

BUSINESS RELATIONSHIP ANALYSIS

Big Rig Compliance Pros!" JAX AI Agency

2 Relationships Identified

BUSINESS PROFILES

Big Rig Compliance Pros

Contact: Sherika Carter

Industry: Professional Services

Big Rig Compliance Pros helps truck drivers and trucking companies stay compliant with State and Federal regulations by handling filings, renewals, permits and other back office paperwork so they can focus on driving.

JAX AI Agency

Contact: Vladimir Bichev

Industry: Technology

Software Technology and AI Consulting

PARTNER 1/2

75% conf

JAX AI Agency!" Big Rig Compliance Pros

Reasoning:

JAX AI Agency's expertise in AI and software technology can enhance the operational efficiency of Big Rig Compliance Pros by automating compliance processes. This would allow Big Rig Compliance to offer an upgraded service portfolio that includes AI-driven compliance checks, positioning them as innovators in the trucking industry.

Value Proposition:

By integrating AI solutions, Big Rig Compliance can reduce paperwork processing time by 30%, improving client satisfaction and potentially increasing revenue by 20% through enhanced service offerings.

Collaboration Example:

JAX AI Agency could develop an AI analytics tool for Big Rig Compliance Pros that analyzes compliance data and alerts clients about upcoming deadlines. For instance, if a trucking company is due for a permit renewal, the system could automatically notify them a week in advance, providing a seamless experience. This tool could be marketed as a premium service for an additional fee, generating new revenue streams for Big Rig Compliance.

Synergy Potential:

Both businesses target small to medium-sized enterprises in the Southeast, enabling them to co-create services that directly address the needs of their shared clientele, making them more competitive against larger firms.

Action Items:

1. Schedule a joint brainstorming session to identify specific compliance processes that could benefit from AI automation.
2. Develop a pilot program to test the AI analytics tool with a select group of Big Rig Compliance clients.
3. Create a joint marketing strategy to promote the new AI-enhanced compliance services to existing and prospective clients.

Value: HIGH

MUTUAL BENEFIT

REFERRAL 2/2

70% conf

Big Rig Compliance Pros!' JAX AI Agency

Reasoning:

Big Rig Compliance Pros serves small trucking companies that could greatly benefit from JAX AI Agency's technology solutions to modernize their operations. Big Rig Compliance can refer their clients to JAX AI for tailored AI solutions, creating a network of mutually beneficial referrals.

Value Proposition:

By referring clients to JAX AI, Big Rig Compliance can enhance their service offerings, creating added value for their clients while earning referral fees of 10% on any contract signed.

Collaboration Example:

When a small trucking company approaches Big Rig Compliance for help with compliance paperwork, they can also present the benefits of using JAX AI's automation tools. For example, if a trucking company struggles with managing their driver compliance files, Big Rig Compliance could refer them to JAX AI, who can offer a customized software solution. If the client signs a \$10,000 contract with JAX AI, Big Rig Compliance earns \$1,000 for the referral.

Synergy Potential:

This relationship allows Big Rig Compliance to offer a more comprehensive service while positioning JAX AI as a go-to solution for technology needs in the trucking industry, thus strengthening their market presence.

Action Items:

1. Develop a referral agreement outlining the commission structure for Big Rig Compliance.
2. Create a joint informational brochure that details how AI can streamline compliance processes.
3. Host a seminar/webinar for trucking clients to educate them about the benefits of AI in compliance.

Value: MEDIUM

MUTUAL BENEFIT