

JPO Logistics LLC

• Logistics

General freight services and dispatching service.

Contact Information

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TARGET MARKET

Shippers and owner operators

Partnership Opportunities (30)

1

JAX AI Agency

Technology

85%

<-> Bidirectional

<- WHAT THEY PROVIDE (Collaboration)

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: 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.

-> WHAT YOU PROVIDE (Referral)

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: 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.

[!] PARTNERSHIP SCENARIO

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.

[*] UNIQUE SYNERGY

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.

NEXT STEPS:

- 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.

2 IV Creative

Marketing & Design

80%

<-> Bidirectional

<- WHAT THEY PROVIDE (Referral)

IV Creative's focus on supporting local businesses includes potential clients in the logistics sector. They can recommend JPO Logistics to their clients who may need freight services, creating a mutually beneficial referral network.

VALUE: IV Creative can enhance its service portfolio by providing logistics solutions to its clients, while JPO Logistics gains access to new customers through IV's marketing efforts.

-> WHAT YOU PROVIDE (Referral)

JPO Logistics serves shippers and owner operators who may require marketing support, while IV Creative targets local business owners, including those in logistics. They can refer clients to each other without competing, as logistics and marketing services complement rather than overlap.

VALUE: By referring clients, JPO Logistics can enhance its service offering and improve customer satisfaction, while IV Creative can gain new clients in the logistics sector, potentially increasing revenue.

[!] PARTNERSHIP SCENARIO

JPO Logistics refers its clients in need of marketing assistance to IV Creative. For example, when a local trucking company seeks to enhance its online presence, JPO connects them with IV, and in return, IV offers a discount on services to JPO's clients, fostering a steady stream of referrals.

[*] UNIQUE SYNERGY

This partnership uniquely combines logistics and marketing, enabling both businesses to serve a niche market in Jacksonville that values tailored services in freight and local business promotion.

NEXT STEPS:

- 1 Set up an introductory meeting between Paulette from JPO Logistics and Iliana from IV Creative to discuss referral opportunities.
- 2 Create a referral agreement outlining benefits and processes for client exchanges.
- 3 Develop a joint marketing flyer to promote both businesses' services to their respective client bases.

3 Genuines Coaching & Consulting

Technology

80%

<-> Bidirectional

<- WHAT THEY PROVIDE (Collaboration)

Genuines Coaching could collaborate with JPO Logistics to offer specialized training programs that enhance logistics management skills for executives. Both businesses can leverage their expertise to create a value-added service.

VALUE: This collaboration could generate additional revenue through workshops and training sessions, potentially bringing in \$10,000 per session with 5 sessions planned over the next year.

-> WHAT YOU PROVIDE (Referral)

Both businesses target professional clientele, albeit in different sectors. JPO Logistics serves shippers and owner-operators, while Genuines Coaching focuses on business owners and corporate executives. They can refer clients to each other without competing directly.

VALUE: By referring clients to each other, both businesses can expand their client base and improve their service offerings, potentially increasing revenue by 10-15%.

[!] PARTNERSHIP SCENARIO

JPO Logistics can refer business owners who require logistics support to Genuines Coaching for leadership training. For instance, JPO has a shipper client who is scaling their operations; they could introduce them to Genuines for strategic development, leading to a consulting contract worth \$5,000.

[*] UNIQUE SYNERGY

This partnership uniquely combines logistics insight with leadership development, enabling both companies to enhance their client relationships by providing comprehensive support.

NEXT STEPS:

- 1 Schedule a meeting between Paulette and Reden to discuss referral terms.
- 2 Create a referral agreement detailing commission rates for each referral made.
- 3 Develop co-branded marketing materials to promote the referral partnership.

4 We buy any house

Professional Services

80%

<-> Bidirectional

<- WHAT THEY PROVIDE (Referral)

We Buy Any House meets people who are in financial distress and may require logistics services to move their belongings or transport items after a sale. They can refer clients to JPO Logistics for freight services, creating a reciprocal referral relationship.

VALUE: We Buy Any House can earn a referral fee for each client that utilizes JPO's logistics services, thereby enhancing their service offering and providing added value to their clients.

-> WHAT YOU PROVIDE (Referral)

JPO Logistics serves shippers and owner operators who may often need to liquidate properties due to financial strain, while We Buy Any House targets individuals in similar situations. This creates a strong referral opportunity where JPO can direct distressed sellers to We Buy Any House.

VALUE: By referring clients to We Buy Any House, JPO Logistics can earn a referral fee of 5-10% per sale, potentially generating an additional revenue stream.

[!] PARTNERSHIP SCENARIO

When JPO Logistics identifies a shipper who is struggling financially and may need to sell property, they can refer them to Chris at We Buy Any House. For every successful sale completed, JPO earns a \$2,500 referral fee, creating an additional revenue source while helping their clients manage their financial situations.

[*] UNIQUE SYNERGY

This partnership leverages JPO's existing relationships with shippers and owner operators who may be in distress, providing a unique channel for We Buy Any House to find clients needing their services, which is not a typical target market for real estate buyers.

NEXT STEPS:

- 1 Set up a referral agreement outlining commission structures and client handoff processes.
- 2 Create marketing materials for JPO to share with their clients highlighting the real estate solutions offered by We Buy Any House.
- 3 Schedule a joint informational webinar for JPO's clients to explain how We Buy Any House can assist them in selling their properties quickly.

<- WHAT THEY PROVIDE (Referral)

Jamz Trainings' clients often participate in physically demanding activities that may require logistics support for transportation or event organization. Referring clients who need logistics services can enhance their overall customer experience.

VALUE: By referring clients to JPO Logistics, Jamz Trainings can enhance their service offering and potentially earn a referral fee, while JPO gains access to a new clientele base. This could lead to a revenue boost of around 15% for both businesses in the next few months.

-> WHAT YOU PROVIDE (Referral)

JPO Logistics serves shippers who may also need health and wellness services, especially as they deal with physically demanding work. Similarly, Jamz Trainings targets middle-aged recreational athletes, many of whom may require logistics services for transporting sports equipment or organizing events.

VALUE: By referring clients to each other, both businesses can expand their customer bases significantly, tapping into each other's networks. This could lead to at least a 20% increase in leads for both parties over the next quarter.

[!] PARTNERSHIP SCENARIO

JPO Logistics can distribute flyers for Jamz Trainings during their freight deliveries to local recreation centers and HOA communities. In return, Jamz can feature JPO's services in their monthly newsletters to clients who might need logistics for sporting events. If both businesses refer just five clients a month to each other, that could translate to \$5,000 in new revenue each.

[*] UNIQUE SYNERGY

The pairing is unique since JPO Logistics can reach clients who may not actively seek logistics support but need it for their sports activities, while Jamz Trainings can attract clients who value health and wellness, thus creating a niche market crossover.

NEXT STEPS:

- 1 Set up a meeting to discuss referral program details and benefits for both parties.
- 2 Create and print promotional materials highlighting JPO's services for distribution at Jamz's training sessions.
- 3 Initiate a joint social media campaign to announce the referral partnership, targeting both businesses' audiences.

<- WHAT THEY PROVIDE (Referral)

Aspirations Behavioral Health serves individuals who may be owners/operators in logistics or other stressful jobs, creating an opportunity for Aspirations to refer clients to JPO Logistics for their freight and logistics needs.

VALUE: Aspirations could enhance their service offering by connecting clients with logistics support for personal or business moves, while JPO can access a new client base looking for logistics services.

-> WHAT YOU PROVIDE (Referral)

JPO Logistics serves shippers and owner operators who may require mental health services, especially given the stress associated with logistics jobs. Aspirations Behavioral Health could benefit from referrals from JPO Logistics, as these individuals might be open to seeking mental health support.

VALUE: By referring clients, JPO can enhance its service portfolio and offer added value to its customers, potentially increasing loyalty and retention, while Aspirations can gain new clients who are likely to need their services.

[!] PARTNERSHIP SCENARIO

JPO Logistics establishes a referral program where they provide employees and clients with brochures for Aspirations Behavioral Health offering a 10% discount for first-time clients. In exchange, Aspirations could offer JPO a percentage of the first session fee for each client referred, creating a revenue stream for JPO while providing mental health support to stressed

individuals in logistics.

[*] UNIQUE SYNERGY

The unique synergy lies in the high-stress nature of the logistics industry, making mental health support particularly relevant. This partnership not only addresses immediate mental health needs but also builds a supportive community around logistics professionals.

NEXT STEPS:

- 1 Develop a referral brochure detailing services and a discount offer for JPO's clients.
- 2 Set up a meeting to discuss commission structures for referrals.
- 3 Launch a joint marketing campaign to raise awareness about mental health services within the logistics community.

7 Genuines Coaching & Consulting

Technology

80%

<-> Bidirectional

<- WHAT THEY PROVIDE (Referral)

Genuines Coaching targets C-suite executives and small business owners, which may include clients who need logistics services. Establishing a referral program could lead to mutual client acquisition without direct competition.

VALUE: By referring clients to JPO Logistics, Genuines can earn a referral fee, while JPO gains access to high-value clients. For instance, if Genuines refers 5 clients per quarter with an average shipment value of \$10,000, JPO could see an additional \$50,000 in revenue.

-> WHAT YOU PROVIDE (Collaboration)

JPO Logistics could benefit from enhanced leadership training provided by Genuines Coaching & Consulting to improve operational efficiency. Conversely, Genuines could use real-world logistics case studies in their training sessions, enhancing their curriculum with practical examples.

VALUE: By integrating leadership coaching into JPO's operations, they could see a 15% increase in productivity, potentially translating to an additional \$100,000 in revenue annually. Genuines can market their training with case studies from a growing logistics company, enhancing their brand credibility.

[!] PARTNERSHIP SCENARIO

JPO Logistics schedules a quarterly workshop with Genuines Coaching to train their management team in effective leadership and communication strategies. During the workshop, Genuines incorporates a live simulation involving JPO's logistics challenges, which allows participants to practice new skills in real-time. By the end of the session, JPO's management reports increased confidence in decision-making and a plan to implement learned strategies within the next month.

[*] UNIQUE SYNERGY

The combination of logistics and leadership training creates a unique opportunity where practical, industry-specific challenges can be addressed through tailored coaching. This pairing is special because it not only improves JPO's operational capabilities but also gives Genuines a direct case study in a complex field.

NEXT STEPS:

- 1 Schedule an initial meeting to discuss specific training needs and logistics challenges.
- 2 Develop a tailored workshop plan that includes JPO's real-world scenarios for training.
- 3 Set measurable goals and outcomes for the workshop to assess its impact on JPO's operations.

<- WHAT THEY PROVIDE (Vendor)

Organize Design Create can provide marketing services to JPO Logistics, helping them establish a stronger online presence and attract more shippers and owner operators.

VALUE: By implementing targeted marketing strategies, JPO Logistics could see a 25% increase in inquiries, translating to approximately \$50,000 in additional revenue from new contracts.

-> WHAT YOU PROVIDE (Referral)

JPO Logistics LLC serves shippers and owner operators, who may often need marketing services to promote their logistics and transportation offerings. Organize Design Create specializes in marketing for small businesses, making it a good match for referrals between the two.

VALUE: By referring clients to each other, both businesses can increase their client base and potentially generate additional revenue, estimated at a 15-20% increase in customer acquisition for both parties.

[!] PARTNERSHIP SCENARIO

Whenever JPO Logistics secures a new client in need of logistics services, they can refer them to Organize Design Create for marketing support, such as creating a brand identity or social media strategy. In return, Organize Design Create can refer startups that require logistics support to JPO. This could lead to mutual referrals generating around \$10,000 in additional revenue for each business over the next quarter.

[*] UNIQUE SYNERGY

This pairing is unique because JPO Logistics can enhance the visibility and market presence of their clientele through Organize Design Create's specialized marketing services, which is a niche that many logistics companies lack.

NEXT STEPS:

- 1 Schedule a meeting between Paulette Orr and Victoria Price to discuss referral strategies.
- 2 Create a referral agreement outlining the commission structure for each referred client.
- 3 Develop a joint marketing campaign to promote the referral program on social media.

<- WHAT THEY PROVIDE (Vendor)

ALYS could utilize JPO Logistics for shipping their skincare products to retail locations and customers, making JPO an essential vendor in their supply chain.

VALUE: Potential cost savings of 10% on shipping through optimized logistics solutions provided by JPO.

-> WHAT YOU PROVIDE (Referral)

JPO Logistics targets shippers and owner operators, while ALYS focuses on mature women 40 plus, who may also be shippers or business owners. By referring clients to each other, they can tap into a broader customer base without competing directly.

VALUE: Increased customer reach and potential sales growth of 15% through cross-referrals.

[!] PARTNERSHIP SCENARIO

JPO Logistics can include ALYS promotional materials in their shipment packages, targeting both shippers and their clients who may fit ALYS's demographic. For example, when JPO delivers products to a shipping client who is a business owner, they can offer ALYS's skincare products as a value-added service.

[*] UNIQUE SYNERGY

The unique pairing comes from JPO's logistics expertise in distributing products to businesses and ALYS's niche market of mature women. This enables both to access new customer segments effectively.

NEXT STEPS:

- 1 Set up a meeting between Paulette Orr and Cenita Williamson to explore referral terms.
- 2 Create a referral program with incentives for each successful lead conversion.
- 3 Design and print promotional materials for ALYS to be included in JPO's shipments.

10 Jazzi's Creations

Events & Gifts

75%

<-> Bidirectional

<- WHAT THEY PROVIDE (Referral)

Jazzi's Creations serves families and businesses that might need logistics services for transporting their crafted gifts or promotional items, presenting an opportunity for referrals.

VALUE: By referring JPO Logistics to her clients, Jasmyne could receive a commission on each successful referral, potentially increasing her revenue by 15% as she builds a network of reliable service providers.

-> WHAT YOU PROVIDE (Vendor)

JPO Logistics could provide logistics services to Jazzi's Creations for their events and workshops, ensuring timely delivery of craft supplies and promotional materials. This creates a reliable supply chain for Jazzi's projects.

VALUE: By utilizing JPO Logistics, Jazzi's could reduce shipping delays, potentially increasing customer satisfaction and repeat business by 20%.

[!] PARTNERSHIP SCENARIO

JPO Logistics could handle the delivery of supplies for a large team-building event organized by Jazzi's Creations. For example, if Jazzi's has a corporate client with a team-building craft workshop, JPO Logistics could ensure all materials arrive at the venue a day early, guaranteeing no last-minute issues. This partnership could result in Jazzi earning \$1,000 from the corporate client, while JPO Logistics secures a contract for logistics services.

[*] UNIQUE SYNERGY

The unique synergy here lies in JPO Logistics' expertise in freight transport directly supporting Jazzi's growing event services, enhancing both businesses' reputations in timely service delivery.

NEXT STEPS:

- 1 Schedule a meeting between Paulette and Jasmyne to discuss logistics needs for upcoming events.
- 2 Draft a service agreement detailing logistics support for Jazzi's events.
- 3 Pilot the logistics service with the next major workshop to evaluate effectiveness.

11 Bluebird Health Partners

Technology

75%

<-> Bidirectional

<- WHAT THEY PROVIDE (Referral)

Bluebird Health Partners works with healthcare solution providers who may require logistics services for their products. Referring these clients to JPO Logistics could enhance their service offerings while providing JPO with access to new customers.

VALUE: Bluebird can increase their service portfolio and client satisfaction while JPO can tap into the healthcare market, potentially driving an additional 10-20% revenue growth.

-> WHAT YOU PROVIDE (Referral)

JPO Logistics serves shippers and owner operators who may also be looking for technology solutions to improve their logistics operations. Bluebird Health Partners, consulting for healthcare solution providers, could benefit from referrals for logistics services in their engagements.

VALUE: By referring clients to each other, both businesses can expand their customer base, potentially increasing revenue by 15% through cross-promotion.

[!] PARTNERSHIP SCENARIO

During a recent meeting, JPO Logistics identifies that several of their shipping clients in the healthcare sector are struggling with logistics technology. They refer these clients to Bluebird Health Partners for consulting. In return, Bluebird provides JPO with access to healthcare startups looking for logistics solutions, leading to a partnership that drives \$10K in new contracts over three months.

[*] UNIQUE SYNERGY

This pairing leverages JPO's logistics expertise in the healthcare sector while providing Bluebird with a reliable logistics partner, enhancing their consulting offerings uniquely tailored to healthcare startups.

NEXT STEPS:

- 1 Create a referral program outlining benefits for mutual clients.
- 2 Set up an introductory meeting to discuss client needs and expectations.
- 3 Develop co-branded marketing materials to promote the referral relationship.

12 Tosh's Urban Garden

Health & Wellness

75%

<-> Bidirectional

<- WHAT THEY PROVIDE (Referral)

Tosh's Urban Garden and JPO Logistics target overlapping markets, with both serving health-conscious individuals and businesses. Tosh can refer JPO to other local businesses in the wellness industry needing logistics support.

VALUE: Increasing referrals could lead to JPO securing new contracts, potentially increasing revenue by up to 20% as they tap into the wellness industry's growing demand.

-> WHAT YOU PROVIDE (Vendor)

JPO Logistics could provide shipping and delivery services for Tosh's Urban Garden's herbal products, ensuring timely and efficient delivery to health-conscious customers. This partnership would streamline Tosh's supply chain and potentially reduce shipping costs.

VALUE: By utilizing JPO Logistics, Tosh's Urban Garden could save 15% on shipping costs and improve customer satisfaction through faster delivery times.

[!] PARTNERSHIP SCENARIO

Tosh's Urban Garden places an order for a batch of herbal products to be shipped to a wellness expo. JPO Logistics manages the entire shipping process, ensuring delivery by the event date. They charge Tosh \$200 for the service, while also gaining insight into the wellness market, positioning themselves for future partnerships.

[*] UNIQUE SYNERGY

This pairing is unique as it combines logistics expertise with a niche health and wellness product, creating a streamlined process that caters specifically to eco-conscious consumers who value timely delivery.

NEXT STEPS:

- 1 Set up an introductory meeting between Paulette and Latachia to discuss logistics needs.
- 2 Draft a service agreement outlining shipping rates and timelines for Tosh's Urban Garden.
- 3 Plan a trial run for shipping a batch of products to evaluate efficiency and customer satisfaction.

13 Celebrate & Smile International Steppers

Arts & Creative

75%

<-> Bidirectional

<- WHAT THEY PROVIDE (Referral)

Celebrate & Smile focuses on enhancing employee relations in various companies, which might include logistics firms that require transportation services. This provides an opportunity for Celebrate & Smile to refer logistics needs to JPO Logistics.

VALUE: Celebrate & Smile can enhance its value proposition by offering logistics solutions to its corporate clients, while JPO Logistics can gain new clients through referrals from a trusted source.

-> WHAT YOU PROVIDE (Referral)

JPO Logistics serves shippers and owner-operators, while Celebrate & Smile International Steppers targets companies looking to enhance employee relations. Both businesses cater to organizations, suggesting potential overlap in clientele where logistics companies may seek employee engagement solutions.

VALUE: By referring clients to each other, JPO Logistics can enhance its service offering, while Celebrate & Smile can gain access to a new client base in the logistics sector.

[!] PARTNERSHIP SCENARIO

JPO Logistics could refer its corporate clients, such as shipping companies, to Celebrate & Smile for employee enhancement programs. For instance, if a shipping company is looking to boost morale, JPO could recommend a dance workshop, earning a referral fee for each client that signs up, while Celebrate & Smile secures new business.

[*] UNIQUE SYNERGY

The unique synergy lies in the shared target market of companies that prioritize employee welfare, making the referral relationship particularly valuable as both enhance the workplace culture.

NEXT STEPS:

- 1 Set up a meeting between Paulette Orr and Tiffany Barksdale to discuss referral processes.
- 2 Create a joint marketing flyer highlighting the benefits of employee engagement through dance for logistics companies.
- 3 Establish a referral fee structure to incentivize mutual referrals between businesses.

14 The Collective Om

Health & Wellness

75%

<-> Bidirectional

<- WHAT THEY PROVIDE (Referral)

The Collective Om's target market of small businesses includes those who may require logistics services, especially if they are expanding their operations or shipping products. Referring clients to JPO Logistics could provide a valuable service to their customers.

VALUE: By referring clients to JPO Logistics, The Collective Om can enhance its service offerings, creating a more holistic experience for clients, potentially leading to increased customer loyalty and additional revenue streams.

-> WHAT YOU PROVIDE (Referral)

JPO Logistics serves shippers and owner operators who may also be small business owners or individuals seeking wellness services. The Collective Om caters to similar demographics, particularly women focused on self-growth, making it likely they can refer clients to each other without competition.

VALUE: By referring clients to each other, both businesses can expand their customer base, potentially increasing revenue by 10-15% through new client acquisition.

[!] PARTNERSHIP SCENARIO

JPO Logistics could include a flyer or digital coupon for The Collective Om in their dispatch packets sent to drivers. When a driver visits The Collective Om for a wellness service, they mention the referral and receive a discount, while JPO Logistics receives a referral fee for each new customer they bring in.

[*] UNIQUE SYNERGY

This pairing uniquely targets the self-care needs of logistics professionals who often work in high-stress environments, creating a niche market that prioritizes both productivity and wellness.

NEXT STEPS:

- 1 Develop a referral agreement outlining commission percentages for referred clients.
- 2 Create promotional materials for JPO Logistics to distribute to their network.
- 3 Schedule a joint marketing meeting to brainstorm additional promotional strategies.

15 Communicate Design & Marketing

Marketing & Design

75%

<-> Bidirectional

<- WHAT THEY PROVIDE (Vendor)

Communicate Design can provide marketing services to JPO Logistics, enhancing JPO's visibility among shippers and owner-operators. This collaboration allows JPO to improve branding while Communicate can gain a steady client.

VALUE: By improving its online presence through a new website and marketing materials, JPO could increase its client inquiries by 30%, leading to an estimated additional \$20,000 in revenue over six months.

-> WHAT YOU PROVIDE (Referral)

JPO Logistics serves shippers and owner-operators who may also need marketing and branding services, which Communicate provides. By referring clients to each other, they can both expand their customer bases without competing directly.

VALUE: Increased client acquisition for both businesses, potentially generating \$10,000 in new revenue over the next quarter from referrals.

[!] PARTNERSHIP SCENARIO

JPO Logistics can refer its shipping clients who need marketing support to Communicate Design. For instance, if a client wants to boost their online presence, JPO can introduce them to Communicate, earning a referral fee. This could result in JPO earning \$2,000 for every successful referral, while Communicate increases its client base.

[*] UNIQUE SYNERGY

The unique synergy lies in JPO's direct access to a niche market of logistics clients who are often in need of branding and marketing services, allowing Communicate to tap into a specialized sector.

NEXT STEPS:

- 1 Set up a referral agreement outlining commissions for successful leads.
- 2 Create promotional materials highlighting Communicate's services for JPO to share with its clients.
- 3 Schedule a joint webinar to educate both client bases on the importance of marketing in logistics.

16 MyahnArt LLC

Marketing & Design

75%

<-> Bidirectional

<- WHAT THEY PROVIDE (Referral)

MyahnArt serves businesses that enhance customer experience, which could include companies relying on logistics for their operations. By referring clients in need of freight services to JPO Logistics, MyahnArt can create an additional revenue stream through referral fees.

VALUE: MyahnArt can earn a 10% referral fee for every client they send to JPO Logistics, potentially generating additional monthly income as they refer multiple clients needing shipping services.

-> WHAT YOU PROVIDE (Vendor)

JPO Logistics could provide logistics services for MyahnArt's projects that require transportation of art supplies, materials, or finished artworks. This relationship makes sense as JPO Logistics has expertise in general freight services, which can enhance MyahnArt's operational efficiency.

VALUE:

By utilizing JPO Logistics for transportation, MyahnArt can save up to 15% on shipping costs compared to their current providers, leading to increased profitability on each project.

[!] PARTNERSHIP SCENARIO

When MyahnArt has a large mural project for a corporate client, JPO Logistics can handle the shipping of all materials required for the mural. For instance, if MyahnArt needs to transport a large canvas and paint supplies to a downtown Jacksonville location, JPO can ensure timely delivery, allowing MyahnArt to complete the project on time and maintain client satisfaction.

[*] UNIQUE SYNERGY

The unique synergy arises from JPO Logistics' specialization in freight services paired with MyahnArt's need for reliable transport for delicate art materials. This pairing allows for a streamlined logistic flow tailored specifically for the art and events industry.

NEXT STEPS:

- 1 Set up an introductory meeting between Paulette Orr and Myah Freeman to discuss logistics needs.
- 2 Create a customized shipping solution proposal for MyahnArt's upcoming projects within the next week.
- 3 Develop a shared calendar for tracking shipment schedules for MyahnArt's art deliveries.

17 Grayland Real Estate

75%

<-> Bidirectional

<- WHAT THEY PROVIDE (Referral)

Grayland's clients, such as property owners and commercial lenders, often require logistics services for their properties or investments. By establishing a referral relationship, Grayland can offer added value to its clients while driving business to JPO Logistics.

VALUE: Grayland can enhance its service offerings by referring logistics solutions to its clients, potentially earning a referral fee while strengthening client relationships and loyalty.

-> WHAT YOU PROVIDE (Referral)

Both JPO Logistics and Grayland target commercial clients, albeit in different sectors. JPO Logistics serves shippers and owner-operators while Grayland serves commercial lenders and property owners. They could refer clients to each other, enhancing their service offerings without direct competition.

VALUE: By referring clients, JPO Logistics could enhance its service portfolio, while Grayland could gain access to logistics solutions for property owners, increasing client satisfaction and potential revenue.

[!] PARTNERSHIP SCENARIO

If JPO Logistics encounters a property owner needing an appraisal before selling their warehouse, they can refer them to Grayland. In return, if Grayland works with a commercial lender seeking to finance a logistics facility, they can refer that lender to JPO for freight services. Each successful referral could generate a commission of \$500 per client, potentially leading to several referrals a month.

[*] UNIQUE SYNERGY

The unique synergy lies in their complementary services; JPO Logistics can provide logistics solutions for properties being appraised by Grayland, creating a streamlined process for clients in real estate transactions.

NEXT STEPS:

- 1 Set up an introductory meeting between Paulette Orr and Lauren Hubel to discuss referral protocols.
- 2 Create a formal referral agreement outlining commission structures and tracking.
- 3 Develop co-branded marketing materials to promote each other's services to clients.

<- WHAT THEY PROVIDE (Vendor)

Free Agents can enhance their service portfolio by introducing logistics solutions through JPO Logistics. They might encounter clients needing freight services, thus providing a comprehensive solution to their business challenges.

VALUE: Free Agents can offer JPO's logistics services to their clients, potentially increasing overall service value by 20% and generating an additional \$30,000 in revenue by integrating logistics solutions into their consulting packages.

-> WHAT YOU PROVIDE (Referral)

JPO Logistics and Free Agents serve overlapping target markets, with JPO Logistics targeting shippers and owner operators while Free Agents works with companies of 5 to 250 employees, which often include shipping and logistics needs. By referring clients to each other, they can enhance their service offerings without competing directly.

VALUE: Increasing client base by 15% across both businesses through mutual referrals, leading to an estimated additional \$50,000 in revenue over the next year.

[!] PARTNERSHIP SCENARIO

JPO Logistics can refer its clients who need business consultancy or operational optimization to Free Agents. For instance, if a shipping client struggles to streamline their operations, JPO will send them to Free Agents, who can provide expert advice. In return, Free Agents will refer clients needing logistics services back to JPO, ensuring both businesses grow their clientele effectively.

[*] UNIQUE SYNERGY

This partnership leverages JPO's logistics expertise and Free Agents' consultancy capabilities, creating a streamlined support system for businesses that require both logistics and business optimization, which is not commonly found in the Jacksonville market.

NEXT STEPS:

- 1 Set up a referral agreement outlining the terms of client referrals between both businesses.
- 2 Create joint marketing materials that highlight the complementary services offered by JPO and Free Agents.
- 3 Schedule a monthly meeting to discuss referral leads and client feedback to improve the collaboration.

<- WHAT THEY PROVIDE (Vendor)

WhitBits Cookies could utilize JPO Logistics LLC to deliver their homemade cookies to corporate clients and event planners. This arrangement can enhance JPO's service offerings by incorporating food logistics, while allowing WhitBits to ensure timely delivery of their products.

VALUE: Potentially increase revenue for WhitBits by 20% through reliable logistics services, while providing JPO with a new client segment for their transportation services.

-> WHAT YOU PROVIDE (Referral)

JPO Logistics serves shippers and owner operators, who often organize corporate events and may need catering services, including cookies. Referring WhitBits to these clients can enhance JPO's service offerings and create additional revenue streams for WhitBits.

VALUE: Increasing WhitBits' client base by accessing JPO's network of corporate shippers, potentially boosting sales by 15% through direct referrals.

[!] PARTNERSHIP SCENARIO

WhitBits Cookies could arrange for a large order of cookies for a corporate event at a local office. JPO Logistics would handle the delivery, ensuring the cookies arrive fresh and on time. For instance, if WhitBits secures an order for 500 cookies for a tech company's product launch, JPO could coordinate a delivery schedule that aligns with the event, charging a flat rate for the transportation services while WhitBits benefits from a guaranteed delivery service.

[*] UNIQUE SYNERGY

This partnership leverages JPO's logistics expertise in handling time-sensitive deliveries and WhitBits' appeal to corporate clients, creating a unique niche service that enhances both companies' value propositions.

NEXT STEPS:

- 1 Schedule a meeting between Paulette Orr and Whitney Branch to discuss logistics needs for cookie deliveries.
- 2 Create a trial delivery plan for an upcoming corporate event where WhitBits can showcase their cookies.
- 3 Develop a pricing structure that benefits both businesses for future orders and deliveries.

20 The P-Way Solutions LLC

Real Estate

75%

<-> Bidirectional

<- WHAT THEY PROVIDE (Referral)

The P-Way Solutions serves a similar customer base, as both businesses target companies that require logistics and janitorial services. They can refer clients to each other without competing.

VALUE: This referral relationship could increase both businesses' client bases by 10%, as they can cross-promote their services to existing clients.

-> WHAT YOU PROVIDE (Vendor)

JPO Logistics could provide freight services to The P-Way Solutions for transporting cleaning supplies and equipment, facilitating their commercial janitorial services. This relationship allows P-Way to streamline its supply chain and reduce costs associated with logistics.

VALUE: By leveraging JPO Logistics' freight services, The P-Way Solutions could save approximately 15% on shipping costs, improving their profit margins on contracts.

[!] PARTNERSHIP SCENARIO

The P-Way Solutions orders a bulk shipment of cleaning supplies from a supplier. JPO Logistics handles the transportation, ensuring timely delivery across various client sites. By optimizing delivery routes, JPO can reduce shipping time by 20%, allowing P-Way to meet tighter schedules for ongoing contracts, ultimately enhancing customer satisfaction.

[*] UNIQUE SYNERGY

The unique pairing lies in JPO's expertise in logistics and P-Way's need for efficient supply chain solutions, creating a symbiotic relationship where both can enhance their operational efficiencies.

NEXT STEPS:

- 1 Schedule a meeting between Paulette Orr and Pervis Lowman to discuss specific logistics needs for upcoming projects.
- 2 Create a trial logistics plan for an upcoming large order of janitorial supplies to measure cost and time savings.
- 3 Develop a service agreement that outlines rates and delivery schedules to formalize the partnership.

21 Relax Relate & Release

Health & Wellness

75%

<-> Bidirectional

<- WHAT THEY PROVIDE (Referral)

Relax Relate & Release can refer veterans who are owner operators to JPO Logistics for their freight needs. This aligns with Relax's commitment to supporting veterans, while JPO gains access to a niche market.

VALUE: Relax can enhance its service offerings by providing logistical support options for veterans, leading to a potential 15% increase in client referrals to JPO.

-> WHAT YOU PROVIDE (Referral)

JPO Logistics serves shippers and owner operators, while Relax Relate & Release targets veterans. Both businesses can tap into a shared customer base without competing, as JPO could refer veterans seeking relaxation and stress relief after their logistics work.

VALUE: JPO Logistics could increase client engagement by introducing Relax's services to their clients, creating a potential

10% increase in customer loyalty and retention.

[!] PARTNERSHIP SCENARIO

JPO Logistics could provide a promotional flyer for Relax Relate & Release in their shipping packages. For example, when a trucking company ships goods, they include a flyer offering a discount on massage therapy for veterans. This drives traffic to Relax while enhancing JPO's brand as a community-focused business.

[*] UNIQUE SYNERGY

This partnership is unique because it leverages JPO's existing logistics network to access a demographic (veterans) that Relax is specifically targeting, thus enhancing both brand reach and community support.

NEXT STEPS:

- 1 Create a promotional flyer highlighting Relax's services specifically for veterans.
- 2 Integrate Relax's services into JPO's client communications and shipping packages.
- 3 Schedule a meeting between JPO and Relax to discuss the referral program and establish mutual incentives.

22 Soulfitness Studio Health and wellness center

Health & Wellness

75%

<-> Bidirectional

<- WHAT THEY PROVIDE (Referral)

Soulfitness Studio caters to individuals focused on health, many of whom may also be owner operators that require logistics services. Referring these clients can create a mutually beneficial relationship.

VALUE: Increased client base for JPO Logistics through referrals from health-focused individuals, potentially leading to a new segment of clients in need of freight services.

-> WHAT YOU PROVIDE (Referral)

JPO Logistics serves shippers and owner operators who may also be interested in health and wellness services. By referring clients who are in need of health-related support, JPO can enhance its service offerings and provide value to its clients.

VALUE: Increased customer satisfaction and loyalty for JPO, leading to potential revenue growth as they tap into clients' wellness needs.

[!] PARTNERSHIP SCENARIO

JPO Logistics could refer owner operators who frequently travel and may need health and wellness solutions to Soulfitness Studio. For instance, if a truck driver is seeking ways to maintain their health while on the road, JPO can provide a referral for tailored meal plans and fitness classes at Soulfitness. This could generate a commission for JPO on each referred customer, enhancing their revenue.

[*] UNIQUE SYNERGY

Both businesses operate in industries where health is crucial. By combining logistics with wellness, they create a unique value proposition that addresses the holistic needs of their target markets.

NEXT STEPS:

- 1 Schedule an introductory meeting between Paulette and Janice to discuss referral opportunities.
- 2 Create a referral agreement outlining commission structures and tracking methods.
- 3 Develop a joint marketing campaign targeting owner operators highlighting the health benefits available through Soulfitness.

<- WHAT THEY PROVIDE (Vendor)

Simple Creations By T can supply custom apparel and promotional items for JPO Logistics' team or clients, enhancing brand visibility and employee morale. This could lead to increased customer loyalty for JPO.

VALUE: Utilizing Simple Creations for branded merchandise could save JPO 15% on marketing costs by providing in-house team apparel that fosters company culture and branding.

-> WHAT YOU PROVIDE (Referral)

JPO Logistics LLC works with shippers and owner operators who may require custom gifts and apparel for branding or promotional activities. Simple Creations By T can provide tailored products that meet these needs, allowing both businesses to enhance their customer service offerings.

VALUE: By referring clients to each other, both businesses can increase their customer base, leading to potential revenue growth of 20% from cross-referrals.

[!] PARTNERSHIP SCENARIO

JPO Logistics could refer its shipping clients who are seeking branded merchandise to Simple Creations. For instance, a shipping company might want to order custom t-shirts for their drivers with the company logo, leading to a \$1,000 order for Tiana, while JPO earns a referral fee.

[*] UNIQUE SYNERGY

This partnership is unique because it combines logistics and personalized branding, ensuring that both businesses cater to a shared clientele that values custom solutions for operational needs.

NEXT STEPS:

- 1 Set up a referral agreement that outlines the commission structure for each client referred.
- 2 Create joint marketing materials highlighting the benefits of custom branding for logistics clients.
- 3 Host a networking event to introduce both customer bases, showcasing Simple Creations' products alongside logistics services.

<- WHAT THEY PROVIDE (Vendor)

Big Rig Compliance Pros can refer their clients needing freight services to JPO Logistics, enhancing their service offerings while ensuring their clients receive reliable logistics solutions.

VALUE: By acting as a vendor to each other, they can create a streamlined process for clients, potentially increasing revenue by 15% through bundled services.

-> WHAT YOU PROVIDE (Referral)

JPO Logistics serves shippers and owner operators, while Big Rig Compliance Pros targets the same demographic, focusing on compliance needs. This alignment allows for mutual referrals to enhance client services without direct competition.

VALUE: By referring clients to each other, both businesses could increase their client base by 20% within the next quarter, leveraging existing networks.

[!] PARTNERSHIP SCENARIO

JPO Logistics can refer their owner-operator clients to Big Rig Compliance Pros when they notice clients struggling with compliance paperwork. In return, Big Rig Compliance Pros can recommend JPO Logistics to their clients needing freight services. For instance, if a truck driver mentions needing a new logistics partner, Big Rig can refer them to JPO, leading to potential contracts worth thousands in logistics services.

[*] UNIQUE SYNERGY

Both companies share the same target market of owner operators and small fleets, creating a seamless avenue for client referrals. This synergy is unique as they can provide comprehensive support to the same clients, improving customer loyalty and service satisfaction.

NEXT STEPS:

- 1 Organize a joint networking event for owner operators to promote both services.
- 2 Create a referral program where both parties can track and reward referrals.
- 3 Develop co-branded marketing materials that highlight the benefits of using both services.

25 flow Professional Services

70%

-> One-way

-> WHAT YOU PROVIDE (Referral)

JPO Logistics LLC and flow can refer clients to each other based on their respective target markets. While JPO focuses on logistics for shippers and owner operators, flow could coach individuals in these industries on productivity and efficiency, leading to mutual client acquisition.

VALUE: By referring clients to each other, both businesses could tap into a new customer base, potentially increasing revenue by 20-30% through shared clientele.

[!] PARTNERSHIP SCENARIO

JPO Logistics LLC could refer their owner operator clients to flow for coaching on optimizing logistics operations, while flow could suggest JPO to their clients in need of reliable freight services. For instance, if a client of flow is struggling to manage their logistics effectively, flow could directly connect them to JPO, facilitating a smooth transition and ensuring the client receives both freight and coaching support.

[*] UNIQUE SYNERGY

The unique synergy lies in the fact that one business provides a service that enhances operational efficiency (flow's coaching) while the other offers the logistical backbone (JPO's freight services) necessary for the clients' success.

NEXT STEPS:

- 1 Establish a referral agreement outlining the specific benefits for each business.
- 2 Create a joint marketing piece that highlights the advantages of combined logistics and coaching services.
- 3 Set up a quarterly meeting to discuss referral metrics and client feedback for continuous improvement.

26 Enriquez Aesthetics Professional Services

70%

-> One-way

-> WHAT YOU PROVIDE (Referral)

JPO Logistics serves shippers and owner operators, while Enriquez Aesthetics targets individuals seeking luxury skincare. Both businesses cater to different aspects of self-care and personal well-being, allowing for a non-competing referral relationship where each can recommend the other's services to their respective clients.

VALUE: Increased customer acquisition for both businesses through cross-referrals, potentially generating an additional revenue stream of 10-15% from new clients.

[!] PARTNERSHIP SCENARIO

JPO Logistics could provide referral cards to its shipping clients who might be interested in luxury skincare, while Enriquez Aesthetics could offer a discount to clients referred by JPO. For example, if a shipping client is facing skin issues due to work conditions, they might receive a 20% off voucher for a facial experience, creating a tangible reason to visit Enriquez Aesthetics, while JPO benefits from a loyalty boost.

[*] UNIQUE SYNERGY

Both businesses focus on enhancing personal well-being, making referrals feel more organic and beneficial rather than forced. This unique positioning allows for a more authentic connection between the two services.

NEXT STEPS:

- 1 Develop a referral program that includes discount vouchers for each business.
- 2 Host a joint event where clients of JPO Logistics can experience a mini-facial demo at their logistics facility.
- 3 Create co-branded marketing materials that highlight both services and distribute them through each other's channels.

27 Be Present Detalles

Professional Services

70%

<-> Bidirectional

<- WHAT THEY PROVIDE (Vendor)

Be Present Detalles could use JPO Logistics' services to manage the transportation of event materials, ensuring timely delivery and enhancing their service offerings. This creates a vendor relationship where B benefits from A's logistics expertise.

VALUE: By engaging JPO Logistics for their events, Be Present Detalles can guarantee timely arrival of materials, enhancing client satisfaction and potentially increasing event budget margins by 10% through reliable logistics.

-> WHAT YOU PROVIDE (Referral)

JPO Logistics provides services that could be beneficial for Be Present Detalles' events, particularly in terms of freight logistics for event materials. Both businesses target distinct yet overlapping customer bases, which allows for effective referrals.

VALUE: By referring clients to each other, JPO Logistics can gain access to Be Present Detalles' clientele of busy professionals looking for logistics solutions for their events, potentially increasing revenue from 5-10 new clients per month.

[!] PARTNERSHIP SCENARIO

Whenever Be Present Detalles organizes an event, they could refer their clients needing shipping for materials to JPO Logistics. For instance, if a client orders custom decorations from a supplier, Be Present could suggest JPO Logistics to handle the delivery, earning a referral fee for each successful transaction.

[*] UNIQUE SYNERGY

This partnership is unique because Be Present Detalles can offer an additional layer of service to their clients, while JPO Logistics taps into a more niche market that requires logistical support for events, enhancing both brands' value propositions.

NEXT STEPS:

- 1 Schedule a meeting between Paulette and De'Ana to discuss referral terms and potential commission structures.
- 2 Develop a referral agreement outlining the benefits and responsibilities for both parties.
- 3 Create a promotional flyer that Be Present can share with clients that highlights JPO Logistics' services.

28 Noseniorleftbehindfl.org

Professional Services

70%

<-> Bidirectional

<- WHAT THEY PROVIDE (Referral)

Noseniorleftbehindfl.org can refer clients to JPO Logistics for transportation needs, especially for seniors who may need help getting to medical appointments or community events, thereby expanding JPO's client base.

VALUE: By tapping into Noseniorleftbehindfl's network, JPO Logistics could see an increase in service requests, potentially generating an additional \$1,500 to \$2,500 in revenue each month from senior transportation services.

-> WHAT YOU PROVIDE (Referral)

JPO Logistics LLC and Noseniorleftbehindfl.org serve overlapping target markets. JPO can refer seniors needing transportation services to Noseniorleftbehindfl, while Noseniorleftbehindfl can refer clients needing logistics for moving or transporting items.

VALUE: By referring clients to each other, both businesses can increase their customer base and enhance service offerings, potentially generating an additional \$2,000-\$3,000 in revenue from each referral within a quarter.

[!] PARTNERSHIP SCENARIO

When JPO Logistics receives inquiries from seniors needing assistance with transporting their belongings, they can provide these leads to Noseniorleftbehindfl.org. For instance, if a senior client needs help moving to a new apartment, JPO will refer them to Noseniorleftbehindfl, who can assist with the move and provide companionship. Both companies could agree to split referral fees of \$100 for each successful connection, providing a steady income stream.

[*] UNIQUE SYNERGY

The combination of logistics services and senior care creates a unique opportunity to address the transportation needs of an underserved demographic, enhancing both businesses' roles in community support.

NEXT STEPS:

- 1 Set up a referral agreement that outlines the terms of lead sharing and compensation.
- 2 Create joint marketing materials that highlight the services provided by both businesses, targeting seniors and their families.
- 3 Schedule a quarterly meeting to review referral success and make adjustments to the partnership as necessary.

29 Complete Renewal LLC

Health & Wellness

70%

<-> Bidirectional

<- WHAT THEY PROVIDE (Referral)

Complete Renewal's target market includes health-conscious minority women who may also be small business owners in the logistics sector. By referring JPO Logistics to their clients who require shipping services, Complete Renewal can enhance their service offerings without any direct competition.

VALUE: Complete Renewal can earn referral fees from JPO Logistics for each new client they refer, potentially adding an additional revenue stream of \$5,000 annually.

-> WHAT YOU PROVIDE (Vendor)

JPO Logistics could provide logistics services to Complete Renewal, facilitating the distribution of their skincare and haircare products. Since Complete Renewal is focused on handcrafted products, efficient logistics would be essential for timely deliveries and maintaining product quality.

VALUE: By utilizing JPO Logistics, Complete Renewal can reduce shipping delays by 30%, improving customer satisfaction and potentially increasing repeat purchases.

[!] PARTNERSHIP SCENARIO

JPO Logistics manages the shipping for Complete Renewal's new product launch. They handle the transportation of 500 units of a new skincare line to various retailers across Jacksonville. This ensures that the products reach stores promptly for the launch date, enhancing visibility and sales potential.

[*] UNIQUE SYNERGY

The unique combination of logistics expertise and wellness-oriented products allows for a streamlined distribution process that focuses on quality and customer experience. JPO Logistics, with its tailored services, can cater specifically to the needs of a health and wellness brand.

NEXT STEPS:

- 1 Schedule a meeting between JPO Logistics and Complete Renewal to discuss logistics needs and capabilities.
- 2 Create a customized logistics plan for the upcoming product launch of Complete Renewal.
- 3 Establish a trial shipping schedule to evaluate efficiency and customer feedback.

<- WHAT THEY PROVIDE (Vendor)

Connections to the Nations LLC organizes community events that require logistics support for transporting materials and equipment. They can hire JPO Logistics to manage these logistics, creating a consistent revenue stream for JPO.

VALUE: Engaging JPO for logistics services could save Connections approximately \$5,000 annually by streamlining their event operations and reducing transportation costs.

-> WHAT YOU PROVIDE (Referral)

JPO Logistics LLC provides freight services, which may be needed by businesses participating in the community fairs organized by Connections to the Nations LLC. JPO can refer their logistics services to these businesses, while Connections can promote JPO within their network.

VALUE: Increased client base for JPO Logistics by accessing a network of businesses through Connections, potentially leading to an additional \$50,000 in revenue from new contracts.

[!] PARTNERSHIP SCENARIO

During an upcoming community fair organized by Connections to the Nations, JPO Logistics can set up a booth to showcase their freight services. They could offer a special deal for businesses attending the fair, such as a 10% discount on first shipments. This engagement would provide JPO with direct access to business owners who are potential clients.

[*] UNIQUE SYNERGY

The unique synergy here lies in JPO's logistics expertise complementing the community-focused events of Connections. This partnership allows JPO to tap into a new market segment that requires logistics for event materials and products, while Connections benefits from enhanced service offerings to their attendees.

NEXT STEPS:

- 1 Schedule a meeting between Paulette and Arlene to discuss referral opportunities.
- 2 Prepare promotional materials highlighting JPO's services tailored for businesses at community fairs.
- 3 Create a referral agreement detailing benefits for both parties to ensure mutual growth.