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

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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 it stays invisible.

What it costs later

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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