

# BUSINESS RELATIONSHIP ANALYSIS

## Be Present Detalles !” JAX AI Agency

2 Relationships Identified

### BUSINESS PROFILES

#### Be Present Detalles

Contact: De'Ana Aguas

Industry: Professional Services

Events and Experiences

#### JAX AI Agency

Contact: Vladimir Bichev

Industry: Technology

Software Technology and AI Consulting

### COLLABORATION 1/2

85% conf

#### JAX AI Agency !' Be Present Detalles

##### Reasoning:

JAX AI Agency can provide AI-enhanced tools to Be Present Detalles to improve client event experiences. This partnership allows Be Present Detalles to differentiate its offerings with AI-driven personalization and automation, while JAX AI gains visibility and potential new clients.

##### Value Proposition:

By integrating AI tools into event planning, both businesses could increase client satisfaction and retention, potentially generating an additional \$10,000 in revenue from new clients attracted by innovative offerings.

##### Collaboration Example:

JAX AI Agency could develop an AI-driven event planning assistant for Be Present Detalles. For example, for a wedding event, the assistant could recommend personalized vendors based on the couple's preferences, automate follow-ups, and manage timelines. In return, they split the revenue generated from the enhanced service, showcasing successful outcomes to attract more clients.

##### Synergy Potential:

This partnership uniquely combines cutting-edge AI solutions with personalized event experiences, offering a transformative approach that neither could achieve alone. The tech-savvy solutions from JAX AI can elevate the traditionally manual processes of Be Present Detalles, making events more memorable.

**Action Items:**

1. Schedule a brainstorming session to align on potential AI applications for upcoming events.
2. Develop a pilot project where JAX AI creates a prototype of the AI assistant for a specific event.
3. Market the AI-enhanced service through joint social media campaigns targeting both businesses' audiences.

Value: HIGH

MUTUAL BENEFIT

**REFERRAL 2/2**

70% conf

Be Present Detalles !' JAX AI Agency

**Reasoning:**

Be Present Detalles caters to busy professionals who may be interested in AI solutions to optimize their operations. Referring clients to JAX AI will help both businesses expand their reach in the local market without directly competing.

**Value Proposition:**

For every referral that leads to a successful engagement, Be Present Detalles could earn a commission, creating a potential revenue stream of \$2,000 for every 10 clients referred who sign up for AI services.

**Collaboration Example:**

When Be Present Detalles organizes corporate events for local businesses, they can introduce JAX AI's services during networking sessions, showcasing how AI can streamline operations. For instance, during a conference, they can present a case study on how AI improved a client's logistics, prompting referrals for JAX AI's consulting services.

**Synergy Potential:**

The connection between a service-oriented event business and a technology consulting agency creates a unique referral network that leverages personal relationships established through events to introduce advanced solutions.

**Action Items:**

1. Draft a referral agreement detailing commission structures for successful leads.
2. Create joint marketing materials highlighting the benefits of AI solutions for event attendees.
3. Host a joint informational webinar targeting local businesses on how AI can improve their operations.

Value: MEDIUM

MUTUAL BENEFIT