



Forty-one tenders closed in silence

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. **The cost of the silence falls entirely on those who answered.**

Finding	Value
Tenders closed with no answer to the unsuccessful	41
Supplier chases left unanswered	88
Cost to the supplier	A few hours per quote, sometimes a visit
Cost in your accounts	None

A cost that does not land in your accounts appears in no indicator — which is exactly why nobody sees it.

What it costs later

LINDBERGH FORMATION — a simplified joint-stock company with share capital of €250,000 · Registered office: 16 rue de Maillé, 91310 Montlhéry, France · Companies register (RCS) Evry 817 946 114 · SIRET 817 946 114 00029 · VAT FR 60 817 946 114 · "Blue Lemon Agent" trade mark · Training-provider registration no. 119 108 635 91 (Île-de-France prefect — this registration does not amount to State approval) · Qualiopi certified, no. 03896, for the "training actions" category · contact@bluelemonagent.ai · dpo@bluelemonagent.ai · Hosted in France.

Suppliers consulted 3 times with no reply	Count
Total	14
No longer responding	6

What is sent at closing

Element	Present?
An answer to everybody, successful and not	Yes
The decision date	Yes
The reason for the refusal	No — a reason invented for politeness is worse than none

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