

LAS VEGAS, Jan 9 -12, 2018



CASE STUDY



Brotman | Winter | Fried

Campaign Overview

Aveine

When French company Aveine sought to introduce the world's firs digital wine aerator, they chose CES in Las Vegas as their Launchpad.

With functional prototypes available for review, supported by free wine samples, Aveine felt that CES would provide the ideal forum through which to generate some critically needed media attention.

As it turns out, they were absolutely correct.

Working through French consumer technology consultant International Boost, Aveine engaged the services of Brotman|Winter|Fried Communications (BWF) to help them tell their story to the 250,000 attendees and 7,500 journalists who traveled to Vegas in January 2018 to see what was new and innovative across the rapidly expanding worlds of consumer technology.

The process began with an information campaign. BWF created a targeted press list impacting virtually every member of the media with a potential interest in the connected home, appliance and lifestyle industries. This list was culled from CES media attendees and BWF distributed two news releases and one informational post card to the list. BWF personnel then engaged in an extensive personal follow-up campaign designed to generate levels of interest among the attending media. While a handful of reporters booked actual interviews, several indicated they would stop by at their booths to meet with company spokespersons.

They certainly did that!!

On-site, the action got underway on Sunday afternoon, January 7, when Aveine exhibited at CES Unveiled Las Vegas, a high-profile media showcase event, which took place at the Mandalay Bay. All night long, the Aveine booth was visited by journalists, many of whom produced story segments. The result was more than a dozen features produced by major media outlets including The Verge, Engadget, Food & Wine, EFTM and Be Terrific!!

At the show itself, BWF arranged for the Aveine team to participate in a handful of onsite media interviews while members of the press continuously stopped by the Aveine booth in the Eureka Park Marketplace. The interest expanded well beyond CES, as stories continued to run and journalists repeatedly called and emailed, requesting photos, interviews and product information.

100-Word Write-up

<u>Aveine</u>

Who doesn't enjoy a quality glass of wine with dinner, right? Yet, to obtain the best wine experience you need to decant, or aerate, the wine, a mysterious and often intimidating process to the average consumer. To elevate the drinking experience Aveine has created the first digitally connected wine aerator to make the process easy and fun! Simply place their device on your wine bottle, scan the label, and their smartphone app deploys an algorithm that communicates to you the absolute ideal wine tasting conditions. The device will then perfectly aerate your wine in an instant, every single time.

Qui n'apprécie pas un verre de vin de qualité avec le diner ? Pourtant, pour obtenir la meilleure expérience de dégustation, vous avez besoin de décanter, ou d'aérer, le vin, un processus mystérieux et souvent intimidant pour le consommateur. Pour améliorer l'expérience de la consommation, Aveine a créé le premier aérateur de vin connecté pour rendre le processus facile et amusant! Il suffit de placer leur aérateur sur votre bouteille de vin, de scanner l'étiquette et l'algorithme intégré dans l'application smartphone vous communique les conditions idéales de dégustation. Le dispositif va alors parfaitement aérer votre vin en un instant, à chaque fois.

Aveine is the first digitally connected wine aerator. The smartphone app it comes with helps identify the type of product being served via its label and automatically sets the right level of aeration needed with the device (from 1 minute to 24 hours).

News Releases



Media Contacts: Molly Ryner – 703-533-4837 <u>mryner@aboutbwf.com</u> Alexa Rogers – 703-584-5632 <u>arogers@aboutbwf.com</u>

FIRST DIGITAL WINE AERATOR MAKES DEBUT AT CES 2018

French-Based Startup, Aveine, Develops Wine Device With Connected Smartphone Application

Paris, France, December 19th, 2017 – The holidays are here and there's nothing like unwinding with a bottle of wine while entertaining friends and family. Creating that perfect glass to impress guests can be intimidating – from picking the right vintage and varietal, to knowing how long to let an open bottle "breathe." Taking all these factors and more into consideration, Aveine will introduce the first digitally connected wine aerator at CES in Las Vegas on January 9-12, 2018.

An estimated 31.4 billion bottles of wine are sold worldwide annually, and to know everything about each one is nothing short of impossible. Aveine takes the guesswork out of uncorking each prized bottle by conveniently linking the aerator through a smartphone application. After placing the aerator on the open bottle, the user scans the label with a phone camera and then receives the wine's specific aeration time. The specifications are sent to the aerator and integrate with an algorithm created by wine experts to determine the precise condition for decanting automatically.

"To obtain the best wine experience, there is a mysterious – and often intimidating – system behind it," said Nicolas Naigeon, founder and president of Aveine. "We want to give every wine drinker the opportunity to become a connoisseur without any training. Our wine aerator houses a patented technology that recreates the aeration process instantly so that each user can experience the ideal taste, and we are excited to bring it to the market."

Aveine was recently announced as an honoree at the Innovation Award in Home and Appliances at CES Unveiled 2018 in Paris. The company will showcase their product at CES from the Eureka Park Marketplace in Hall G, Booth #51245 at the Sands Expo Center on January 9-12, 2018.

For additional information, please visit <u>www.aveine.com</u>.

NOTE TO MEDIA

To arrange for interviews and/or private demonstrations of Aveine's wine aerator and mobile application, please contact Molly Ryner at <u>mryner@aboutbwf.com</u> or 703-533-4837 or Alexa Rogers at <u>arogers@aboutbwf.com</u> or 703-584-5632. For additional information, please visit <u>www.aveine.com</u>.



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DIGITAL WINE AERATOR CONNECTS RESTAURANTS WITH WINES OF THE WORLD

Aveine's Patent Technology Instantly Decants Any Wine for an Optimal Tasting Experience

Paris, France, December 19, 2017 – A nice bottle of wine is the perfect accompaniment to a special evening on the town. But choosing the right vintage for an evening can be difficult, especially when certain bottles can take such a long time to "breathe" before reaching their peak level of taste. Restaurants need to go the extra mile to decant wine for their guests before it's served, though some require more time to aerate than guests have. But with Aveine, a connected wine aerator, restaurants can provide guests with the ideal tasting conditions.

Aveine is the only digital wine aerator that determines a wine's perfect aeration time and decants it instantly. Sommeliers can place the aerator on the open bottle and scan the label with a smartphone app that receives the wine's specific aeration time. The specifications are then sent to the aerator to integrate with an algorithm created by wine experts, so the bottle automatically decants under precise conditions.

"Wine directors and sommeliers no longer have to limit their wine list because of decanting time, which allows them to be more adventurous," said Nicolas Naigeon, founder and president of Aveine. "Our wine aerator houses a patented technology that recreates the aeration process so the customer doesn't have to wait either. They can enjoy any wine at its optimal aeration immediately."



Aveine was recently announced as an honoree at the Innovation Award in Home and Appliances at CES Unveiled 2018 in Paris. The company will showcase their product at CES Unveiled from the Shorelines Exhibit Hall in Mandalay Bay at 5:00pm on January 7, 2018 and from the Eureka Park Marketplace in Hall G, Booth #51245 at the Sands Expo Center on January 9-12, 2018. Aveine will also be at Nordic's Semiconductor, Booth #44158 at the Sands Expo Center on January 12, 2018.

For additional information, please visit <u>www.aveine.com</u>.

NOTE TO MEDIA

To schedule an interview, CES booth visit and/or private demonstration of Aveine's wine aerator and mobile application, please contact Molly Ryner at <u>mryner@aboutbwf.com</u> or 703-533-4837 or Alexa Rogers at <u>arogers@aboutbwf.com</u> or 703-584-5632. For additional information, please visit <u>www.aveine.com</u>.



French Technology Consultant, International Boost, Brings Dozens of European-Based Startups to CES

Paris, France (December 21) -- CES can be a daunting undertaking for even the most experienced of companies. With nearly 4,000 exhibitors and more than 170,000 attendees, targeting the right audience with the right message requires knowledge of the show, a thorough understanding of the players involved and quite often, the right connections.

Now imagine being a small startup located in Western Europe, 5,400 miles away from Las Vegas, with little knowledge about the American business environment and even less familiarity with the nuances of CES.

That's where International Boost comes into play.

Headquartered in Paris, France, International Boost provides CES-centric executive coaching to dozens of European startups to help them negotiate the CES circus and gain the best possible advantage through their participation.

"Western Europe, and France in particular, have quickly become hotbeds for international technology startups, and there's no better place for them to achieve several different objectives than CES" said Christian Pineau, president of International Boost. "There are literally hundreds of European-based companies making major breakthroughs in everything from robotics to connected cities; and these companies – unquestionably – need to maximize their CES experience.

"We help them do that by assisting with booth logistics, international travel, networking, attendee outreach, media relations and more. This way, these companies can focus on what they do best." According to Pineau, the companies he represents have varying needs. Some seeking distribution partners, others are looking for funding while virtually all of his clients want media coverage and attention.

This year at CES, International Boost is representing the following companies.

- A-Volute -- 3D Audio Technology Software
- Allo-Media Aggregates and provides real time analysis of phone call content
- Armor 3D Project Dot Customizable 3D printed Bluetooth enabled speaker lamp

- Aveine Digitally connected wine aerator
- e-Health Box Tracker technology for seniors
- Elmer Customizable shower experience with music, aromatherapy and more
- Icohup Radioactivity detector
- IoTwimm Sensor system for maximizing equipment functionality and predicting potential failures
- KapWell -- Healthcare reporting system for seniors
- Kuzzle Backend software platform to support app development
- Miliboo Connected home decor and furniture
- Mirambeau Mobile app that measures and regulates insulin levels in diabetic patients
- My Safe Map App that allows users to identify and share safe public locations
- E-Vone Interactive shoes for independent people
- Robeau Waterflow meter app
- Kypsafe Safety solution for dangerous areas of working and construction sites

For additional information, please contact Kat Cavano at <u>kcavano@aboutbwf.com;</u> (703) 531-8255 or Christian Pineau at or <u>chrispineau@internationalboost.com</u> or +33 6 98 73 00 88

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Capsule summaries for each International Boost client are documented below:

A-Volute – At the height of innovation, A-Volute has revolutionized audio software for the gaming industry and related applications. We deliver a sound that is high quality, essential and riveting – delivering the power of immersive listening -- ideal for all multimedia and gaming experiences. Our product 9 Ears is a 3D Audio Solution for PC and headsets. Going beyond basic audio, users enjoy incredible Surround Sound that heightens the intensity for video games, music and movies. The 3D audio software merges Virtual Surround technology with audio and microphone effects that are fully customizable by users.

Allo Media – Every day, billions of customer calls are generated... But, unfortunately, marketing is deaf when the phone rings! After 3 years of R&D, with 4 internal PhDs in Artificial Intelligence and automatic language analysis, Allo-Media has just launched its "Vocal Cookie" solving these challenges. In real time, our "Vocal Cookie" transforms structures and classifies customer calls into valuable marketing data insights to understand customer needs in order to re-engage properly and measure best and worst practices of Online to Offline customer experiences. It's a new kind of data for Marketing, and contact centers become massive source of customers data.

Armor 3D/Project DOT – The #DOT project was born out of the desire of Armor 3D to combine the know-how of visionary designers with 3D printing technologies in order to create a high-tech, durable and aesthetic product. The OWA Bluetooth speaker is the first product designed by #DOT. It incorporates a lighting function and its exterior casing is fully customisable in terms of colour, motif and shape. Thanks to 3D printing, there are now infinite possibilities of creating a unique and personal item. The speaker's casing is also environmentally friendly as its uses recycled OWA 3D filaments. The speaker will be given new functionalities as part of the creative process and will also take users' suggestions into account.

Aveine – Who doesn't enjoy a quality glass of wine with dinner, right? Yet, to obtain the best wine experience you need to decant, or aerate, the wine, a mysterious and often intimidating process to the average consumer. To elevate the drinking experience Aveine has created the first digitally connected wine aerator to make the process easy and fun! Simply place their device on your wine bottle, scan the label, and their smartphone app deploys an algorithm that communicates to you the absolute ideal wine tasting conditions. The device will then perfectly aerate your wine in an instant, every single time.

e-Health Box – eHealth Box is compact Plug & Play all-in-one AI companion dedicated to people who live alone and need highly-specialized care such as the elderly people, or persons with disabilities. The system tracks the subject around the house and follows the individual during their routine hygiene, meals, home security, and sleep patterns all without an Internet connection. If anything seems wrong or out of place the eHealth Box will text their designated contact a warning. The eHealth Box is the perfect "electronic safety kit" to accompany any isolated person in need of a safer living environment.

Elmer – After two years of research and design, French company Elmer is ready to reveal their customizable, easy-to-install smart shower. The Elmer shower features an impressive line-up of enhancements – instantly transforming any shower into a unique experience. Their halo-shaped showerhead, essential oils mixer and acoustic sound system instantly transforms the average routine into a special occasion. Elmer is also attached to a programmable app that delivers the perfect water temperature and water pressure, while monitoring sustainable usage. Easy to setup and maintain, this French-style shower keeps users connected to their wellbeing with each and every shower.

Icohup – Designed for use primarily by the scientific community, the Rium radiation detector is a small wooden device that fits in the user's pocket, backpack, briefcase or done and connects to a mobile app to detect radiation such as radon gas, in any environment. Unlike other radioactivity sensors – i.e. a Geiger Counter – Rium not only measures radiation levels but also provides information on its origin while offering protection options personalized for each individual scenario. Through Bluetooth connectivity, Rium is geo-localized and connected to the Internet,

allowing multiple users to share data, render real-time radioactivity mapping and create a comprehensive citizens' network.

<u>IoTwimm</u> – When problems or accidents occur in a factory, the end result if often a halt to production and productivity. Based in Suresnes, France, IoTwimm, offers a unique solution through their groundbreaking, all-inclusive system that optimizes productivity while identifying potential problems early on. By quickly locating the root-causes of equipment failures, IoTwimm's unique analytic system predicts and prevents these failures while also optimizing equipment usage, reducing labor costs by 20 percent. Their unique ability to combine real time technical data from sensors and field service management solutions boosts asset availability and service levels, increasing productions profit.

KapWell Corp – As the elderly population continues to grow in size, senior tech has similarly evolved to help aging individuals maintain their regular lives. Most homebased products tend to postpone the inevitability of moving into specialized facilities for 18 months on average; but a new product – KapWellBox – promises to double that time frame. This all-in-one system provides secure recording and storage of measured health data and medical procedures, allowing automated follow-ups (alert systems, patient-health professional dialogue, exchange of interprofessional expertise, etc.) and a social network for other needs such as ordering meals or medicine. KapWellBox: The Health Monitoring Home Companion.

Kuzzle – Kuzzle is a fast growing technology startup that accelerates digital and IoT innovation whilst delivering seamless customer experience across all mediums and devices. Kuzzle Backend platform provides ready-to-use advanced features for Web, Mobile and IoT including Real-Time, Geotracking, Geofencing, Security, User and Device Authentication. Using Kuzzle, companies boost their digital transformation, reduce their time to market for innovative apps and focus on what matters the most: the digital customer experience and journey.

Miliboo – Miliboo Corp. was founded by entrepreneur Guillaume Lachenal with the intention of becoming a global leader in the connected furniture market. The French company envisions contemporary innovative furniture that delivers strong added value. Smart furniture is a growing niche, and Miliboo intends to remain the connected furniture industry pioneer, unparalleled in the marketplace. Featuring their connected furniture brand, Miliboo released the EKKO "Smart Mirror" in early 2017 and showcased the product at CES 2017 garnering Innovation Award honors. This time, they intend to change the rules by introducing the newest member of their connected range, the smart connected sofa.

Mirambeau AppCare – European company that develops medical applications accompanying patients following their doctor's prescription in a collaborative way. Patients create their own network inviting helpers and supervisors to accompany them for care organization. The network also assists patients in case of medical emergency. Applications developed by Mirambeau AppCare are compliant with

prescriptions thanks to regular medical educational therapy including automated complex medical prescriptions. This predictive medical system allows patients to anticipate their needs and researchers to analyze data to improve protocols.

My Safe Map – As communities rely increasingly more on public opinion for traveling to new places, My Safe Map co-founders Sebastien Chabal and Nawal Sikal want to make traveling safer. My Safe Map is an app that provides users access to information about the best and safest locations within their communities. From trying new restaurants, to finding the trendy neighborhood bar, My Safe Map allows users to rate, comment, take pictures, and share the security level of locations they encounter. Users can also follow their friends and family and discover new places to visit from other users around the world.

E-Vone – E-vone is the world's first smart shoe. Inspired by the creator's 79-yearold mother-in-law wanted to live independently while travelling the world. E-vone was his response to her desire to live autonomously but safely. The next generation in senior alert systems, E-vone records in real-time through a GSM, a GPS locator and several movement sensors embedded in the sole of a trendy, fashionable shoe. Now anyone can live freely knowing that in an emergency, E-vone is there to get them the help they need.

Robeau – Robeau is the first smart connected flowmeter that shows your direct water consumption per tap, making is simple to live an eco-friendly lifestyle. By seeing how much water you use, you cannot only modify your habits to be more eco-responsible, but save 20% to 40% on your water bill! The flow is sent directly to the customers mobile, tablet and computer, or the small built-in screen on the product. Alerts about water usage or possible leaks will be sent right to you. Optimize your water usage and live environmentally friendly with Robeau.

Kypsafe – If a working site could speak, what would it say to improve workers safety? A lot of accidents are caused by inappropriately installed safety markings, workers' lack of awareness of danger, etc... How do we solve these problems? We bring a Plug & Play mobile & connected solution that materializes hazardous areas and locates and alerts workers on site in real-time, when danger is close. KypSafe keeps you posted & safe! Based on micro-localization, it helps preventing accidents by locating workers and their proximity to hazardous areas. It is mobile, agile, autonomous and runs without GPS, Cellular or Wifi.

Post Card Artwork





Aveine is the first digitally connected wine aerator. Precise, simple and portable, any wine can now be instantly aerated to perfection, every single time.

www.aveine.paris



CESUNNEL LED LAS VEGAS

When : Sunday, January 7, 2018 5:00 - 8:30 p.m Where : Mandal ay Bay, Sout h Convention Cent er Shorel ine Exhibit Hal I Las Vegas, NV

ON THE CESSHOW FLOOR

When : Mon, Tue, Wed, January 9-12 Where : EurekaPark - Booth#51245 Sands Expo Center - Hall G

ON NORDI C'S BOOTH

When : Friday, January 12 Where : The Sands, Level 2, boot h #44158

TO SCHEDULE ATI ME TO I NTERM EWUS CONTACT :

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CUR PRESS KIT www.bwfcespr.com/aveine

MEWOUR MDEO









Media Coverage



A French startup made a wine gadget that's supposed to decant for hours in an instant

Naturally, we had to test it By Jacob Kastrenakes | @iake_k | Jan 8, 2018, 4:29cm EST

There are a bunch of different spouts you can buy that aerate wine as you pour it. But a new one, called the Aveine Aerator, lets you dial in exactly how much you want to aerate your wine, letting you give a glass the equivalent of between one and 24 hours of decanting just by pouring it. A connected app is supposed to help you figure out exactly how long is ideal for any given wine.

The aerator fits over the spout of a wine bottle and pushes air through the wine as it travels out of the spout. Aveine says that by controlling how much air is passing through and how much air actually touches the surface of the wine, it's able to control the chemical reaction that normally happens much more slowly through decanting.

THE AERATOR DEFINITELY MADE A DIFFERENCE

I can't say whether Aveine actually offers a precise re-creation of the decanting process, but it absolutely does make a difference. I compared a glass of red wine poured through the aerator against one poured without it, and while I want to stress that I'm not a wine expert — and that the wine, which was offered for free at a convention center, was not very good — it was clear that the aerated wine had a much smoother taste and lacked a lot of the non-aerated wine's harsh edges.

The Aerator is the first product from Aveine, a French startup that's been at work for a little over a year and has grown in size to 14 employees. Its CEO, Nicolas Naigeon, has a bit of a wine background: his parents are winemakers with Domaine Meuneveaux in Burgundy, France. Aveine is his first venture into wine on his own.

Aveine's Aerator is supposed to go up for crowdfunding on Indiegogo this March and begin shipping in June. It'll sell for around \$100.

Aveine takes the wait out of aerating wine

The \$200 gadget can adjust aeration up to 24 hours, but allows you to pour a glass instantly.



<u>Aerating wine</u> can dramatically improve the taste by just letting it sit in a glass or decanter for a while. However, sometimes you don't really want to wait an hour (or several hours) to have that first sip,

so <u>Aveine</u> developed a gadget that eliminates the wait time. With its \$200 connected device of the same name, the company says it can offer up to 24 hours of aeration as you pour the wine. No more waiting until the perfect amount of time has elapsed to have a glass.

The gadget attaches to a wine bottle and features a touch panel on the front for adjusting the aeration level and displaying the wine's temperature. There's a companion app that allows you to scan the label of your bottle so the software can provide a suggested aeration time. The company says that if the app's database doesn't recognize what you've scanned, you can manually add it. Based on a few questions, it will still give a suggestion for aeration, even for those bottles you have to add yourself. And yes, if you already know you like that 2009 Pinot Noir aerated for four hours, you can skip all the app stuff and manually adjust the time period.

If you're ready to commit, Aveine will be up for pre-order in March and is expected to ship in June.

FOOD&WINE

HOME • COOKING TECHNIQUES

The Most Talked About Boozy Gadgets for Beer, Wine and Spirits at CES 2018



Aveine Aerator: This digitally-connected wine aerator <u>promises a level</u> <u>of precision</u> never seen before. Select a time frame between one to 24 hours, and the Aveine purportedly aerates your vino to the exact equivalent of that amount of time with a simple pour. Its app will even make aerating suggestions based on the type of wine you're planning to pour.







Today at CES in Las Vegas we came across a French company doing amazing things in the wine space. In fact, that is the only area they play in. As many amazing wines come from the French regions we shouldn't be surprised that they wanted to do more when tech meets wine.



One issue many experience when drinking wine is the process of decanting, letting it breathe and waiting... and waiting... before serving and enjoying. We've tested products in the past that can aid with this and many are doing great things, most are very expensive.

This product from Aveine is designed to connect onto the open bottle, it has a small touch screen on it with a touch sensitive pad to adjust the hours it will digitally aerate for as the wine is being poured. How you would know the amount of hours to set on the Aveine? You scan your wine with the app and Aveine will analyse it and inform you what it should be set at. You can go one glass at one hour aeration and then try another glass at five hours aeration. It makes drinking wine totally different, without decanting, experimenting with what works and creating that discussion with friend.

The Aveine product is the greatest gadget we have seen in the wine space, we had no choice but to award it the Best Gadget of CES 2018.

More info here





BeTerrific



CES 2018: Aveine Aerator on BeTerrific!!

24 views

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BeTerrific Published on Jan 18, 2018



Aveine Aerator at CES 2018 on BeTerrific!! For more LIVE coverage of CES 2018 visit www.beterrific.com

<u>Story Links</u>

- <u>https://www.theverge.com/ces/2018/1/8/16861888/aveine-aerator-wine-pouring-decanter-ces-2018</u>
- <u>https://www.engadget.com/2018/01/07/aveine-connected-wine-aerator/</u>
- <u>http://www.foodandwine.com/cooking-techniques/ces-2018-food-gadgets</u>
- http://eftm.com.au/2018/01/the-digital-wine-aerator-46357
- <u>https://www.youtube.com/watch?v=M0IrrZS7BGM</u>
- <u>https://intotomorrow.com/high-tech-wine-aeration-from-aveine-at-ces-2018/</u>
- <u>http://geeknewscentral.com/2018/02/08/instant-wine-aeration-with-aveine-at-ces-2018/</u>
- <u>http://us.aving.net/news/view.php?articleId=1383189</u>
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- <u>http://www.bbc.com/news/technology-42574569</u>
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- <u>https://www.gearbrain.com/ces-2018-cannabis-creams-robots-2524274318.html</u>
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FRANCE



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https://youtu.be/HPqIU-Pr8Hg (Slovaquie)





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