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General Presentation





contact@abt-sensory-analysis.com www.abt-sensory-analysis.com A new sensory solution

Rouvroy-sur-Marne, January 5th 2023

ABT Informatique

- → 1995: creation of ABT Informatique (ABT) by Mr. Bertrand Thuillier.
 - 1985-86 : Project Manager (Cap Sogeti)
 - 1986-94 : Head of products evaluation / Head of industrialization coordination (**Pernod Ricard**)
- → **2022**: ABT Informatique is an agile team of 7 persons.
- → **Research...**creation of Pivot[®] Profile Test (2015)

→ Education...

- Polytech Lille
- Ecole de Biologie Industrielles (E.B.I.)
- AgroSup Dijon









ABT Informatique

→ <u>Tools</u>...

- Tastel[©] : since 1995, updated in January 2019.
- Tastel+© : since 2000, updated in January 2019.
- Tastelweb[©] : launched in June 2019.

→ Many trusted customers, for around 25 years...



January 5th 2023



ABT Informatique

→ Support and consulting - methods and statistics

- Setting up and training of sensory panels
- Popularization or deepening of statistics in sensory analysis
- Processing of sensory data
- Links between sensory analysis and instrumental analysis

→ Support and consulting – setting up / training of sensory panels

- Initiation and awareness of sensory analysis
- Setting up and structuring a sensory panel
- Outsourcing of monitoring and trainings
- Network of sensory analysis consultants

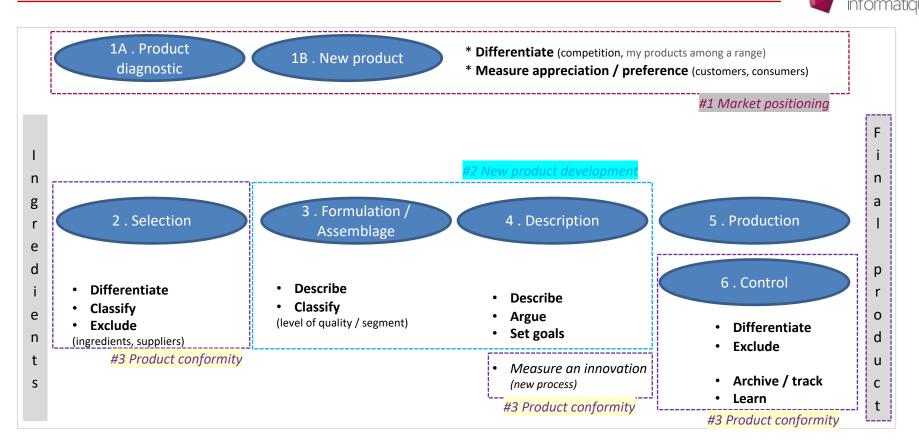








Product : lifecycle & points of sensory evaluation

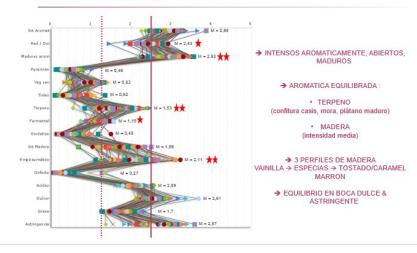




Questions ?

- How to better describe my market and competitors ?
- Which preference is having my product from my customers, my consumers ?
- Reliable (Counter)-arguments for sales ?

DESCRIPCIÓN GENERAL VINOS CHILENOS CABERNET-SAUVIGNON CONJUNTO DE LOS VINOS



Case study

- "Characterizing inter-and intra-regional variation in sensory profiles of Australian Shiraz wines from 6 regions" – AWRI- 2020
- « Family test / panel » Creation of a new product Santa Rita -2022





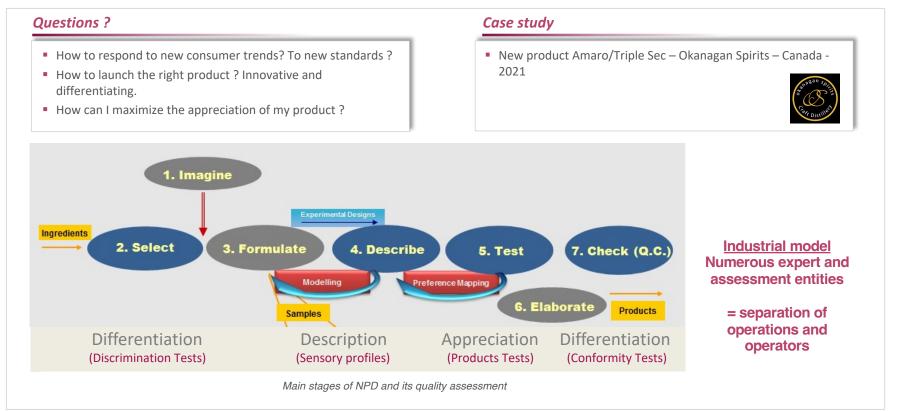


#1 Market positioning : the sensory design











Questions ?

- How to select / buy suitable ingredients ?
- How to assess the impact of a new process / production tool ?
- How can I be sure that products meet my profile objectives ?
- Sensory analysis and continuous improvement control ?
- Quality control at points of sale ?

Case study

- Selection and qualification of Brandies Rémy Cointreau 2006...
- Quality control of final products (fat category) St Hubert 2009...
- Certification AOP Bordeaux compliance with wine quality Quali Bordeaux – 2010...
- AOP St Emilion classification Bureau Veritas 2022









QUALI-BORDEAUX Organisme d'inspection





Questions ?

- How to exploit the competitive intelligence of my sales force ?
- How can I store and quickly compare my tastings carried out with my customers ?
- How can I have a summary of my wine tastings of the same AOP / DO / DOCG ? How to quickly compare with the previous vintage ?
- How do I register my evaluation scores during a gastronomic competition ?

Sensory evaluation

- Archiving of individual evaluations
- Synthesis / aggregate :
 - Common characteristics
 - Database query by other data (vintage, process, yeast, etc.) and cross-referencing with sensory data

Sales force



Consultants/Winemakers/Distillers



Wine / gastronomy critics



Tastelweb[©]: main features



Panel Evaluations



Main Characteristics

• Easy to use, simple and flexible

- Suitable for all sectors
- Group evaluations, individual tastings
- Early or last-minute tests
- Tests run over several hours / days
- No specific investment required: input via Smartphone, tablet or PC
- Easy configuration (intuitive, pre-configurations, 3 languages)

Mobile, versatile

- Simple Wi-Fi or 3G/4G coverage
- Secured host account*, (*: Audit Cybervadis Nov. 2020 / Sept. 2022)
- Panelist interface via email invitation or QR Code
- Nomad use: in lab, in customer's places, during fairs/exhibitions...
- Panelists located in different places
- Access results from any device / location

Complete, powerful

- Main proven and adapted sensory tests
- Powerful statistical treatments :
 - Up to 400 products for simultaneous comparison (benchmark)
 - Aggregation of tests : synthesis, batches homogeneity analysis, evaluation of a product over time
 - Comparisons with other data
- A deep, intuitive management of the panel (Deviations, consensus, discrimination, reproducibility)



Many graphics

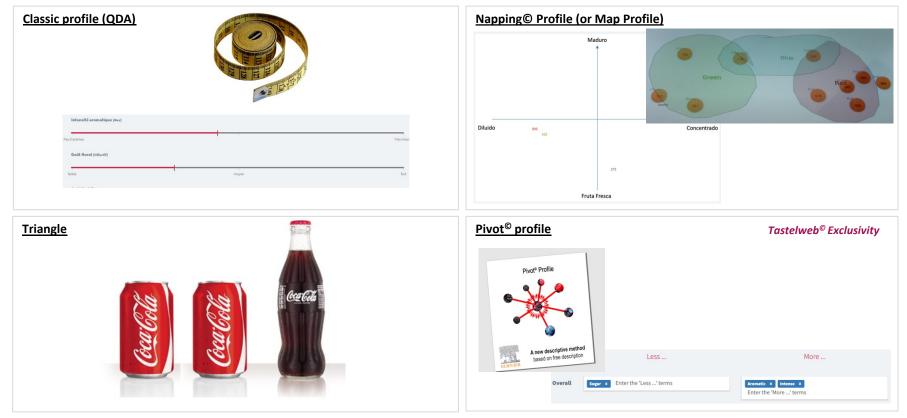
Food and cosmetics

Easy settings



Tastelweb[©] : main tests





Tastelweb[©] : main tests

1 / General assessment of the p	roducts *	
Very weak	Medium	l Very str
2 / Visual appreciation of the pr	oducts *	
1		5
5 / Main qualities *		5
5 / Main qualities * Describe what you like about these products?		5

7 / Your opinion on the products *

	Too few	Correct	Too strong
Chocolate pieces			
Amount of sugar			۲
Fat perception			۲

8 / Purchase intentions *

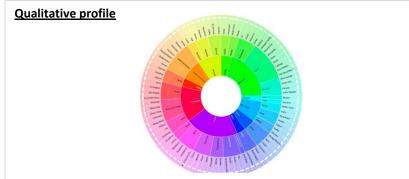
Would you buy these products?

probably yes
 No doubt

9 / At what price would you buy these products *

For example for a packet of 10 cookies

3



<u>Textual, syntactic analysis</u> Tastelweb[®] makes it possible to process totally free expression

- Tastelweb® makes it possible to process totally free expression !
- Thanks to the company's experience since 1995 on this subject
- Google's technical advances in identifying words in a text

5/ Main qualities *

Nice looking

Describe what you like about these products ?

6/ Main faults *





Average taste, few pieces of chocolate

COMMENDATION



Tastelweb[©] : outlook – future developments 2023 / 2024



Textual analysis : extension to QDA and Map profile tests



Connection Saas & SSO (« Single Sign-On »)

- Company administrator & user accounts
- Access to a common database
- A single and unique authentication



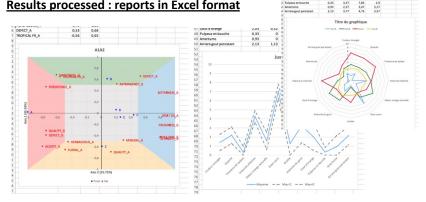
2 Pulpeux en bo

3 Amertume

Data base : filters, sorting, query system

(,	ADD PRODU	CTS -		Filter colu	mns :			Product n°	-
				N	ame / ID ?				
	Select prod	ucts :		U	sed ?			Weighting ?	Metadat
	Code 1 个	Product label	Utilisé ?	Yeast	Country	Tank #	Prod. site	Actions	
	489	Jus A		ABC	Brésil	6	Bahia	Déplacer	
	582	Jus B		ABC10	USA	15	Miami	Déplacer	
	305	Jus C		AC	Italie	12	Bari	 Déplacer Ketirer 	
	588	Jus D		AB	Espagne	10	Alicante	💲 Déplacer 🖌 Editer	

Results processed : reports in Excel format



Tastelweb[©] : outlook - future developments 2023 / 2024

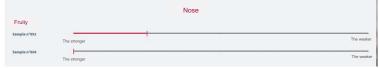
Products, descriptors : creation of a unique key UUID

- Unique, non-falsifiable key (respecting confidentiality)
- Possible modification of sample codes, labels
- Possible history tracking
- Panel performance : repeated products without the bias of the same code

Liste d	es produits				
*	Libellé	Couleur	Facteurs d'identification	Données additionnelles	Action
13146	P2				Ø Editer
13145	P1				Ø Editer
13120	p2				🖉 Editer

Rankings





New product presentation plans

								ra	ang 1 rai	ng 2 rar	ng 3 rar	ng 4 rar	ng 5
				Ra	ng			Juge 1	4	3	2	7	1
			0.00					Juge 2	1	4	6	5	7
		1	2	3	4	5	6	Juge 3	7	6	1	2	5
- 1	1	1	2	6	3	5	4	Juge 4	4	7	2	6	3
ŝ			~	0	5	5	-	Juge 5	3	6	5	1	2
Juges	2	2	3	1	4	6	5	Juge 6	5	6	7	4	2
P,	-	•		-	-		-	Juge 7	2	5 7	3 4	1	3
-	3	3	4	2	5	1	6	Juge 8	6	2	4	5 4	3
	4	4	5	3	6	2	1	Juge 9 Juge 10	4	3	7	5	2
			-	-				Juge 11	5	2	7	3	6
	5	5	6	4	1	3	2	Juge 12	7	1	6	2	4
	6	6	1	5	2	4	3	Juge 13	2	1	5	6	4
	0	0	0.0	0	~	-	0	Juge 14	6	4	1	3	5
								Juge 15	3	5	4	7	6
Latin Square – Williams design					Opt	imal	Plan	<u>15</u>					
								(Optimized Bala	nced	l Inco	omp	lete	Blo

Evaluation sheet, printable

Please let us know what you think about the products by rating the attributes on a scale from 1 to 5 (see scale below).

Like extremely	Like	Neither like nor dislike	Dislike	Dislike extremely	If you do not taste a characteristic or it does no apply please mark with an "x"
	2	3	4	5	x
How did you	Did you lik	e if? Any common	to abread the taste? I	attics? for did you like aspects rach	us sally, savery, sweet, over and unami flavers? How
Vegan Fungi-Burger	(1+5)	could the test	e be imporced?		
Vegetarian Fungi-Burger					
Beyond Burger					
Ouom Burger					

How did you like the TEXTURE of the burger patties?

Did you like if? (1-5)	Any comments about the technol? Was chewinness or juiciness okay? Was it hard or dry? Did it researche ment? How could the testure be increased?





The « Expert » profile

- Complete and descriptive profiles for expert panelists
- Various questions possible : opens, multiple choice, crosstab...

Short answer	1 / Score the intensity for each descriptor:	
Ht Numerical response	Acidity (Mouth)	
i Multiple Choice - Single Answer		
Multiple Choice - Multiple Answers		3/ Main qualities *
+++ Scale	-	Describe what you like about this product?
Crosstab - Single response	Global (Global)	
Crosstab - Multiple responses		Good appearance
Date / Time		
() Period		L

Discriminative test : 2 out of 5

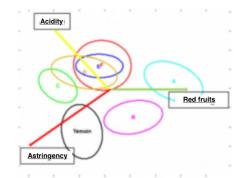


Quality & Product compliance

- Product conformity assessments realized by few people (on industrial sites)
- Entries by ticks Counting frequencies of occurrences
- Synthesis results possible by consent

		N°376				
×.						
	V	×				
	7					
FREE COMMENTS						
Average product	Nice product - premium quality	Good product				
		×				

The Flash profile



Tastelweb[©] : Access





Conditions

Accessible and flexible pricing

- Test or annual subscriptions with different levels
- Numerous stages in number of tests that can be carried out per year : 5, 10, 20, 40, 60, 100, 200, unlimited
- Stages from 5 60 tests : 1 to 5 host accounts
- > 60 tests : option log in with Saas & SSO

Services / training

- 1st contact
 - company introduction / applications, objectives / short demo software
 - opened account with 1 free test
- Basic trainee (included in subscriptions, remote)
 - 13 E-learning videos (basic software handling)
 - 1 hour meeting for Q&A
- Expert trainee (paid trainee, on site, tailorable, 4+1 half days)
 - 5 practical workshops of 4h (handling, tastings on client's products, tests methodologies, statistical treatments)
 availability of report templates / first report provided by ABT Informatique
- Free hotline (9/12h 14/18h GMT+1, internal mailbox) :
 - illimited support on the use of the software
 - punctual advices on methodologies / statistical treatments
- Expert services (paid, remote) : additional treatments in data analysis, link with analytical datas, panelists' training program, interface with other softwares / information systems (ERP, SAP, ID Systèmes...)



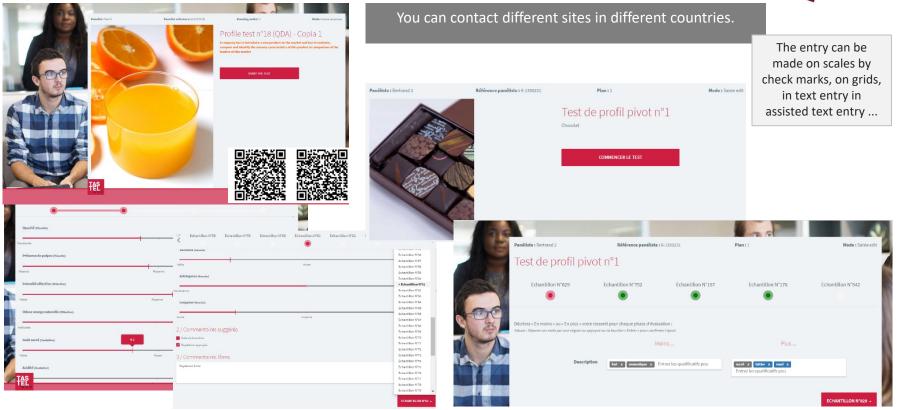


HELLO BERTRAND + CREATE A TEST CONTACT A TECHNICIAN ≡ Dashboard Step 1 Step 2 Step 4 Step 5 Step 3 Step 6 Step 7 Response rate ABT Some help? The creation of a test FOIT PROFILE is guided by different As a reminder, a product profile is intended to describe stages with an online and compare 1 to several products, using descriptors 3 11 13 that will be noted on an intensity scale - the number of Tests products to be compared can range from 1 to 50. CREATED TESTS TESTS IN PROCEESS COMPLETED TESTS help to select the input, import or even 2 / Add products 8 (QDA) Orange juice comparisons data recovery Code Name Color methods for a ference Progression Status Participation date: Action 732 Product P questionnaire. 🕼 Tasting form 🖉 Edit 🖪 Send these results 574 23/09/2019 à 11:12 Product F 173973 23/09/2019 à 11:12 🖪 Tasting form 🖉 Edit 🖪 Send these results Product A Menus make it Bertrand 3 A-1173028 23/09/2019 à 11:36 🖉 Edit 🛛 🖈 Resend an email loes not partie Product S Cancel 🖉 Edit 🛛 🦪 Resend an email Bertrand 2 A-1173405 Does not participate 23/09/2019 à 11:36 very easy to Add a product 🖪 Tasting form 🖉 Edit 🖪 Send these results Bertrand 1 A-1173812 23/09/2019 à 11:05 select the main 🖪 Tasting form 🖉 Edit #12582 - Emma A-1173200 23/09/2019 à 11:07 Or application 🖪 Tasting form 🖉 Edit #12583 - Andrew A-1173919 23/09/2019 à 11:09 management 🖉 Edit Unamed taster # 12584 A-1173480 23/09/2019 à 11:36 Does not partici ORT YOUR PRODUCTS 🖉 Edit functions Unamed taster # 12585 A-1173367 Does not particip 🖉 Edit Unamed taster # 12586 A-1173298 **Does not particip** 23/09/2019 à 11:36 Unamed taster # 12587 A-1173138 23/09/2019 à 11:36 🖉 Edit Does not partici **OPEN MY DATA BASE** 23/09/2019 à 11:36 🖉 Edit Unamed taster # 12588 A-1173635 Does not participa

Application (1/4) : Management and creation of questionnaires

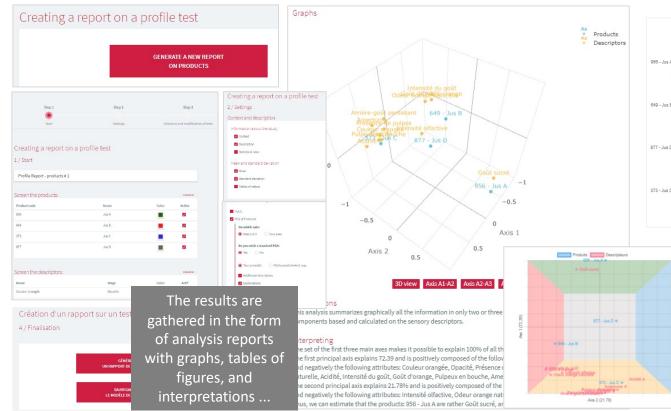
Application (2/4) : Very ergonomic data entries

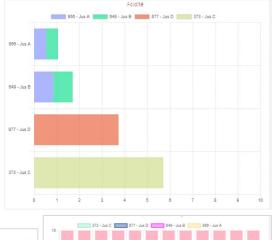




Application (3/4) : Report generation on products



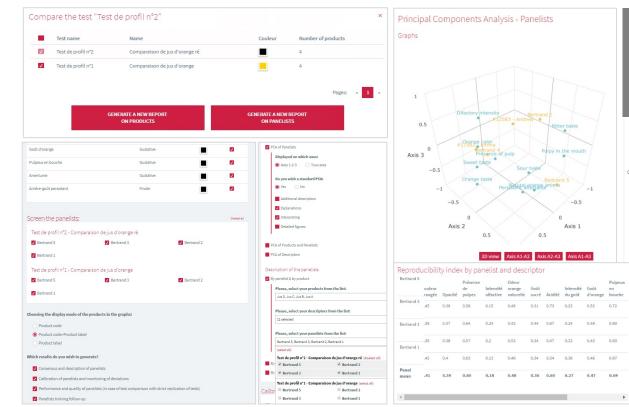




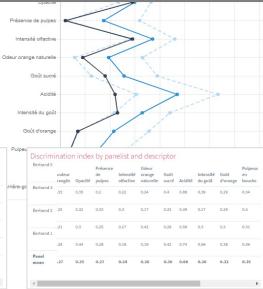


Application (4/4) : Performance follow up of panelists





As for the products, the results are gathered in the form of analysis reports with graphs, tables of figures to estimate the performances and the monitoring of the panelists.





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Appendix

Sensory tests : . Details





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January 5th 2023

TastelWeb[©]: Description – Available Operations



Become THE referent software in sensory analysis

for the Food industries, cosmetics and retail outlets

<u>Main contacts</u>: R&D and Quality departments, winemakers, brewers, agronomists, buyers. AOP/DOC/DOCG (tastings for certifications), product competitions ...

Creation of questionnaires - Data entry - Generation of reports on products and on panelists

Profiles (QDA) – Results

- + PCA (normalized & non normalized) 2D-3D interpreted
- AHC (Classification), groups assignment
- Spider graphs, profile, histogram
- Product comparison
 - appropriate test automatically applied
 - normality, non parametric stats (Willcoxon, Friedman)
 - * Anova, means comparison (Least Signif. Diff., Duncan, Newman&Keuls)
- Sorting of comments, individual notes
- Addition of identification factors (site, process, ingredient...)
- + Links sensory description (profiles) with instrumental data
- Quality control / batch selection : suitability properties with target profiles suitability of products assessed on objective characteristics.
- Aggregation and comparison of sessions
- Panel management and follow up:
 - individual charts and descriptions versus panel
 - + deviation follow up (negative, positive, relative, absolute.....)
 - performances and quality: discrimination, reproducibility....
 - + panel consensus : general coefficient, PCA on panelists ...

Triangle tests – Results

- Alpha & Beta risks
- Comments

Pivot[©] Profile - Results

- Free entry of the qualifiers of difference : less..., more....
- Qualifiers counting
- Groupings by frequencies or synonyms
- Product representations
 - Histograms, CFA products, panelists
- Tastelweb[©] Exclusivity

- Product comparison
 - Significance tests

Napping[©] Profile (or Map Profile)

- Data entry on free grid or imposed grid

 on maturation stages (wines), on bi-dimensionality
- Comparison of products and distance calculation
- Sorting and analysis of comments



Consumer Tests

- Data entry on different questions : scales, multiple choice, cross tables, opened questions,...
- Ticking of proposals (CATA) : neutral, positives, negatives
- Analysis of product preferences, frequency counting, sortings
- Calculations of significant differences by product
- Text analysis (complete free expression)
- Word frequency counting
- Spider graphs, profiles, histograms
- Products comparison
- PCA (normalized & non-normalized) 2D-3D, Classification (HAC...)

Tastelweb[©] : an adaptable Solution by Domain :

. Sensory Evaluation

. Quality / compliance controls

. Consumer testing



Qualitative Profile

- Data entry on qualitative scales
 - qualified intensities, qualified defects, wheel of aromas...
- Analysis of frequencies and graphs
- Assignment of summary results



<u>Rankings</u>

- Data entry on ranks
- Rankings statistics and representations

Expert profile

- Entry by product on different questions
- Calculations of significance differences by product
- Spider graphs, profile, histogram
- Analysis of frequencies and graphic representations
- Text analysis (complete free expression)
- Multidimensional analyzes : PCA, HAC,

Test 2 out of 5

- Checkmarks of the 2 different samples
- Input of comments (and difference, preference)
- Results of difference / similarity

Certifications AOP-IGP

- Data entry on qualified scales (defects none, low, medium...)
- Analysis of frequencies and graphs
- Reports on product conformity

Flash Profiling

- Free entry of discrimination axis or descriptors
- Ranking data entry for each product on these axes
- Graphic representations : PCA...

Free Profiling (for classic tasting type / sommelier-type method)

- Free entry of texts, classic tasting type
- Word frequency counting
- Setting up synonym grids and textual analysis
- Frequency analysis and graphical representations
- Calculations of significant differences by product

Tastelweb $^{\circ}$: an adaptable Solution by Domain :

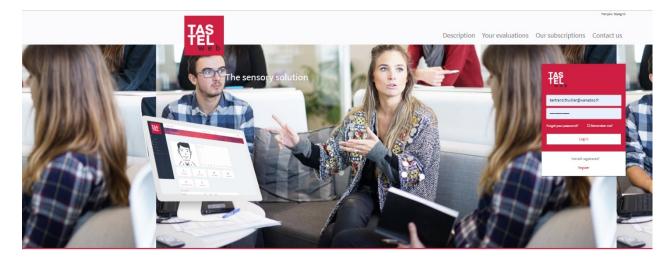
. Sensory Evaluation

. Quality / compliance controls



. Consumer testing





You can contact us to ask for a free test in order to test the application

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bertrand.thuillier@wanadoo.fr	1
Forgot your password? 🛛 Remember me?	
Log in	1
Not still registrered?	
Register	

TastelWeb × + ← → C ● https://www.tastelweb.com To go further, do not

hesitate to log onto https://www.abt-sensoryanalysis.com/engb/tastel-web...

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Your lastname and firstname *	Your company name
Voure-mail*	📞 Yourphone number
/ Your message *	
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