Two chases, four unlocked out of sixty-one

LINDBERGH FORMATION — 16 rue de Maillé, 91310 Montlhéry, France · Companies register (RCS) Evry 817 946 114

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Fictional document

> **Fictional document — demonstration example**
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> **Fictional document**, produced for demonstration. **After two chases, silence is an answer.**

Effect of a third chase	Count
Tenders concerned	**61**
Unlocked	**4**
No effect	**57**

At those 57: nothing measurable on the buying side, **and a next tender opened a little less willingly.**

What is done

Action	Done?
Two spaced chases	**Yes**
Record "no reply" and close	**Yes**

Action	Done?
Remove the supplier from the list	**No — a buyer's decision**

> **Not answering a tender is not a fault**: it is often a workload.

What is watched	Finding
Response rate over time	**A supplier that stops answering has changed something**
Suppliers gone silent after 3 tenders with no reply	**6 of 14**

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