Nine chases reduced to three

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6 weeks · fictional document

Fictional document — demonstration example

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Fictional document, produced for demonstration. **The chasing rhythm was identical for an eleven-person supplier and a two-thousand-person group.**

Finding	Value
Chases received over six weeks	**9**
Parallel tenders, each chasing on its own	**3**
Your share of their turnover	**31%**
After grouping by supplier	**3**

A chase from a customer worth a third of the activity does not read as a reminder, it reads as a demand — and they will answer fast, including when they should have taken time to price properly.

What is flagged to the buyer

Element	Passed on?	Source
Suppliers for whom you are worth more than a quarter	**Yes**	**Public information or declared by them**
Number of chases received	**Yes**	**Sending log**
Dependence estimated from what they invoice us	**Never**	**It would be wrong by a factor of three without knowing**

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>
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> https://bluelemonagent.ai/en/entreprises/cas-usage/agent-achats-fournisseurs-devis-relances

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