

BUSINESS RELATIONSHIP ANALYSIS

J P O Logistics LLC !” The P-Way Solutions L

2 Relationships Identified

BUSINESS PROFILES

JPO Logistics LLC

Contact: Paulette Orr

Industry: Logistics

General freight services and dispatching service.

The P-Way Solutions LLC

Contact: Pervis lowman

Industry: Real Estate

Commercial Janitorial Services

VENDOR 1/2

70% conf

J P O Logistics LLC !” The P-Way Solutions LLC

Reasoning:

JPO Logistics LLC provides general freight services that could be beneficial for The P-Way Solutions LLC, especially for transporting cleaning supplies and equipment to job sites. Conversely, The P-Way Solutions could offer cleaning services for JPO's logistics facilities, ensuring a clean and professional environment for staff and clients.

Value Proposition:

By partnering, JPO could increase its service offerings and improve operational efficiency, while The P-Way Solutions could secure a steady stream of logistics contracts for transporting cleaning supplies, potentially increasing revenue by 15%.

Collaboration Example:

JPO Logistics provides a scheduled delivery of cleaning supplies to The P-Way Solutions' commercial sites every week. For example, next week, they transport a bulk order of eco-friendly cleaning products to a new local client. In return, The P-Way Solutions offers discounted cleaning services for JPO's warehouses, enhancing operational cleanliness and professionalism.

Synergy Potential:

Both businesses operate in sectors that require timely services and high reliability. Their combined expertise can significantly enhance operational efficiencies for both companies, creating a seamless service delivery chain that clients would appreciate.

Action Items:

1. Arrange an introductory meeting to discuss service needs and potential logistics solutions.
2. Draft a service agreement outlining the reciprocal services offered by each business.
3. Create a promotional package showcasing the partnership to attract new clients.

Value: MEDIUM

MUTUAL BENEFIT

VENDOR 2/2

60% conf

The P-Way Solutions LLC / JPO Logistics LLC

Reasoning:

The P-Way Solutions LLC could provide janitorial services to JPO Logistics' facilities, ensuring cleanliness and hygiene for their operations, which is crucial in the logistics industry. This relationship could help JPO maintain a professional appearance and enhance employee satisfaction.

Value Proposition:

By engaging The P-Way Solutions for regular cleaning services, JPO could improve workplace safety and employee morale, potentially reducing turnover by up to 10% and increasing productivity.

Collaboration Example:

Starting next month, The P-Way Solutions will implement a bi-weekly cleaning schedule at JPO's logistics center. For instance, they will clean the warehouse and office spaces every other Tuesday and Thursday, ensuring that all areas are sanitized and presentable, which could lead to a \$2,000 increase in efficiency due to improved worker health.

Synergy Potential:

This partnership leverages the logistical needs of JPO with the specialized cleaning services of The P-Way Solutions, creating a tailored service that enhances both operational efficiency and client satisfaction.

Action Items:

1. Establish a cleaning schedule tailored to JPO's operational hours.
2. Conduct a walkthrough of JPO's facilities to assess specific cleaning needs.
3. Set performance metrics to ensure that cleaning standards are met consistently.

Value: MEDIUM

MUTUAL BENEFIT