Three price gaps — a source of truth to designate

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Fictional document

> **Fictional document — demonstration example**
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> **Fictional document**, produced for demonstration. **One decision taken once frees the agent on every later occurrence.**

Line	Internal catalogue price	Price published on site	Gap	The lower one
Line A	**€1,240**	**€1,190**	**4 %**	**Published**
Line B	**€860**	**€1,024**	**19 %**	**Catalogue**
Line C	**€2,100**	**€1,950**	**7 %**	**Published**

Why the question goes beyond these three lines

A customer who saw a price on your site **and receives a higher quote opens a discussion you lose in advance**, whatever the right price is.

What changes according to the source designated

Source of truth designated	What the agent does	What it flags anyway
Internal catalogue	**Quotes at catalogue, without coming back to you**	**The gap, to whoever maintains the site**
Published price	**Quotes at the published price, without coming back to you**	**The gap, to whoever maintains the catalogue**
None (current situation)	**Quotes at the published price and flags it on the quote**	**The gap, to both**

> **In the current situation no deal is lost and the gap stays visible** — but the question recurs on every quote concerned.

For the company to settle

Source of truth designated: _____

Owner of consistency between the two: _____

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> 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-de-generation-de-devis-simples

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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