What produces a score

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. **A score you are obliged to follow stops being verifiable.**

What the record always shows

Fact retained	Source	Date
Headcount up from 12 to 40	**Public register**	**March 2026**
Opening of a second site	**Public register**	**January 2026**
Tender published in its sector	**Official publication**	**February 2026**

What the score never uses

Item	Used?	Why
Field with no source	**No**	**Unexplainable**

Item	Used?	Why
Personal data outside the professional context	**No**	**Out of scope**
A salesperson's activity	**No**	**Says nothing about the prospect**

Disagreement as information

A salesperson may disagree with the score. **The times they were right are counted** and appear in the monthly summary.

> **Request a demo with your own documents**
> This document is a fictitious example. To see the agent work on your own documents, request a demo from its page.
> https://bluelemonagent.ai/en/entreprises/cas-usage/agent-crm-enrichissement-scoring-de-leads

Scope of this document: the service operated by Blue Lemon Agent. For an agent deployed at your premises, the applicable location is that of the architecture set out in the quotation and verified before commissioning; local execution is announced only for the configuration explicitly described and accepted in the quotation; the applicable 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.

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