



Morning watch — 4 flags

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

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Fictional document — demonstration example

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Fictional document, produced for demonstration. **No price is set by the agent, no discount is granted.**

#	Flag	On what	Recipient	Chase
1	41 off-list requests	Price list	Salesperson concerned, quote ready except the price	Monthly
2	18 quotes with no validity period	Company template	Whoever issued them	Monthly
3	3 website prices $\neq$ price list	Published prices	Whoever owns pricing	Monthly
4	23% of quotes unanswered	612 quotes	Whoever issued them, once	One only

What stays with your salesperson — and the quote already waiting for them

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.

What stays your decision	What the agent has already done
Setting a price	The 41 off-list requests arrive with the quote ready, all but the price: a quote is an offer, the figure written can be accepted — and it takes one line to write
Granting a discount	The full quote and the customer's history in front of you; a discount is a commercial decision, and it stays yours
Sending the quote to the customer	The document is assembled and checked against the company template, validity period included: it goes out signed by somebody, and it goes out in one click
Modifying a quote already sent	A replacement quote is prepared, dated and numbered: the original is in somebody else's hands, and it stays there as it is
Settling a required particular	The gap against the company template is listed — 18 quotes with no validity period, 3 website prices diverging from the list — and raised with whoever owns the rule

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.