



Direct send — the four bounds

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

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612 quotes · fictional document

Fictional document — demonstration example

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Fictional document, produced for demonstration. **You remain the issuer of the quote; the agent is the tool that composes and sends.**

What goes out with no human intervention

Bound	Value	Set by
Lines entirely from the catalogue	Required	The rule
Amount under ceiling	To be set	You
Already registered customer	Required	The rule
Template validity period	Required	Your template

Coverage over the past year	Count	Share
Quotes within the four bounds	531	87 %
Quotes escalated	81	13 %, about one per working day

What escalates, and why

Case	Count	Reason
Off-catalogue requests	41	No price to ground
Discounts not covered by a grid	—	See the discounts tab
Prospects never invoiced	—	Payment terms to set
Quotes above the ceiling	—	Your bound

The measured gain

Indicator	Before	After
Issuing time on the 531	3 days	20 minutes
Quotes followed up at validity deadline	0 of 141 unanswered	All

A customer kept waiting three days has time to ask somebody else.

What the quote carries to stay defensible

Item	Role
Catalogue version applied	Defending the price six months later
Validity period	Knowing when it stops binding
Name of the person it goes out under	A signature

For the company to settle

Direct-send ceiling: €

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 if the configuration explicitly described and accepted in the quotation, the applicable

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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.