

# BUSINESS RELATIONSHIP ANALYSIS

JAX AI Agency!" Tosh's Urban Garden

2 Relationships Identified

## BUSINESS PROFILES

### JAX AI Agency

Contact: Vladimir Bichev

Industry: Technology

Software Technology and AI Consulting

### Tosh's Urban Garden

Contact: Latachia Kins-Hunt

Industry: Health & Wellness

Natural herbal products (teas, tinctures and health care options) created in small batches with low to no synthetic additives. Eco-conscious individuals looking for alternative health options .

VENDOR 1/2

70% conf

JAX AI Agency!" Tosh's Urban Garden

#### Reasoning:

JAX AI Agency could provide AI-driven marketing tools and automation solutions to Tosh's Urban Garden, enhancing their online presence and customer engagement. This collaboration aligns with both businesses' target audiences, as Tosh's Urban Garden can benefit from technology that assists in managing customer interactions and sales.

#### Value Proposition:

By implementing AI chatbots and automation solutions, Tosh's Urban Garden could potentially increase customer inquiries and sales by up to 30%, translating to an estimated revenue increase of \$10,000 over six months.

#### Collaboration Example:

JAX AI Agency could develop a custom chatbot for Tosh's Urban Garden's website that answers common customer questions about herbal products, helps guide users through product selection, and processes orders. This chatbot could be launched in one month, enabling Tosh's Urban Garden to handle more customer inquiries efficiently, thus boosting their sales directly.

#### Synergy Potential:

The combination of AI technology from JAX AI Agency and the natural health focus of Tosh's Urban Garden creates a unique synergy, allowing for innovation in customer service that is rare in the health and wellness industry.

### Action Items:

1. Schedule a meeting to discuss specific AI solutions for Tosh's Urban Garden's needs.
2. Conduct an analysis of Tosh's current customer engagement to identify areas for improvement.
3. Develop a proposal for a pilot chatbot project tailored to Tosh's Urban Garden.

Value: HIGH

MUTUAL BENEFIT

### REFERRAL 2/2

65% conf

Tosh's Urban Garden / JAX AI Agency

### Reasoning:

Tosh's Urban Garden serves health-conscious individuals, a market that overlaps with small businesses in need of modernized operations. By referring clients who require AI solutions for operations or marketing, Tosh's Urban Garden can provide additional value to its customers while JAX AI Agency expands its reach.

### Value Proposition:

Tosh's Urban Garden can earn referral fees, potentially earning 10% of any project fees from referred clients, creating an ongoing revenue stream.

### Collaboration Example:

Tosh's Urban Garden could include a section in their newsletter or store about JAX AI Agency's services, recommending them for local businesses looking to enhance their operations with AI. For each referral that converts to a project, Tosh's Urban Garden could receive a commission, fostering a mutually beneficial relationship.

### Synergy Potential:

The partnership enhances Tosh's Urban Garden's credibility as a resource for small businesses, while JAX AI Agency gains access to a relevant and engaged customer base, making their offerings more visible in the local community.

### Action Items:

1. Create a referral program between the two businesses.
2. Develop promotional materials that explain JAX AI Agency's services to be shared at Tosh's Urban Garden.
3. Set monthly check-ins to discuss referral successes and adjust strategies.

Value: MEDIUM

MUTUAL BENEFIT