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## SERVICE AND TARIFF

Hospitality Consultancy and Advisory Services are available in three packages. Details of the varied services we deliver at each level are listed below, along with the pricing for each package

### *Refresh*

#### PRODUCT AND PRICING REVAMP TO INCREASE YOUR PROFIT

Without the need to change your suppliers or increase the entry level prices on your wine list, the Refresh package will deliver you an increased spend per head from your customers. Using the product portfolio of your existing supplier/s, along with our in depth knowledge of wine sales patterns, we make just a few select changes to the structure of your wine list. These strategic adjustments will deliver you an increased average wine spend from your customers, in the region of 5-10%, with no forceful upselling required from your staff. Before making any adjustments, we evaluate your existing wine list and study your sales patterns. We are then able to create a more profitable wine list structure, whilst taking care to ensure your existing customers have a wine list that fits their tastes and budgets.

### *Refresh +*

#### CREATIVE IMPLEMENTATION AND POINT OF SALE

The Refresh+ package includes everything featured in the Refresh package (above), plus the artwork for your wine list as well as complimentary point of sale materials to increase your wine profits further. In addition to a new wine list layout and promotional tips to support your new wine selection, we will advise you on how to make all wine sales points and outlets you have in your business as profitable and efficient as possible. Wine training for your staff, including food and wine pairing advice are also included.

### *Fresh Start*

#### SOURCING SUPPLIERS AND BUILDING YOUR WINE LIST

Whether you wish to completely revamp your wine offering, or have taken on a new pub, restaurant or hotel and would like support setting up your first wine list, this comprehensive package would be ideal for you. We will do all the hard work for you and deliver a truly unique and highly profitable wine list. From sourcing suppliers and conducting a tender process (guaranteeing you receive the best possible pricing, quality of product and service from your supplier) to structuring your wine list and achieving your required margin, we will cover it all. The full list of services in the Refresh and Refresh+ packages (above) are also included.

## TARIFF

PACKAGE	ONE WINE LIST / ONE VENUE	TWO WINE LISTS / ONE VENUE	ONE WINE LIST / UP TO THREE VENUES	UP TO THREE WINE LISTS / MULTIPLE VENUES
<b>REFRESH</b>	<b>£ 399.00</b>	<b>£ 599.00</b>	<b>£ 699.00</b>	<b>£ 1499.00</b>
<b>REFRESH+</b>	<b>£ 899.00</b>	<b>£ 1199.00</b>	<b>£ 1499.00</b>	<b>£ 2299.00</b>
<b>FRESH START</b>	<b>£ 2499.00</b>	<b>£ 3299.00</b>	<b>£ 3999.00</b>	<b>£ 5999.00</b>

Wine consultancy for hotels, restaurants and pubs