BUSINESS RELATIONSHIP ANALYSIS

Bluebird Health Partners !" JAX AI Agency

2 Relationships Identified

BUSINESS PROFILES

Bluebird Health Partners
Contact: Cary Hendricks
Industry: Technology
Healthcare Strategy Execution Consulting

JAX AI Agency
Contact: Vladimir Bichev
Industry: Technology
Software Technology and AI Consulting

REFERRAL 1/2	75% conf

JAX AI Agency !' Bluebird Health Partners

Reasoning:

Both JAX AI Agency and Bluebird Health Partners target businesses looking to enhance their operations. JAX AI focuses on small to mid-sized businesses across various sectors, while Bluebird Health serves healthcare providers, creating a complementary overlap.

Value Proposition:

By referring clients to each other, both businesses can expand their reach and potentially increase revenue through shared client acquisition.

Collaboration Example:

If JAX AI encounters a healthcare startup looking to integrate AI into patient management systems, they can refer them to Bluebird Health Partners for strategic execution. Conversely, if Bluebird has a client needing AI solutions for operational efficiency, they can recommend JAX AI Agency, creating a win-win referral cycle.

Synergy Potential:

This partnership leverages JAX AI's expertise in AI technology with Bluebird's industry-specific knowledge in healthcare, allowing both to provide enhanced value to their respective clients.

Action Items:

1. Set up a formal referral program with agreed commission structures.

2. Meet to discuss mutual client profiles and needs to ensure effective matching.

3. Develop joint marketing materials highlighting the benefits of the referral partnership.

`Value: MEDIUM`   `MUTUAL BENEFIT`

COLLABORATION 2/2   80% conf

JAX AI Agency !' Bluebird Health Partners

Reasoning:

Both companies are in the technology consulting space, and there is a clear opportunity for them to collaborate on projects that require both AI solutions and healthcare strategy execution.

Value Proposition:

By collaborating, JAX AI can access the healthcare market, while Bluebird can enhance its service offerings with AI capabilities, potentially leading to higher project fees and new client acquisition.

Collaboration Example:

JAX AI Agency and Bluebird Health Partners could co-develop a healthcare analytics platform that utilizes AI to predict patient outcomes. JAX would handle the AI development, while Bluebird focuses on strategy and implementation for healthcare providers. They could pitch this solution to local hospitals, sharing a potential $100,000 project fee.

Synergy Potential:

The unique combination of JAX AI's cutting-edge AI technology and Bluebird's in-depth healthcare strategy experience positions them to deliver unparalleled solutions that neither could effectively provide alone.

Action Items:

1. Organize a brainstorming session to identify specific project opportunities.

2. Create a joint proposal for a pilot project to showcase the combined capabilities.

3. Develop a timeline and assign roles for the pilot project execution.

`Value: HIGH`   `MUTUAL BENEFIT`