Twenty-two out of twenty-two

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Fictional document

Fictional document — demonstration example

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Fictional document, produced for demonstration. **The agent concludes nothing: it sends the figure.**

Finding	Value
Tenders this supplier appears in	**22**
Won	**22**
Share of awards concentrated on 3 suppliers	**71%**

The three possible readings

Hypothesis	Settled by the agent?
It really is the best on this segment	**No**
It is consulted alongside competitors who cannot respond	**No**

Hypothesis	Settled by the agent?
The decision is taken beforehand, and the two other quotes justify it	**No**

> **The third hypothesis has a real cost at the other two** — they price work they cannot win — **and manufactures a record of competition where there was none.**

What stays with your purchasing policy

What stays your decision	What the agent brings before you decide
Launching a tender, or not launching it	**The agent launches it as soon as you ask, and first hands you the figure behind it: 22 awards out of 22 to the same supplier**
Adding a supplier to the tender	**The possible candidates are set out for you; the addition is your call — consulting firms that cannot win costs them a pricing exercise and manufactures a record of competition that never happened**

The list is a buyer's choice; the agent's role is that it be made knowing what it produces.

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isolation depends on the deployment mode set out in the quotation, no dedicated isolation being presumed; the encryption mechanisms in transit and at rest, their components and key management are those documented for the architecture chosen; roles and permissions are configured and accepted for the identities and systems actually connected; the events logged, their content, their retention period and who may access them are defined for the deployment chosen.