BUSINESS RELATIONSHIP ANALYSIS

Free Agents Inc !" JAX AI Agency

2 Relationships Identified

BUSINESS PROFILES

Free Agents Inc
Contact: James Higbe
Industry: Professional Services
Key people to solve you business issue

JAX AI Agency
Contact: Vladimir Bichev
Industry: Technology
Software Technology and AI Consulting

REFERRAL 1/2   70% conf

JAX AI Agency !' Free Agents Inc

Reasoning:

JAX AI Agency targets small and mid-sized businesses that may require professional services to solve their business issues, which aligns well with Free Agents Inc.'s offerings. By referring clients to each other, they can enhance their service portfolios without competing directly.

Value Proposition:

Increased client acquisition for both businesses, potentially generating an additional $10,000 in referral fees per quarter based on expected client volume.

Collaboration Example:

JAX AI Agency could refer its clients in real estate and logistics who are struggling with operational challenges to Free Agents Inc. For example, if a logistics client is facing staffing issues, they would connect them with Free Agents Inc. for tailored solutions, earning a referral fee for every successful engagement.

Synergy Potential:

The unique synergy lies in JAX AI's technology focus and Free Agents Inc.'s expertise in solving business issues, creating a comprehensive service network that enhances value for their clients.

Action Items:

1. Schedule an introductory meeting between JAX AI and Free Agents to discuss potential referral agreements.

2. Develop a shared referral framework outlining benefits and fees for both parties.

3. Create co-branded marketing materials to promote the referral partnership.

Value: MEDIUM

MUTUAL BENEFIT

REFERRAL 2/2

60% conf

Free Agents Inc !' JAX AI Agency

Reasoning:
Free Agents Inc. provides solutions to small and mid-sized companies that could greatly benefit from JAX AI's AI consulting services. By referring their clients to JAX AI, they can enhance the range of solutions they offer without competing.

Value Proposition:
Potentially increase service offerings for Free Agents Inc. leading to a projected $5,000 in additional revenue per quarter through strategic referrals.

Collaboration Example:
Free Agents Inc. could identify a marketing agency client that needs to streamline operations with AI. They would refer this client to JAX AI Agency, facilitating a seamless transition into AI-enhanced processes, while earning a referral fee on the project.

Synergy Potential:
This relationship allows Free Agents Inc. to elevate their service offerings by integrating cutting-edge technology solutions provided by JAX AI, creating a more comprehensive service package for their clients.

Action Items:
1. Identify specific client needs within Free Agents' current customer base that align with JAX AI's services.

2. Establish a mutual referral agreement detailing the process and incentives for referrals.

3. Host a joint workshop showcasing how AI solutions can enhance operational efficiency for Free Agents' clients.

Value: MEDIUM

MUTUAL BENEFIT