



Three price gaps — a source of truth to designate

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. **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

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.

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: _____

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.