

# BUSINESS RELATIONSHIP ANALYSIS

J P O Logistics LLC !” The P-Way Solutions L

2 Relationships Identified

## BUSINESS PROFILES

### JPO Logistics LLC

Contact: Paulette Orr

Industry: Logistics

General freight services and dispatching service.

### The P-Way Solutions LLC

Contact: Pervis lowman

Industry: Real Estate

Commercial Janitorial Services

VENDOR 1/2

75% conf

J P O Logistics LLC !” The P-Way Solutions LLC

#### Reasoning:

JPO Logistics could provide freight services to The P-Way Solutions for transporting cleaning supplies and equipment, facilitating their commercial janitorial services. This relationship allows P-Way to streamline its supply chain and reduce costs associated with logistics.

#### Value Proposition:

By leveraging JPO Logistics' freight services, The P-Way Solutions could save approximately 15% on shipping costs, improving their profit margins on contracts.

#### Collaboration Example:

The P-Way Solutions orders a bulk shipment of cleaning supplies from a supplier. JPO Logistics handles the transportation, ensuring timely delivery across various client sites. By optimizing delivery routes, JPO can reduce shipping time by 20%, allowing P-Way to meet tighter schedules for ongoing contracts, ultimately enhancing customer satisfaction.

#### Synergy Potential:

The unique pairing lies in JPO's expertise in logistics and P-Way's need for efficient supply chain solutions, creating a symbiotic relationship where both can enhance their operational efficiencies.

### Action Items:

1. Schedule a meeting between Paulette Orr and Pervis Lowman to discuss specific logistics needs for upcoming projects.
2. Create a trial logistics plan for an upcoming large order of janitorial supplies to measure cost and time savings.
3. Develop a service agreement that outlines rates and delivery schedules to formalize the partnership.

Value: HIGH

MUTUAL BENEFIT

### REFERRAL 2/2

65% conf

The P-Way Solutions LLC / JPO Logistics LLC

### Reasoning:

The P-Way Solutions serves a similar customer base, as both businesses target companies that require logistics and janitorial services. They can refer clients to each other without competing.

### Value Proposition:

This referral relationship could increase both businesses' client bases by 10%, as they can cross-promote their services to existing clients.

### Collaboration Example:

Whenever The P-Way Solutions secures a contract for a commercial space that requires logistics for moving in equipment, they can refer JPO Logistics to handle the shipping. In return, JPO can recommend The P-Way Solutions for cleaning services to their logistics customers, creating a seamless service experience for their clients.

### Synergy Potential:

Both businesses cater to similar sectors, making their referral partnership particularly effective in enhancing service offerings while maintaining client satisfaction.

### Action Items:

1. Develop a referral program that outlines incentives for each successful client referral between the two businesses.
2. Create joint marketing materials highlighting how their services complement each other.
3. Host a networking event where both businesses can introduce their services to potential clients.

Value: MEDIUM

MUTUAL BENEFIT