



Importer Services

ROLLING RFP — YOUR 30-DAY WINDOW OPENS AT REGISTRATION

1. About this RFP

Barrel Lab™ is the operating layer for American whiskey's surplus barrel inventory — a wholesale marketplace with valuation, conversion, compliance, and route-to-market built in, powered by Victory Spirits Development and industry partners like you. This RFP seats the **Importer Services** specialty of the Verified Professionals Panel: the licensed importers and customs specialists to whom the platform routes member work. It is a rolling solicitation: there is no fixed close date. Your individual 30-day submission window opens the day you register, and the panel is seated as complete responses arrive — the earliest complete files are reviewed first.

2. How work reaches you

Platform members generate two engagement types. **Tier 1 — productized:** fixed-scope consultations (\$250) and single-document or filing reviews (\$450), booked through the platform, prepaid, and routed to the matched panel professional. **Tier 2 — scoped engagements:** the platform's compliance intake compiles a specific requirements list from the member's deal data and routes it to matched professionals for quotation, including ongoing and retainer relationships. Matching runs on your declared expertise matrix and jurisdictions.

3. Scope we are sourcing

- Importer-of-record services for bulk and cased spirits
- Customs bonds, entry filings, and HTS classification for distilled spirits
- CBMA foreign producer assignments and refund claims
- COLA and formula coordination for imported goods, natural wine/spirits certs

4. The 30-day rolling submission

DAY 0 · Register

Register at the link that brought you here. Registration timestamps your window and returns the submission packet and mutual NDA.

BY DAY 7 · Initial response

- Statement of intent and firm profile
- Expertise matrix: practice areas and jurisdictions covered
- Credentials: Federal Basic Permit (Importer), customs broker license where applicable, bond capacity

BY DAY 21 · Supporting documents

- Two professional references from beverage-alcohol engagements
- Redacted work sample or engagement summary
- Conflicts process and typical response-time commitments

BY DAY 30 · Rates & capabilities

- Position on the Tier 1 menu above: accept, or counter with proposed rates
- Hourly rates and retainer structures for larger-scope Tier 2 engagements
- Capacity: engagements per month you can absorb from the platform

5. Compensation – what you receive

Consultations are booked and prepaid at **\$250**; single-document reviews at **\$450**. **You receive 75% of each fee by ACH, initiated the business day after the engagement completes** — no invoicing, no receivables, no collections. Tier 2 scoped engagements pay **85%** on the same terms, quoted by you against the platform's compiled requirements. The platform's share covers demand generation, booking and intake, payment processing, and collection risk. Final terms are confirmed in your certification agreement.

Certification includes the Barrel Lab™ Verified Professional designation and profile placement in platform routing. No placement is ever sold; panels are earned on credentials, responsiveness, and terms.

6. Terms of participation

- **Confidential both ways.** Your rates and client identities are never shared across the panel; member matters are covered by the mutual NDA and your professional obligations.
- **No exclusivity, no obligation.** This RFP is not an offer; Barrel Lab™ may decline any or all responses and is not liable for response costs.
- **Clean exit.** Either party may end certification on 30 days' notice; engagements in progress complete on their terms.

Register

Email with **VS-IMPORT-2026-001** in the subject line, or register at victoryspirits.com/partners-hub. Your 30-day window opens on receipt.

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