

BUSINESS RELATIONSHIP ANALYSIS

JAX AI Agency !” Relax Relate & Release

2 Relationships Identified

BUSINESS PROFILES

JAX AI Agency

Contact: Vladimir Bichev

Industry: Technology

Software Technology and AI Consulting

Relax Relate & Release

Contact: Hazel Lee

Industry: Health & Wellness

Massage Therapy

PARTNER 1/2

75% conf

JAX AI Agency !” Relax Relate & Release

Reasoning:

JAX AI Agency could enhance Relax Relate & Release's customer experience through AI-driven tools, such as an appointment scheduling chatbot or personalized marketing automation. This collaboration allows both businesses to offer modern solutions to their respective clients.

Value Proposition:

By implementing AI solutions, Relax Relate & Release can increase client retention and acquisition by up to 30%, while JAX AI Agency gains a new case study to showcase their expertise.

Collaboration Example:

JAX AI Agency could develop a custom AI-driven online booking system for Relax Relate & Release that allows veterans to easily schedule massages based on their specific needs and preferences. This system could include reminders and follow-ups, enhancing customer satisfaction. In return, Relax Relate & Release would promote JAX AI Agency's services to its veteran clients, creating a win-win situation.

Synergy Potential:

The unique synergy lies in combining AI technology with a health and wellness service targeting veterans, creating a tailored experience that neither could achieve alone. This partnership directly addresses the specific needs of veterans while modernizing the wellness industry.

Action Items:

1. Schedule a meeting between JAX AI Agency and Relax Relate & Release to discuss specific AI needs and potential solutions.
2. Create a draft plan for the AI-driven booking system, outlining features and benefits for veterans.
3. Develop a marketing strategy that highlights the new technology, targeting veterans through community outreach and social media.

Value: HIGH

MUTUAL BENEFIT

REFERRAL 2/2

60% conf

Relax Relate & Release !' JAX AI Agency

Reasoning:

Relax Relate & Release serves veterans who may benefit from JAX AI Agency's AI solutions to streamline operations or enhance their own services, such as using AI for marketing or customer management.

Value Proposition:

Relax Relate & Release can refer its clients who own small businesses to JAX AI Agency, potentially generating new leads and enhancing its own service offering. JAX AI can gain access to a niche market segment, increasing its visibility.

Collaboration Example:

When a veteran client of Relax Relate & Release mentions wanting to modernize their fitness or wellness business, Hazel Lee could refer them directly to JAX AI Agency. This referral could lead to a consulting project worth \$5,000, where JAX AI helps implement an AI-driven customer engagement strategy for the referred business.

Synergy Potential:

This referral relationship creates a bridge between health and technology, allowing both businesses to tap into the veteran community in Jacksonville, creating a strong network effect.

Action Items:

1. Develop a referral program between the two businesses that incentivizes referrals with a commission or discounted services.
2. Create a joint marketing piece highlighting how AI can benefit small wellness businesses, to be shared with Relax Relate & Release's clients.
3. Host an informational workshop for veterans on how AI can enhance their business operations, featuring JAX AI's services.

Value: MEDIUM

MUTUAL BENEFIT