

BUSINESS RELATIONSHIP ANALYSIS

Connections to the Nations Llc !” JAX AI Agency

2 Relationships Identified

BUSINESS PROFILES

Connections to the Nations Llc

Contact: Arlene Ortiz

Industry: Professional Services

Community Fair and Culture

JAX AI Agency

Contact: Vladimir Bichev

Industry: Technology

Software Technology and AI Consulting

COLLABORATION 1/2

80% conf

JAX AI Agency !’ Connections to the Nations Llc

Reasoning:

JAX AI Agency can leverage Connections to the Nations' community events to showcase AI solutions tailored for local businesses. This partnership allows Connections to the Nations to enhance its events with cutting-edge technology insights, while JAX AI gains direct access to potential clients interested in AI adoption.

Value Proposition:

Increased visibility for JAX AI through event participation, potentially leading to new client engagements worth thousands in revenue. Connections to the Nations enhances their event offerings, attracting more attendees and sponsors.

Collaboration Example:

JAX AI Agency could present a workshop at Connections to the Nations' next community fair, demonstrating how AI can optimize local businesses. For example, they could show a restaurant owner how to implement AI for inventory management, saving them significant costs and creating a case study that both companies can use for future marketing. If 50 local business owners attend, JAX AI could generate 10 new leads, each worth approximately \$5,000 in consulting services.

Synergy Potential:

This pairing uniquely combines cutting-edge technology with community engagement, allowing JAX AI to penetrate the local market while giving Connections to the Nations a tech-forward reputation that attracts more participants.

Action Items:

1. Schedule a meeting between JAX AI and Connections to the Nations to discuss potential workshop topics.
2. Develop a marketing strategy for the community fair, highlighting the AI workshop to attract attendees.
3. Create a follow-up plan to capture leads generated from the event and establish further consultations.

Value: HIGH

MUTUAL BENEFIT

REFERRAL 2/2

70% conf

Connections to the Nations Llc!' JAX AI Agency

Reasoning:

Connections to the Nations can refer local businesses attending their events who are exploring AI solutions to JAX AI Agency. This creates a mutually beneficial relationship without direct competition.

Value Proposition:

Connections to the Nations can enhance their service offering by providing referrals, while JAX AI gains access to a network of potential clients actively interested in AI.

Collaboration Example:

At a community fair, Connections to the Nations could collect contact information from businesses interested in AI. They would then refer these leads to JAX AI Agency with a personalized introduction, helping JAX AI secure consultations. If 5 businesses follow up with JAX AI, and each project is worth \$5,000, JAX AI could generate \$25,000 in new business directly from these referrals.

Synergy Potential:

The unique synergy lies in Connections to the Nations' strong community ties and JAX AI's specialized technology services, creating a pipeline of local businesses eager to innovate.

Action Items:

1. Develop a referral program that incentivizes Connections to the Nations for each business they refer to JAX AI.
2. Create a joint marketing piece that outlines the benefits of AI for small and mid-sized businesses, to be distributed at community events.
3. Establish regular check-ins to review leads and discuss any follow-up strategies for referred businesses.

Value: MEDIUM

MUTUAL BENEFIT