



STRATEGIC GUIDANCE FROM THE GROUND UP®

Financial Policies & Client Benefits

Value Based Billing

Trellis Wine Consulting uses value based billing to determine project or retainer pricing, and we only work on a flat fee basis (versus hourly billing). This means that in creating a proposal, we figure the time required to deliver exceptional service to you and bid accordingly. Below are some of the primary benefits to working this way:

Represents true value delivery of project.

Supports effort to define client needs versus wants.

Enhances efficiency – both parties are rewarded for completing the project in a timely manner.

Offers a cap on your investment and allows for better decision-making. Client may freely seek assistance without concern for increasing fees. Trellis Wine Consulting, LLC may invest additional resources without cost to client. (There is never a meter running as with hourly fees.)

Leads to less complication – no debates regarding what is billable.

Removes conflict of interest for Trellis Wine Consulting, LLC. Additional work gained through delivering top quality service and gaining more projects versus adding fees during the engagement.