

BUSINESS RELATIONSHIP ANALYSIS

JAX AI Agency !” JPO Logistics LLC

2 Relationships Identified

BUSINESS PROFILES

JAX AI Agency

Contact: Vladimir Bichev

Industry: Technology

Software Technology and AI Consulting

JPO Logistics LLC

Contact: Paulette Orr

Industry: Logistics

General freight services and dispatching service.

COLLABORATION 1/2

85% conf

JAX AI Agency !” JPO Logistics LLC

Reasoning:

JAX AI Agency can enhance JPO Logistics' operations by implementing AI-driven solutions for route optimization and dispatch efficiency. This collaboration allows both companies to modernize logistics while providing JPO an edge in the competitive freight market.

Value Proposition:

By adopting AI solutions, JPO Logistics could reduce operational costs by up to 20% and improve delivery times, leading to increased customer satisfaction and potential revenue growth.

Collaboration Example:

JAX AI Agency could partner with JPO Logistics to develop a custom AI tool that analyzes historical shipping data. For example, by integrating the tool, JPO could identify optimal routes based on traffic patterns and weather forecasts, resulting in a projected \$50,000 in annual savings from reduced fuel costs and quicker delivery times.

Synergy Potential:

This partnership uniquely combines cutting-edge AI technology with practical logistics expertise, allowing JPO to stand out in the logistics industry while JAX AI gains a strong case study in a sector ripe for innovation.

Action Items:

1. Schedule a discovery meeting to discuss specific logistics pain points and potential AI solutions.

2. Develop a pilot project proposal that outlines the AI tool's features and expected outcomes.
3. Create a marketing strategy to showcase the success of the pilot project, targeting local businesses in the logistics sector.

Value: HIGH

MUTUAL BENEFIT

REFERRAL 2/2

70% conf

JPO Logistics LLC !' JAX AI Agency

Reasoning:

JPO Logistics serves shippers and owner-operators who could greatly benefit from AI solutions in their operations. By referring clients to JAX AI Agency, JPO can enhance their service offerings without directly competing.

Value Proposition:

For every successful referral to JAX AI, JPO could earn a referral fee, while enhancing their value proposition to clients by providing access to innovative AI solutions.

Collaboration Example:

JPO Logistics could refer a local shipping company struggling with inventory management to JAX AI Agency. After a successful implementation of AI for tracking shipments, the shipping company reports a 30% reduction in lost items, leading to increased customer retention and a referral bonus of \$2,000 for JPO.

Synergy Potential:

This relationship leverages JPO's established network in the logistics community to drive business for JAX AI, while JPO enhances their service offerings, creating a win-win scenario that strengthens both brands.

Action Items:

1. Identify specific clients within JPO's network who would benefit from AI solutions.
2. Draft a referral agreement that outlines incentive structures for JPO.
3. Create marketing materials that highlight JAX AI's services, to be shared with JPO's clients.

Value: MEDIUM

MUTUAL BENEFIT