

# BUSINESS RELATIONSHIP ANALYSIS

JAX AI Agency!" The P-Way Solutions LLC

2 Relationships Identified

## BUSINESS PROFILES

### JAX AI Agency

Contact: Vic Bushe

Industry: Technology

Technology and AI Consulting

### The P-Way Solutions LLC

Contact: Pervis Lowman

Industry: Real Estate

Commercial Janitorial Services

PARTNER 1/2

80% conf

JAX AI Agency!" The P-Way Solutions LLC

#### Reasoning:

JAX AI Agency could leverage The P-Way Solutions' existing client base in the commercial real estate sector to introduce AI solutions tailored for property management. In turn, The P-Way can enhance its service offerings by incorporating AI-driven janitorial management solutions, increasing operational efficiency.

#### Value Proposition:

By integrating AI solutions, The P-Way can reduce operational costs by up to 20%, while JAX AI could gain access to a new revenue stream of approximately \$10,000 from initial projects.

#### Collaboration Example:

JAX AI Agency develops an AI-driven scheduling and management tool for The P-Way that optimizes janitorial service routes and staff allocation based on real-time occupancy data from commercial clients. They agree to split the revenue from this project, with an expected fee of \$8,000 over the pilot phase, while both companies get valuable case studies to market their enhanced services.

#### Synergy Potential:

The unique synergy lies in combining JAX AI's technological expertise with The P-Way's established presence in the real estate sector, creating an innovative service that simplifies property management through AI.

### Action Items:

1. Schedule a joint meeting to discuss specific AI needs for The P-Way's clients.
2. Identify two pilot projects in commercial properties where AI solutions can be implemented.
3. Develop a marketing plan to promote the new AI-driven services to The P-Way's existing clients.

Value: HIGH

MUTUAL BENEFIT

### REFERRAL 2/2

70% conf

The P-Way Solutions LLC / JAX AI Agency

### Reasoning:

The P-Way Solutions frequently interacts with businesses in various sectors looking to improve operations. They can refer their clients to JAX AI Agency for AI consulting services, creating a mutually beneficial referral system.

### Value Proposition:

For every successful referral, JAX AI can offer The P-Way a referral fee, estimated at \$1,000 per new client, which adds to The P-Way's revenue stream without extra effort.

### Collaboration Example:

When The P-Way is contracted by a local gym to provide cleaning services, they identify a need for improved member engagement through AI. They refer the gym to JAX AI Agency, who proposes a custom AI chatbot for member inquiries. The P-Way earns a referral fee from the \$3,000 project, while JAX AI gains a new client.

### Synergy Potential:

This partnership allows The P-Way to enhance its service offerings and client satisfaction by providing access to cutting-edge technology solutions, while JAX AI benefits from a steady stream of referrals from a trusted local service provider.

### Action Items:

1. Create a referral agreement outlining commission structures and processes.
2. Train The P-Way's team on JAX AI's services to ensure they can effectively recommend them.
3. Establish a tracking system for referrals to measure the success of the partnership.

Value: MEDIUM

MUTUAL BENEFIT