



For Wine Companies

Strategy consulting,
Operational management,
Oenological Solutions.

*“From your grapes to your consumers,
I work with you at your own pace to achieve your goals”*

Contact : Olivier RAFFIN | info@osrvin.com | +33 (0) 630 82 52 20 | osrvin.com

OSRvin - SAS with capital of 5 000 EUR
Head Office: 32 Route du Vin, 68420 HUSSEREN-LES-CHATEAUX, France
SIRET 97964325100015 - TVA FR00979643251 - APE 70.22Z



Oenology – Strategy – Resources

Oenological & Sales Solutions

*“From your grapes to your consumers,
I work with you at your own pace to achieve your goals”*

OSRvin was created by **Olivier RAFFIN**, a qualified oenologist from Reims since 2004, who has held positions as consultant oenologist, technical director and manager of a Biodynamic estate.

For one-off or regular needs, I offer wineries the benefit of external skills "on demand". I can support you when you need extra work, a replacement or for specific missions:

- *Oenological accompaniment:*
 - *You want to improve the quality of your wines, or move towards organic, biodynamic or natural winemaking,*
 - *You want to improve your production process and profitability.*
- *Strategic support and business development:*
 - *You're launching a range of sparkling wines, or new cuvées,*
 - *You want to stand out from the competition, or apprehend a new market.*
- *You need to deal with the absence of your oenologist/technical director,*
- *You're preparing an investment and are short of time.*

Contact : Olivier RAFFIN | info@osrvin.com | +33 (0) 630 82 52 20 | osrvin.com

OSRvin - SAS with capital of 5 000 EUR
Head Office: 32 Route du Vin, 68420 HUSSEREN-LES-CHATEAUX, France
SIRET 97964325100015 - TVA FR00979643251 - APE 70.22Z

OSRvin Commitments

I put all my experience at your service:

- ✓ *Sparkling wine-making techniques,*
- ✓ *Parcelby-parcel winemaking of all grape varieties,*
- ✓ *Organic, Biodynamic and Free Input winemaking,*
- ✓ *Preparation for bottling: stock tasting and blending,*
- ✓ *“Grands Vins” approach (attention to detail and high standards),*
- ✓ *Operational implementation and follow-up of action plans,*
- ✓ *Neutral and objective approach, with continuous improvement,*
- ✓ *Making your business profitable for you and your customers,*
- ✓ *Commitment to confidentiality to protect your sensitive information.*

Solutions

❖ **One-time oenological, commercial or strategic support**

Personalized advice and support for a specific need, project or issue identified by management: creation and development of brands, identification of distribution channels, “Cuvée” creations, winemaking processes, blend tasting, plot selection...

❖ **Interim Management**

Take advantage of external managerial and operational skills, as well as an alternative vision to face your issues and challenges.

I commit my skills and my high standards to support you.

Contact : Olivier RAFFIN | info@osrvin.com | +33 (0) 630 82 52 20 | osrvin.com

❖ **Strategy consulting "Where do you need to go?"**

The wine market has never been so fickle. To survive, you need to renew yourself: rethink your wines, your ranges and your communications. Take advantage of an outside approach to improve your company's profitability

1. *Analysis of the existing situation, audit and diagnosis of the company along 3 axes: Products, Organization, Results ;*
2. *Report: advice, questions/answers, market trends;*
3. *Elaboration of strategy and action plan: definition of objectives, choice of winemaking styles, identification of actions, costing and prioritization;*
4. *Operational implementation and follow-up of validated action plan.*

❖ **Management Consulting "How to achieve your objectives?"**

Tailor-made support for the operational implementation of strategic decisions and continuous improvement:

1. *Analysis to validate technical and/or commercial choices,*
2. *Communication with teams: clarify objectives,*
3. *Operational implementation and follow-up of validated action plan,*
4. *Continuous improvement: listening and adapting to actual conditions and unforeseen events.*

Contact : Olivier RAFFIN | info@osrvin.com | +33 (0) 630 82 52 20 | osrvin.com