

BUSINESS RELATIONSHIP ANALYSIS

Big Rig Compliance Pros!" The P-Way Solutions LLC

2 Relationships Identified

BUSINESS PROFILES

Big Rig Compliance Pros

Contact: Sherika Carter

Industry: Professional Services

Big Rig Compliance Pros helps truck drivers and trucking companies stay compliant with State and Federal regulations by handling filings, renewals, permits and other back office paperwork so they can focus on driving.

The P-Way Solutions LLC

Contact: Pervis Lowman

Industry: Real Estate

Commercial Janitorial Services

VENDOR 1/2

70% conf

The P-Way Solutions LLC !' Big Rig Compliance Pros

Reasoning:

The P-Way Solutions LLC could provide commercial janitorial services to Big Rig Compliance Pros' office, ensuring a clean and professional environment for their clients and staff. In turn, Big Rig Compliance Pros could refer their trucking clients needing janitorial services to The P-Way Solutions.

Value Proposition:

By engaging The P-Way Solutions for regular office cleaning, Big Rig Compliance can enhance their professional image, potentially attracting more clients and increasing their office efficiency.

Collaboration Example:

The P-Way Solutions could set up a weekly cleaning schedule for Big Rig Compliance Pros' office, ensuring that the workspace is always presentable for client meetings. Additionally, they could offer a discount for referrals, which would incentivize Big Rig Compliance to recommend their services to trucking companies looking for office maintenance, creating a referral stream.

Synergy Potential:

Both businesses serve clients in the transportation sector, so they can leverage their networks effectively to create a comprehensive service offering for their clients, enhancing their respective reputations in the industry.

Action Items:

1. Schedule a meeting between Pervis Lowman and Sherika Carter to discuss cleaning service needs.
2. Develop a referral program where Big Rig Compliance receives discounts for client referrals to The P-Way Solutions.
3. Create joint marketing materials highlighting the partnership to share with clients.

Value: MEDIUM

MUTUAL BENEFIT

VENDOR 2/2

60% conf

Big Rig Compliance Pros /' The P-Way Solutions LLC

Reasoning:

Big Rig Compliance Pros could offer compliance services to The P-Way Solutions, ensuring they stay compliant with all necessary regulations for their business operations. In return, The P-Way Solutions could recommend Big Rig Compliance to their clients in the trucking industry.

Value Proposition:

Engaging Big Rig Compliance will help The P-Way Solutions avoid potential fines and operational disruptions, thereby saving costs and maintaining their service quality.

Collaboration Example:

Big Rig Compliance could conduct a compliance audit for The P-Way Solutions, identifying any potential regulatory issues that need addressing. Following the audit, they could provide ongoing compliance support, ensuring that The P-Way Solutions can focus on their janitorial services without worrying about paperwork, while also promoting Big Rig Compliance to their trucking clients.

Synergy Potential:

This partnership allows The P-Way Solutions to ensure their operations are streamlined and compliant, while Big Rig Compliance can access a new client base in the janitorial service sector, enhancing their service offerings.

Action Items:

1. Arrange an initial compliance assessment meeting between Sherika Carter and Pervis Lowman.
2. Create a compliance checklist specifically tailored for The P-Way Solutions.
3. Establish a marketing strategy to share compliance tips with mutual clients in the trucking sector.

Value: MEDIUM

MUTUAL BENEFIT