

# BUSINESS RELATIONSHIP ANALYSIS

Connections to the Nations LLC!" The P-Way So

2 Relationships Identified

## BUSINESS PROFILES

### Connections to the Nations LLC

Contact: Arlene Ortiz  
Industry: Professional Services  
Community Fair and Culture

### The P-Way Solutions LLC

Contact: Pervis Lowman  
Industry: Real Estate  
Commercial Janitorial Services

VENDOR 1/2

85% conf

The P-Way Solutions LLC! Connections to the Nations LLC

#### Reasoning:

The P-Way Solutions LLC could provide janitorial services for Connections to the Nations LLC's community fairs and cultural events, ensuring a clean and inviting atmosphere for attendees. This relationship is beneficial as it aligns with B's need for professional services at large gatherings.

#### Value Proposition:

The P-Way Solutions could secure contracts worth several thousand dollars for janitorial services, while Connections to the Nations would enhance event quality and attendee satisfaction through cleanliness.

#### Collaboration Example:

For the upcoming Community Fair organized by Connections to the Nations, The P-Way Solutions could be contracted to provide janitorial services before, during, and after the event. This could include setup cleaning, maintaining cleanliness during the event, and post-event cleanup, generating a revenue of approximately \$3,000 for The P-Way Solutions.

#### Synergy Potential:

The unique synergy lies in the combination of community engagement and cleanliness, which enhances the overall experience for attendees, making the events more appealing and successful.

### Action Items:

1. Schedule a meeting between Pervis Lowman and Arlene Ortiz to discuss service needs for upcoming events.
2. Draft a service agreement outlining specific services and pricing for janitorial services at events.
3. Promote the collaboration on social media to highlight the commitment to community engagement and cleanliness.

Value: HIGH

MUTUAL BENEFIT

### REFERRAL 2/2

70% conf

Connections to the Nations LLC / The P-Way Solutions LLC

### Reasoning:

Connections to the Nations LLC can refer local businesses that require janitorial services to The P-Way Solutions, establishing valuable connections to potential clients in need of cleaning services.

### Value Proposition:

Referrals could lead to new contracts for The P-Way Solutions, generating additional revenue, while Connections to the Nations can enhance its service offerings by providing additional value to its clients.

### Collaboration Example:

During the networking sessions at community fairs, Connections to the Nations can introduce The P-Way Solutions to small business owners looking for reliable janitorial services. If even five businesses engage The P-Way Solutions at an average contract value of \$2,000, this could yield \$10,000 in new revenue.

### Synergy Potential:

The ability to connect businesses with essential services creates a supportive ecosystem that fosters local economic growth, making the partnership impactful for both parties.

### Action Items:

1. Create a referral program where Connections to the Nations receives a commission for each successful referral.
2. Develop marketing materials for The P-Way Solutions to distribute at community events.
3. Host a joint event to educate local businesses about the importance of professional cleaning services.

Value: MEDIUM

MUTUAL BENEFIT