What my forecasts are worth — 14 trade-offs audited

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

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11 held, 3 short, 1 negative · fictional document

Fictional document — demonstration example
This document is produced by the Blue Lemon Agent website to illustrate what an AI agent hands to its users. The companies, matters, amounts and people in it are invented. It has no legal, accounting or commercial value.

Fictional document, produced for the demonstration. **This tally is published by the agent without being asked.** A supplier who publishes only its successes lets the client discover its failures on the client's budget — and they get discovered anyway. **Better that it comes with the fix already in place.**

The quarter's tally

Outcome	Number	Detail
Trade-offs costed, approved and executed	**14**	All with a range announced before execution
Inside the announced range	**11**	—
Below the announced effect	**3**	**Actual effect between 40 % and 70 % of the announcement**
Negative	**1**	**-12 orders against +45 announced**

What the four have in common

Finding	Measure	Reading
Reference periods containing a promotional operation	**4 out of 4**	**A week without promotion was compared with a week with one**
Average error on those weeks	**-18 %**	The difference was credited to media
Average error on the other ten	**-2 %**	**The model was not at fault: the scope was**

The three corrections, in place for six weeks

Correction	Implementation	What it would have changed
Promotional weeks excluded from the reference calculation	**3 weeks out of 13 removed, and flagged above each difference**	**The 4 errors would not have occurred**
A range instead of a single figure	« +80 to +130 » replaces « +110 »	**A forecast that can be assessed, instead of a figure wrong by construction**
Stop threshold written before every test	Two systematic thresholds	**The negative trade-off would have stopped at D+6: 3 orders lost instead of 12**

Since the corrections

Period	Trade-offs	Inside the range
Last six weeks	5	**5**

That is too few to conclude, and it is said that way rather than presented as proof. The tally is attached to every quarterly review without having to be asked for: it reads in thirty seconds and it says what the agent's signature was worth over the quarter.

For the marketing director to set

Maximum tolerated gap between announced and actual effect: ______

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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