



Guiding with uncommon diligence to successfully execute reporting needs

Subcontract Partners

We have many partners with whom we subcontract and take these relationships very seriously. Without them, Crystal Certified would not exist. Holding our partner relationships in utmost regard, we hope to establish this valued relationship with you as well.

Subcontractor Status

Our subcontractor status varies from partner to partner depending on how they prefer to work with us. Some of our partners prefer to be intimately involved with every correspondence with the client. Others send us a quick note with the client's contact information and general need, and we take it from there keeping the partner occasionally updated on our progress. And we have experienced everything in between.

No matter the arrangement, we invoice our time to *you*, our partner, and you in turn invoice the client. This gives your team the opportunity to remain the client's main contact while adding revenue to your bottom line.

Outsource vs In-house

As you add Crystal Reports to your service offering, you must decide whether or not to add to payroll in order to meet fluctuating demand. Allow Crystal Certified to fill this need and put experts on your staff immediately without adding the overhead.

Your staff are trusted advisers for your clients. Adding Crystal Certified to your team will expand your services and provide your clients with another option in meeting their daily needs without adding to your overhead costs. As an extension of your team, we will provide an expert reporting service while maintaining the professional expertise your clients have come to trust from your team.



About our logo:

At Crystal Certified, we pride ourselves in guiding our clients to successful connectivity, which is why our logo features a stone figure known as an *inukshuk*.

These splendid and natural guideposts, made of unworked stones, can be found throughout the world and are used by the Inuit for communication, guidance and survival.

The traditional meaning of the inukshuk is "*You are on the right path.*"

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