

# BUSINESS RELATIONSHIP ANALYSIS

## JAX AI Agency !” The P-Way Solutions LLC

2 Relationships Identified

### BUSINESS PROFILES

#### JAX AI Agency

Contact: Vladimir Bichev

Industry: Technology

Software Technology and AI Consulting

#### The P-Way Solutions LLC

Contact: Pervis lowman

Industry: Real Estate

Commercial Janitorial Services

### REFERRAL 1/2

80% conf

#### JAX AI Agency !” The P-Way Solutions LLC

##### Reasoning:

JAX AI Agency targets small and mid-sized businesses, which aligns with The P-Way Solutions' clientele. They can refer clients to each other, enhancing service offerings without competing.

##### Value Proposition:

Increased customer referrals can lead to a potential 20% increase in revenue for both businesses through cross-promotion.

##### Collaboration Example:

JAX AI Agency can refer The P-Way Solutions to its clients in the real estate sector who require janitorial services after property viewings. For instance, after a client modernizes their operations with AI, they can be introduced to The P-Way Solutions for ongoing cleaning contracts, potentially generating \$10,000 in new contracts over the next year.

##### Synergy Potential:

Both businesses are focused on enhancing the operational efficiency of local companies, making their referral relationship particularly powerful in a niche market.

##### Action Items:

1. Set up a referral agreement outlining client referral processes.
2. Create a joint marketing flyer showcasing the benefits of AI and janitorial services for local businesses.

3. Host a networking event where both businesses can meet potential clients and discuss their offerings.

Value: MEDIUM

MUTUAL BENEFIT

## COLLABORATION 2/2

70% conf

JAX AI Agency | The P-Way Solutions LLC

### Reasoning:

JAX AI Agency can leverage its AI technology to enhance service delivery for The P-Way Solutions, making their cleaning services more efficient and appealing.

### Value Proposition:

Implementing AI tools could reduce operational costs for The P-Way Solutions by up to 30%, allowing for competitive pricing and increased profitability.

### Collaboration Example:

JAX AI Agency could develop an AI-powered scheduling tool for The P-Way Solutions that optimizes cleaning routes and schedules based on customer needs. For example, they can implement the tool for a local real estate agency, improving service efficiency and allowing The P-Way Solutions to take on 15% more contracts in the first quarter.

### Synergy Potential:

This collaboration uniquely combines AI technology with janitorial services, setting both businesses apart in their respective markets by offering innovative solutions.

### Action Items:

1. Organize a workshop to define the features and requirements of the AI scheduling tool.
2. Develop a pilot project with The P-Way Solutions to test the AI tool with a select number of clients.
3. Create a case study from the pilot project to showcase efficiency improvements and attract more business.

Value: HIGH

MUTUAL BENEFIT