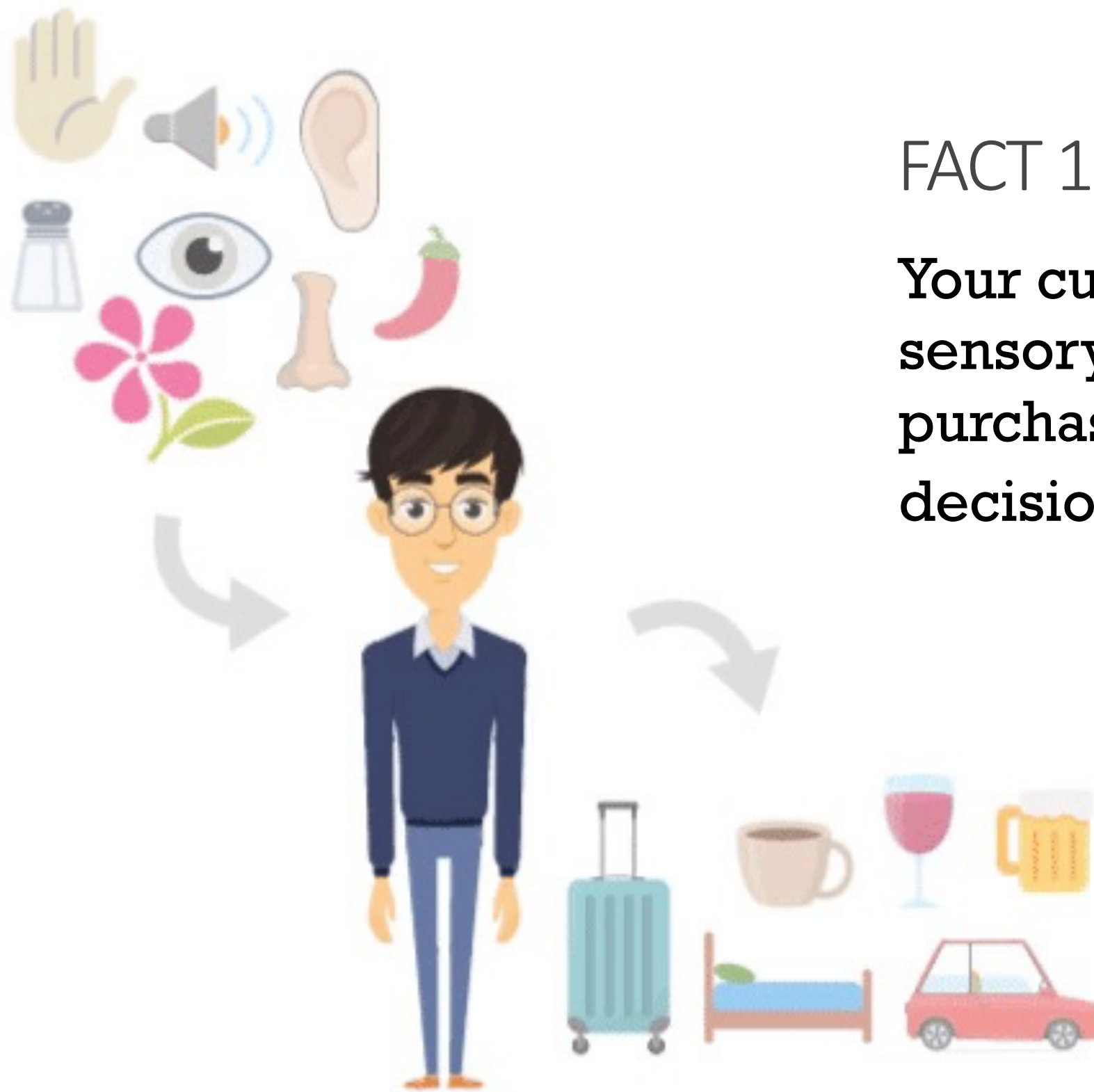




Doing Business with eCode.me

Confidential eCode.me LLC

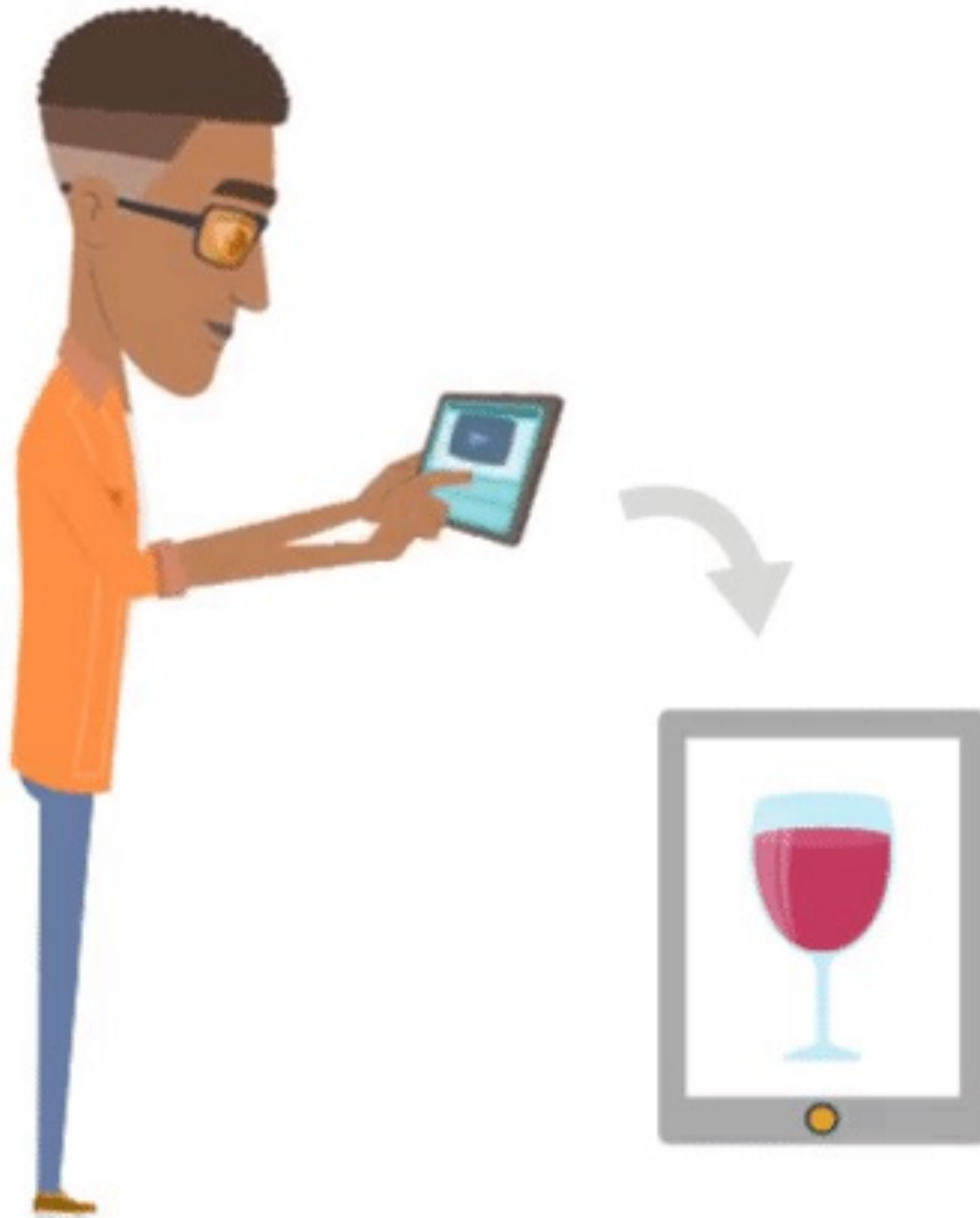


FACT 1

Your customer's individual sensory experience drives the purchasing - and other - decisions they make.

FACT 2

**No other company
can quickly assess
your customer's
unique sensory
group to make
curated product
recommendations.**



OUR MISSION

To provide services and technology
to companies that sell products
having sensory attributes important
to their customers.



Our Process

We design and execute a **3-step program** tailored to our client's needs:



Stage I: Discovery

- Best practices to attain your mission and goals.



Stage II: Execution

- Consult on strategic marketing, consumer insights and product positioning



Stage III: Licensing

- Deploy Technology, Education and Training

Stage I: Discovery

We learn about you.



- Business's **Vision, Mission** and **Goals**
- Best fit for our products and services.

You learn about us



- Working demo to begin engaging with platform
- eCode principles, research and market segmentation process.
- Market segmentation matrix demonstrating how your products map to our consumer preference groups.

Deliver Final Report



- With specific recommendations and a project roadmap for moving the Execution Stage (Stage II).

Stage II: Execution



Finalize Technology Specs

- eCode Sensory Assessment



Programming and Installation

- Launch eCode.me Sensory Assessment Product Recommendation Tool, LMS and other elements.



Marketing/PR Plan and Calendar

Finalize training, edutainment and education content.

This stage concludes with launch of your new program!

Stage III: Licensing

Annual Licensing Agreement for Sensory Assessment technology, support, and on-going consultation.



Additional consultation, webinars, and/or event participation can be included on an as-needed basis.

Annual Review conducted during last 30 days of contract.

Licensing is typically based on one-year subscription.

Cost Estimates & Timing



Stage I: Consulting

- 2-4 week process
- \$5,000 to \$20,000 depending on project scope and client requirements.



Stage II: Execution

- Our basic programs can be executed in as little as one week
- Costs are anywhere from \$10,000 using basic 'out-of-the-box' Sensory Assessment (myVinotype) to customized solutions in the \$50,000+ range.



Stage III: Licensing

- Invoiced on an annual basis.
- Costs range from \$4,000 per year for basic support and maintenance.
- Additional consultation, webinars, and/or event participation can be included in Annual Subscription or provided on an as-needed basis.

Thank you!

eCode.me

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