



Price request — the three elements of the frame

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

Document issued on 24/09/2026

Fictional document

Fictional document — demonstration example

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Fictional document, produced for demonstration. **With no written frame, a discount request is pressure with nobody behind it.**

What it takes to write to delegate the request

Element	Example	What it avoids
The gap targeted	−4 %	A request with no object
What justifies it	Volume, term commitment, observed market price	An arbitrary request
The time allowed to reply	10 working days	A cascade of chasers

What the agent then sends

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Feature	Value
Argued	The reason is in the message
Signed	By a named buyer
Bounded	Stops at the first reply, whatever it is

What never circulates, even with a frame

Information	Circulates?	Why
A competitor's price	No	Prices are given within a consultation

Circulating them from one bidder to another **exposes you and makes your later consultations less genuine.**

The flag that is not a conclusion

Finding	Value	What the agent concludes
Consultations a supplier appears in	22	Nothing
Consultations they win	22	Nothing

They may be **genuinely the best** in that segment, or they may be **consulted alongside competitors who cannot respond. It is the one figure nobody looks at.**

For the company to settle

Gap targeted per purchasing family: _____ %

Buyer signing the requests: _____

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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.