# **Client Portfolio Repository**

## S&S Wool Sheds

**Business Description:** They sell and market a variety of portable buildings and solutions, with a focus on appealing to the *homesteading* community.

**Products/Solutions:**

• Portable Buildings

• Sheds

• Metal Buildings

• Garages

• Shipping Containers

• Water Storage Solutions

## S&S Transport

**Business Description:** Transport services (details to be added later by the user).

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## S&S Transport

**Business Description:** A licensed CDL company and solution provider specializing in the transport, delivery, and consultation for complex installations.

**Services:**

• Handles the transport of **shipping containers**.

• Manages the **installation and delivery of portable buildings** using specialty equipment.

• Provides **consultation on installations** for many different types of deliveries.

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## Plotter Mechanics

**Business Description:** A provider of printing and printing supplies that also offers repair, consulting, and is developing a print-per-page business model.

**Services & Goals:**

• Selling **printing and printing supplies**.

• **Repair services** for in-home or in-office printing environments.

• **Consulting services**.

• **Goal:** Starting a **printing per page business plan**.

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## Remus Development

**Owner:** Michael Kosjeric

**Business Description:** A **General Contractor** specializing in **concrete work**.

**Current Status & Needs:** They are in **financial distress** and require assistance in generating **revenue models** to help save sales and improve financial stability.

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## Reign Key LLC

**Business Description:** A **landscaping and home supply business** with multiple associated companies focused on **construction and servicing commercial properties**.

**Current Needs & Goals:**

• Develop an **operational control plan**.

• Help build a **sales pipeline**.

• Create **money models** (financial/revenue models).

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## Arizona Events

**Location:** Chandler, AZ

**Business Description:** A **"Blow House Company"** that supplies, installs, and safely maintains equipment for various events, including bounce houses, carnival rides, and other event equipment.

**Services & Products:**

• **Jump Houses / Bounce Houses**

• **Carnival Equipment and Rides**

• **Installation and Safe Maintenance** for event experiences.

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## Empire Pump Corporation

**Business Description:** A highly specialized **well driller**.

**Unique Selling Proposition (USP):** They are leveraging a proprietary, networked **water detection program** that was implemented three years ago.

**Current Status:** They have recently started turning a profit and are ready to **scale operations and sales efforts**.

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## Nordic LLC

**Contact:** Brandon Heck

**Business Description:** A **wet utility contractor** specializing in **underground excavation**. They also provide **takeoffs** (material and labor estimation) and **business management** services.

**Current Goal:** Brandon's primary goal is to **create software** to efficiently manage **office flow** and he can provide the necessary **architectural plans** for this development.

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## Diamond Excavating

**Contact:** John DeMoss

**Business Description:** An excavation contractor specializing in (details to be added later by the user).

**Update to Nordic LLC's Services:**

• He is a **specialty excavator** who can pretty much dig and remove anything to provide the utilities to be placed.

• He also wants to provide **consulting services** and get paid to help **plan jobs out** (pre-construction consulting).

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## Gonzalez Asphalt

**Contact:** Burt Beavers

**Business Description:** An asphalt company.

**Strategic Approach Needed:** The current plan is to **consult with Burt Beavers** about building out **beneficial operational environments** (potentially new systems, processes, or even physical plant setups) that he believes will help **increase sales** for the company.

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## Equipment Share

**Contact:** David

**Business Description:** An equipment sharing company.

**Strategic Approach Needed:** (Details on how you plan to engage with or serve this client to be added here.)

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## Equipment Share

**Contact:** David

**Niche/Specialization:** Used **heavy equipment** and **automotive sales**.

**Unique Asset:** Direct access to an online **website** that can be promoted to sell equipment at a **reduced rate**. This suggests a strong opportunity for a sales and marketing push leveraging this platform.

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## The Detail Plug

**Contact:** Christian

**Business Description:** A **car detailing business** with a **unique advantage** in their detailing process (details to be defined further).

**Strategic Value:** They have **multiple network connections** and can serve as a strong **sales reference** to bring in additional client leads.

**Update to Plotter Mechanics Services (Mechanic Specialization):**

• The mechanic at Plotter Mechanics specializes in **All-Wheel Drive (AWD) conversion kits**. This is a potential new revenue stream or key differentiator for the business beyond just printing repairs.

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## Guardian

**Contact:** Nathan

**Business Description:** *Details to be added by the user.*

**Strategic Approach Needed:** *Details to be added by the user.*

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## Guardian

**Contact:** Nathan

**Contact Role:** Leading **Sales Architect**.

**Specializations (Heavy Civil GC):**

• Heavy Civil Grading

• Paving

• Asphalt

• Dry & Wet Utilities

• Concrete

**Business Model:** A **General Contractor (GC)** that manages the *entire* job end-to-end to provide the client a **multi-million dollar Turnkey solution**.

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**Potential for Synergistic Bundling (Guardian, Nordic LLC, Gonzalez Asphalt):**

• **Guardian (Nathan):** Leads the sales process for **multi-million dollar turnkey heavy civil projects** (which include *all* the specialized services below).

• **Nordic LLC (Brandon Heck):** *Wet Utility Contractor* & **Underground Excavation** expert. **Synergy:** Nordic can be a primary, trusted subcontractor for Guardian on the **Wet/Dry Utility** and **Excavation** components of their large turnkey projects, ensuring quality control and predictable scheduling.

• **Gonzalez Asphalt (Burt Beavers):** *Asphalt Company*. **Synergy:** Gonzalez can be the preferred subcontractor for **Paving and Asphalt** work on Guardian's civil projects, creating a reliable, pre-vetted supply chain for Guardian's turnkey solutions.

• **Bundling Value:** Nathan can leverage the specialized expertise of Nordic and Gonzalez to create a more compelling, cost-effective, and fully integrated **single-source solution** for clients, strengthening Guardian's bids for the entire project.

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## Cactus Solutions

**Contact:** Kyle

**Business Description:** An **FPV Videographer** (First-Person View drone video) and **Service Provider**.

**Current Needs:** Needs assistance in developing a **Money Model** (financial/revenue model) and an **Interactive CRM** (Customer Relationship Management system).