and cost equally important.

- Disparate legacy systems and unreliable data.
- Critical bugs and reports to restore.
- Access and documentation gaps.
- Stakeholders across the US, Malaysia, and beyond.



02 / SOLUTION

Eight specialists. One integrated team.

Truffle assembled eight engineers, including SQL developers, from its active candidate pipeline. Simple contracting and hands-on onboarding helped the client move quickly.

- Shared onboarding: A joint kickoff, training, and upskilling, with setup, access, and documentation tracked in Truffle's platform.
- Office in a box: IT equipment, a second screen, and an onboarding kit for every consultant.
- Everyday collaboration: English-speaking specialists joined daily standups, worked directly with the end client, and flexed schedules across time zones.
- Ongoing support: Monthly reviews, reminders, and kudos kept consultants supported and contributions visible.

Within 3 days

Client interviews

Candidates drawn from Truffle's active pipeline.

Within 2 weeks

First consultants start

First consultants begin project work.

About 1.5 months

Full team in place

All eight engineers, including SQL developers.



Equipped to contribute. Supported to succeed.

03 / REWARD

The quality behind the results.

The client gained exceptional technical talent while preserving project margins. The team took ownership of difficult work and created capacity for the next phase.

~40%

Lower fully loaded cost

Exceptional people. Pricing that helped preserve the client's project margin.

Approximate saving against the client's fully loaded onshore FTE costs for this engagement.

4.8/5

Average client feedback

14 monthly reviews. Seven consultants.

Client team lead reviews, June and August 2026.

7 of 7

August reviews rated 5/5

August 2026 review cycle.

Rated highly. Trusted to deliver.

"The customer was extremely impressed with both the speed and accuracy of the delivery."

Client team lead, June 2026 consultant review

- Difficult issues resolved: A data issue open for approximately six months was resolved within a few weeks, with limited oversight.
- Room to improve: Nearly all outstanding tickets on one project were closed, creating space to improve data models and processes.
- A stronger foundation: Documentation of legacy systems and an automated documentation process prepared the ground for further integration and cleanup.
- Client-facing confidence: Consultants handled complex work directly with the end client, communicated clearly, and raised roadblocks early.

03 / REWARD

+3

Developers added

The partnership grew to include three additional developers.

YOUR NEXT PROJECT

Build your next team.

Tell us about your project, skills, and timeline. We will help shape the team and get them ready to work.

Discuss your project

<https://truffle.global/contact>

Explore related expertise

Data engineer responsibilities

<https://truffle.global/talent/roles/data-engineer>

SQL developer responsibilities

<https://truffle.global/talent/roles/sql-developer>

Truffle recruitment and onboarding process

<https://truffle.global/#delivery>

Read this case study online.

<https://truffle.global/case-studies/data-team-of-eight>
