

BUSINESS RELATIONSHIP ANALYSIS

Free Agents Inc!" The P-Way Solutions LLC

2 Relationships Identified

BUSINESS PROFILES

Free Agents Inc

Contact: James Higbe

Industry: Professional Services

Key people to solve you business issue

The P-Way Solutions LLC

Contact: Pervis lowman

Industry: Real Estate

Commercial Janitorial Services

REFERRAL 1/2

80% conf

Free Agents Inc!" The P-Way Solutions LLC

Reasoning:

Free Agents Inc specializes in resolving business issues for companies, and The P-Way Solutions offers commercial janitorial services that many of Free Agents' clients may require. By referring clients to each other, both businesses can expand their customer base without directly competing.

Value Proposition:

By exchanging referrals, both businesses can potentially increase their client base by 20% over the next quarter, leading to additional revenue.

Collaboration Example:

Free Agents Inc could identify a client in need of janitorial services for their office space. They refer this client to The P-Way Solutions, who then provides a proposal for cleaning services. For each successful referral, Free Agents could earn a 10% commission on the first contract value, creating a steady revenue stream while enhancing client satisfaction.

Synergy Potential:

The unique synergy lies in Free Agents' deep understanding of business needs and The P-Way Solutions' specialized services, allowing them to cater to shared clientele effectively and enhance service offerings.

Action Items:

1. Set up a meeting between James Higbe and Pervis Lowman to discuss referral agreement terms.
2. Create a shared referral tracking document to monitor leads and conversions.
3. Launch a joint promotional campaign highlighting the benefits of both services to local businesses.

Value: MEDIUM

MUTUAL BENEFIT

REFERRAL 2/2

70% conf

The P-Way Solutions LLC !' Free Agents Inc

Reasoning:

The P-Way Solutions has access to a variety of commercial clients who may be facing operational challenges that Free Agents Inc can help address. Referring clients needing business solutions to Free Agents can enhance their service offerings.

Value Proposition:

The P-Way Solutions can enhance their service portfolio by offering business solutions through Free Agents, potentially increasing their contract renewals by 15%.

Collaboration Example:

When The P-Way Solutions completes a cleaning contract, they could identify businesses struggling with operational efficiency. They recommend Free Agents Inc for business consulting, and for each referral that leads to a contract, The P-Way receives a 5% referral fee, aligning their interests closely.

Synergy Potential:

The P-Way Solutions has a direct line to businesses needing cleaning services, and by offering referrals to Free Agents, they can position themselves as a comprehensive service provider, thus enhancing customer loyalty.

Action Items:

1. Draft a referral agreement outlining commission structures between both businesses.
2. Create a marketing brochure that highlights the collaborative service offerings for distribution to current clients.
3. Organize a networking event to promote the partnership and showcase both services to local businesses.

Value: MEDIUM

MUTUAL BENEFIT