



## CONSULTING OFFER

### ASSISTANCE FOR STARTING THE PRODUCTION OF SPARKLING WINE

Phases	Description	Number of hours
<b>Phase 0</b>	<u>Project definition</u> <ul style="list-style-type: none"> <li>- Choice of organoleptic style</li> <li>- Volume planning</li> <li>- Market positioning</li> </ul> <u>Production facility audit</u> <ul style="list-style-type: none"> <li>- Winery equipment</li> <li>- Vineyard, grape varieties</li> <li>- Analysis of still wine criteria</li> </ul>	4 hrs
<b>Phase 1</b> 'Preparation for harvest'	<ul style="list-style-type: none"> <li>- Harvesting method, equipment</li> <li>- Implementation of decision-making tools for deciding the harvest start date</li> </ul>	2 hrs
<b>Phase 2</b> 'Base winemaking management'	<ul style="list-style-type: none"> <li>- Assessment two weeks before the estimated harvest start date</li> <li>- Picking advice</li> <li>- Pressing method</li> <li>- Selection of pre-fermentation processes adapted to the vintage</li> <li>- Fermentation options (AF and MLF)</li> </ul> => 'Harvest manual' report outlining good practices to be employed for the vintage	4 hrs
<b>Phase 3</b> 'Post AF processing'	<ul style="list-style-type: none"> <li>- Analysis of each vat, and of each batch of barrels</li> <li>- Tasting</li> <li>- Selection of corrective actions, where necessary</li> <li>- Fining tests</li> <li>- Verification of protein stabilisation</li> </ul> <u>Analyses performed:</u> <i>% AbV</i> <i>Sugars (glu+fru)</i> <i>Free and total SO<sub>2</sub></i> <i>Acetic acid</i> <i>Total acidity (expressed as tartaric acid)</i> <i>pH</i> <i>Malic and tartaric acid</i>	4 hrs For 1 wine  Then a further 2 hrs per additional wine



**SOFRALAE**  
The Geological Congress

### **1) ANALYSES AND SERVICES NOT INCLUDED IN THIS OFFER**

All of the consulting services, analyses and tastings included in this contract will be carried out remotely, without visiting the production site. If the client wishes to meet the oenology consultant in charge of his project at a location outside of Champagne, any travel, meals and accommodation expenses will be charged to the client, as well as 50% of the journey time on a time-spent basis.

Any other specifically required analyses not outlined above will be charged extra.

### **2) LIABILITY THRESHOLD OF STATION OENOTECHNIQUE DE CHAMPAGNE**

#### Analyses:

The laboratories of Station Oenotechnique de Champagne have been accredited under the NF EN ISO/IEC 17025 standard by COFRAC (French Accreditation Committee). In order to compare their results, they participate in collaborative testing programmes such as:

- BIPEA's campaign of interlaboratory comparisons
- Interlaboratory comparison campaign of the Union of Oenologists of France.

Samples will be dealt with in the main laboratory of Station Oenotechnique de Champagne, located in Magenta. In the context of these consulting services, it is essential that the samples are analysed by our laboratory.

#### Samples:

The sender is responsible for samples during their transfer and transportation until they arrive in our care.

The provider of the samples, or his authorised agent, assumes full responsibility for sampling, and in particular for the representativeness of samples with regard to the source batch.

Our results and remarks are based on our experience and are only relevant to the samples provided. Consequently, Station Oenotechnique de Champagne will not be held responsible for anything other than its analytical assessment.

If, for the purpose of advertising or dissemination of information, our results should be mentioned, these must be accompanied by information on the limitations that must be considered with respect to the sampling conditions and the results.

### **3) OFFER VALIDITY & DURATION AND DATES OF SERVICES**

This service proposal is valid for one month.

The consulting hours will be shared between the different phases of assistance according to the needs of the project.

The consulting hours outlined above include:

- Any written and verbal exchanges that take place during each phase,
- The time spent developing your project,
- The production of deliverables,
- Analyses and testing.

#### 4) PRICING OF CONSULTING SERVICES

The table below outlines the price of the assistance that we are currently offering you for your project:

Name of service	Unit price excl. VAT	Quantity	Total
Project assistance and expertise	€ 100.00	19	€ 1900.00
<b>Total price excl. VAT</b>			<b>€ 1900.00</b>

#### 5) PAYMENT

Payment for the services shall be broken down as follows:

- A deposit equivalent to 30% of the total price including VAT is payable at the time of order.
- The remaining 70% will be invoiced in several installments at the end of each phase.
- Invoices are due for payment immediately on receipt.

#### 6) INVOICING OF THE SERVICES AND OBLIGATIONS OF THE PARTIES

The invoice for your deposit will be sent to you at the order phase.

At the end of each phase, you will be invoiced for the consulting hours spent on that phase and any travel expenses approved with you in advance (see Item 1).

In the case of specific client needs and at the latter's request, the assistance package may be increased by one or several hours, charged at the hourly rate of € 100 excl. VAT.

Should the client's project be abandoned after signing this contract, the service provider undertakes to invoice only the consulting hours already spent on the project.

#### Signed in Magenta, on

Name and signature:  
For **the client**,

Name and signature:  
For **SOFRALAB**,