

BUSINESS RELATIONSHIP ANALYSIS

Be Present Detalles !” JAX AI Agency

2 Relationships Identified

BUSINESS PROFILES

Be Present Detalles

Contact: De'Ana Aguas

Industry: Professional Services

Events and Experiences

JAX AI Agency

Contact: Vic Bushe

Industry: Technology

Technology and AI Consulting

COLLABORATION 1/2

85% conf

JAX AI Agency !” Be Present Detalles

Reasoning:

JAX AI Agency can enhance the event experiences offered by Be Present Detalles through the use of AI technology. By integrating AI solutions into event planning, Be Present can streamline logistics, improve customer engagement, and provide personalized experiences for attendees.

Value Proposition:

By collaborating on events, JAX AI can generate \$3,000 in project fees while Be Present can attract more clients seeking innovative event solutions, potentially increasing their revenue by 20% through enhanced offerings.

Collaboration Example:

For an upcoming Valentine's Day event, JAX AI Agency could develop a personalized event planning chatbot for Be Present Detalles. This chatbot would help attendees customize their experience by selecting themes, activities, and catering options. They could split the \$2,000 development fee, and Be Present would market the event as cutting-edge, attracting more clientele.

Synergy Potential:

The unique synergy comes from combining AI technology with event management, allowing Be Present to differentiate its offerings in a crowded market. This partnership not only enhances attendee experience but also positions both businesses as innovators in their respective fields.

Action Items:

1. Schedule a meeting to discuss potential event concepts that could benefit from AI integration.
2. Develop a pilot project proposal for a specific upcoming event.
3. Identify metrics for measuring the success of the collaboration in terms of client engagement and revenue.

Value: HIGH

MUTUAL BENEFIT

REFERRAL 2/2

70% conf

Be Present Details | JAX AI Agency

Reasoning:

Be Present Details serves a similar clientele of busy professionals, who could benefit from AI solutions to improve their operational efficiency. By referring clients to JAX AI Agency, they can help their clients modernize, while also earning referral fees.

Value Proposition:

For every referral that leads to a successful AI project, Be Present could earn a 10% commission, potentially increasing their income by \$1,500 annually based on current client volume.

Collaboration Example:

When a corporate client approaches Be Present for an event, they can also mention the option of hiring JAX AI Agency to automate event registration and follow-up communications. Be Present refers this client to JAX AI, and if the project is secured for \$15,000, they would receive a \$1,500 referral fee.

Synergy Potential:

This relationship uniquely leverages Be Present's strong client relationships while providing JAX AI with direct access to businesses looking to modernize through AI, creating a win-win situation that is more than just transactional.

Action Items:

1. Set up a referral program outlining commission structures and mutual benefits.
2. Create a joint marketing pitch that highlights how AI can enhance event experiences.
3. Train Be Present's team on JAX AI's offerings to effectively communicate the benefits to their clients.

Value: MEDIUM

MUTUAL BENEFIT