

1. Legal Identity

- **Company Name:** [hidden]
- **Legal Form:** Sole proprietorship (Indépendant / Eenmanszaak)
- **Tax Identification Number:** [hidden]
- **Registered Address:** [hidden] [hidden] Belgium. (This does not appear to be a shared business centre).
- **Date of Incorporation:** November 15, 2020
- **Search Provenance:** Verified via pre-fetched data analysis referencing public business information.

2. Social Proof & Market Presence

- **Web Presence:** The company has an active professional website [hidden]
- **Social Media:** Active presence on Instagram [hidden] and Facebook, showcasing completed projects.
- **Google Reviews:** No significant review profile found on major platforms.
- **Employee Count:** Estimated between 1 to 4 employees.
- **Analysis:** The company has been established for several years and maintains a digital presence consistent with a small, owner-operated craft business. The lack of broad public reviews is common for such entities.

3. Services Audit

- **Materials:** The price for "fourniture carrelage 120x60" (supply of 120x60 tiles) is quoted at €25.00 per unit (assumed m²). **This price is exceptionally low for large format tiles**, suggesting a basic, entry-level product. The quote lacks crucial details such as brand, series, quality grade (e.g., PEI rating for wear resistance), and finish.
- **Quantities & Units of Measure:** The quote uses a quantity of "113" for foam, screed, and tiling. It is highly probable this refers to square meters (m²), but the unit is not explicitly stated. This is a significant omission that creates ambiguity.
- **Technical Consistency:**
 - The combination of PUR foam insulation, fibre-reinforced screed, and large format tiles is a standard modern flooring system.
 - The inclusion of a "location pompe a chape" (screed pump rental) is appropriate for a surface of this size (113 m²).
 - The description "compris ciment colle joint" (includes cement, adhesive, grout) is noted, but it fails to specify the type of adhesive (e.g., a flexible S1 or S2 adhesive is mandatory for large format tiles to prevent cracking) and grout.

4. Financial Health

- As a sole proprietorship in Belgium, [hidden] is not legally required to file annual accounts with the National Bank of Belgium.
- **CRITICAL:** No public financial data is available. It is impossible to conduct an analysis of the company's turnover, profitability, equity, or solvency. The financial stability of the business is directly linked to the personal financial health of the owner, which represents a significant unknown risk.

5. Quote Detail

- **Total Amount (excl. VAT):** €12,328.00
- **VAT:** €2,588.88 (Correctly calculated at the standard Belgian rate of 21%).
- **Total Amount (incl. VAT):** €14,916.88
- **Payment Schedule:** "30% à la commande, 70% à la livraison" (30% on order, 70% on delivery).
- **CRITICAL ALERT:** The term "à la livraison" (on delivery) is dangerously ambiguous in a construction context. It is unclear if this means delivery of materials to the site, the final day of work, or the formal acceptance of the work. A 70% final payment is excessively high and provides the client with minimal financial leverage to address potential defects or incomplete work.

6. Legal & Contractual Review

- **Deadlines:** The quote contains **no start date, no completion date, and no estimated duration** for the project.
- **Penalties:** There are no penalty clauses for delays caused by the contractor. The only penalties mentioned are for late payment by the client.
- **Required Accreditations (Belgium):** As the client [hidden] is a VAT-registered entity, it is legally obligated under Belgian law to verify the contractor's status regarding social security and tax debts before paying any invoice. This is done via the official "Check Inhoudingsplicht" online service. Failure to do so could result in the client being held jointly liable for the contractor's debts.

7. Risk Assessment

- **List of Hidden Costs ("Shadow Zones"):** The following items are not mentioned and will likely result in additional costs:
 - Demolition or preparation of the existing subfloor.
 - Waste removal and disposal fees (rubble, packaging).
 - Supply and installation of skirting boards (plinthes).
 - Supply and installation of threshold bars or transition profiles.
 - Protection of adjacent areas from dust and damage.
- **Risk Matrix:**

- **Identity Risk: Low.** The company is a registered Belgian entity with a valid VAT number.
- **Technical Risk: Moderate.** The very low price of the tiles raises quality concerns. The lack of technical specifications for materials (units, adhesive type) is a significant oversight.
- **Financial Risk: High.** The complete absence of public financial data due to the company's legal form makes its stability impossible to verify.
- **Contractual Risk: Critical.** The combination of ambiguous payment terms (70% "on delivery") and the total absence of project deadlines or delay penalties heavily disadvantages the client and creates significant exposure.

8. Client Action Plan

- **3 Technical Negotiation Questions:**

1. "Regarding the tiles quoted at €25.00, could you please provide the manufacturer's technical data sheet specifying the brand, series name, and PEI wear rating?"
2. "To ensure clarity, can you please update the quote to explicitly state that all quantities are in square meters (m²) and specify the type of flexible adhesive (e.g., S1 classification) that will be used for the 120x60 tiles?"
3. "What is not included in this quote? Specifically, does it cover the removal and disposal of the old flooring and the supply and installation of new skirting boards?"

- **One Specific Safeguard Clause to Insert:**

Propose to replace the existing payment terms with the following clause to mitigate risk:

"The total amount shall be paid according to the following schedule:

- **30% deposit** upon signing of the agreement, which must include a fixed start and end date for the works.
- **40% upon completion and approval of the screed installation.**
- **30% final balance** within 10 working days following the formal joint inspection and signature of the works acceptance certificate (procès-verbal de réception), confirming the absence of defects."