

NESPRESSO BUSINESS TO BUSINESS



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AT A GLANCE

Since 1996, *Nespresso* has provided business-to-business solutions, designed to meet the needs of some of the most discerning hosts in the world's foremost hotels and restaurants as well as those of our business customers. Today, the business-to-business team at *Nespresso* provides a range of products and services to professional customers in more than 64 countries worldwide.

The business solutions offered by *Nespresso* focus on various business channels, mainly Offices, HORECA and Travel, providing services and solutions to answer the specific needs of our customers in each sector.



64 countries
worldwide

COFFEE

There is a *Nespresso* coffee for every taste and occasion and each *Nespresso* Grand Cru offers unique aromatic notes to meet individual taste preferences. *Nespresso* offers its professional customers eleven Grand Cru coffees all with distinct aromas, tastes and levels of intensity: 3 Ristrettos, 3 Espressos, 3 Lungos and 2 Decaffeinated coffees.

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| | RISTRETTO INTENSO Exceptionally intense and syrupy | Intensity 12 |
| | RISTRETTO ORIGIN INDIA Intense and spicy | Intensity 10 |
| | RISTRETTO Full-bodied and persistent | Intensity 9 |
| | ESPRESSO FORTE Round and balanced | Intensity 7 |
| | ESPRESSO LEGGERO Light and refreshing | Intensity 6 |
| | ESPRESSO ORIGIN BRAZIL Sweet and satiny smooth | Intensity 4 |
| | LUNGO ORIGIN GUATEMALA Bold and silky | Intensity 6 |
| | LUNGO FORTE Elegant and roasted | Intensity 4 |
| | LUNGO LEGGERO Flowery and refreshing | Intensity 2 |
| | ESPRESSO DECAFFEINATO Dense and powerful | Intensity 7 |
| | LUNGO DECAFFEINATO Velvety and aromatic | Intensity 4 |

Solutions designed to meet the needs of professionals

MACHINES

Nespresso provides a range of machines dedicated to professional use that meet the different needs and expectations of our customers. *Nespresso* professional machines are specifically designed for intensive, high volume usage and are adaptable to all space and venue configurations for quick and simple preparation of the highest quality coffees.

The new Aguila 220 machine combines the best of traditional coffee-making methods with the latest advances from *Nespresso* for high-volume establishments. Aguila 220 delivers bespoke hot and cold coffee recipes and beverages at the touch of a button, to delight all tastes and preferences.



Aguila 220

The Zenius machine is the ideal machine for companies looking for quality and simplicity, with quick coffee and hot water preparation at the touch of a button.

The fully automated and simple to use machines CS200 and CS220 with milk solution can be adapted to include specific features (e.g. payment systems) that fulfill the various needs of offices as well as restaurants.



Zenius

For more information on *Nespresso*, please visit:
www.nestle-nespresso.com

**Value-added service
 unmatched
 in the industry**

SERVICES

The ongoing innovations by *Nespresso* in the business-to-business sector continue to set the standard for customer care and provide a level of value-added service unmatched in the industry.

Each business solution is specifically designed to address the different needs of our professional partners and to allow them to deliver the highest quality coffee and best service experience to their customers.

PARTNERSHIPS

Nespresso has formed partnerships with prestigious culinary organisations and chefs around the world to interact and share viewpoints with key players in the industry.

- Served by over 780 star-rated chefs or equivalent
- Agreements with over 15 international luxury hotel chains, working together to enhance the overall guest experience throughout their stay, including: Club Med, Hilton Worldwide, Kempinski, Pullman Hotels and Resorts, The Ritz-Carlton, SAS Radisson, Shangri-La Hotels & Resorts and Swissôtel Hotels & Resorts
- Recognised partner of prestigious associations such as Relais & Châteaux, Bocuse d'Or, Jeunes Restaurateurs d'Europe, and L'Association de la Sommellerie Internationale (ASI)
- Served by 15 major airlines and over 2,300 business jets as part of their exclusive offering to customers, including: Swiss International Air Lines, Cathay Pacific Airways, Etihad Airways, Qatar Airways and Emirates Airlines



**Benefit from
 professional services**

24/7

Nespresso has developed programs specifically designed to assist the world's leading chefs and sommeliers to better understand coffee and its potential as part of the overall gastronomic experience for their customers.

■ **Nespresso Coffee Codex**

A complete methodology for tasting coffee, particularly *Nespresso* professional Grands Crus, designed by professionals for professionals.

■ **Nespresso Coffee Sommelier™ Program**



A unique educational program for professional sommeliers that focuses on the art of harmonising coffee with other culinary products, such as food, wine, chocolate or water. More than 200 of the world's leading sommeliers have attended the program in its first three years.

■ **Nespresso Chef Academy**



An opportunity for leading chefs from around the world to participate in classes, workshops and experiments, studying every facet of coffee. More than 185 chefs participated in the *Nespresso* Chef Academy to date.