

# BUSINESS RELATIONSHIP ANALYSIS

N o s e n i o r l e f t b e h i n d f l . o r g ! " T h e P - W a y S o l u t i o n

2 Relationships Identified

## BUSINESS PROFILES

### Noseniorleftbehindfl.org

Contact: Wanda K Jackson  
Industry: Professional Services  
Assessments for 55 and older in need of a service to help maintain independence.

### The P-Way Solutions LLC

Contact: Pervis lowman  
Industry: Real Estate  
Commercial Janitorial Services

VENDOR 1/2

75% conf

The P-Way Solutions LLC ! Noseniorleftbehindfl.org

#### Reasoning:

The P-Way Solutions LLC provides commercial janitorial services, which could be beneficial for Noseniorleftbehindfl.org's facilities or any locations they operate out of. By offering cleaning services, P-Way can help maintain a professional environment for Noseniorleftbehindfl.org, enhancing their image and functionality.

#### Value Proposition:

P-Way Solutions could secure a contract worth \$1,500 monthly for janitorial services, translating to \$18,000 annually, while Noseniorleftbehindfl.org benefits from a clean and welcoming space for their senior clients.

#### Collaboration Example:

P-Way Solutions could provide weekly cleaning services for the assessment centers used by Noseniorleftbehindfl.org. For example, after a busy week of assessments, P-Way ensures the center is thoroughly cleaned and sanitized before the next week of clients, allowing Noseniorleftbehindfl.org to focus on their core mission. This arrangement could be formalized into a service contract that both parties sign to ensure accountability.

#### Synergy Potential:

This partnership is unique because it not only provides essential cleaning services but also enhances the overall customer experience for seniors, which aligns with the mission of Noseniorleftbehindfl.org to maintain their independence in a clean environment.

**Action Items:**

1. Schedule an introductory meeting between P-Way Solutions and Noseniorleftbehindfl.org to discuss potential cleaning needs.
2. Draft a service proposal outlining the janitorial services tailored for Noseniorleftbehindfl.org's facilities.
3. Develop a contract that includes monthly service levels and pricing to initiate the partnership.

Value: HIGH

MUTUAL BENEFIT

**REFERRAL 2/2**

70% conf

Noseniorleftbehindfl.org / The P-Way Solutions LLC

**Reasoning:**

Noseniorleftbehindfl.org's target market includes seniors who may require janitorial services in their homes as they maintain independence. By referring clients to The P-Way Solutions LLC, Noseniorleftbehindfl.org can offer a comprehensive service that benefits their clients.

**Value Proposition:**

Noseniorleftbehindfl.org could earn referral fees or commissions for each client they direct to P-Way Solutions, potentially generating an additional revenue stream while assisting their clients.

**Collaboration Example:**

During an assessment, if a senior client expresses difficulty maintaining their home cleanliness, the assessor from Noseniorleftbehindfl.org can provide a brochure for P-Way Solutions along with a phone number. If the senior signs up for services, Noseniorleftbehindfl.org could receive a \$100 referral fee per client, enhancing their service offering while generating additional income.

**Synergy Potential:**

This referral relationship leverages Noseniorleftbehindfl.org's existing client base to create a win-win scenario where both businesses can grow their customer reach while providing valuable services to seniors.

**Action Items:**

1. Create a referral agreement detailing the terms of compensation for successful client referrals.
2. Develop marketing materials highlighting P-Way Solutions' services for Noseniorleftbehindfl.org's staff to distribute.
3. Train Noseniorleftbehindfl.org's staff on how to identify and refer clients who may benefit from janitorial services.

Value: MEDIUM

MUTUAL BENEFIT