Gaps against the template — 9 points, €79,700 at stake

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Client paper against approved template · 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. **Every gap is priced in euros against the file's real data** — standby rotas, annual value, five-year average of the chosen index. **A negotiation is prepared with amounts, not with impressions.**

The three gaps that carry an amount

Gap	Your template	Their paper	Priced effect	Fallback wording prepared
Liability cap	2× annual value	1× annual value	**€780,000 of cover**	**1.5× — your last 3 contracts are at 2×**
Emergency response time	4 h across 14 sites	2 h across 14 sites	**2 standby shifts, €61,000/yr**	**2 h on the 4 sites that justify it, 4 h on the other 10**

Gap	Your template	Their paper	Priced effect	Fallback wording prepared
Indexation	Annual from year one	Frozen in year one	**€18,700 over 3 years**	**Six-month freeze**

The six drafting gaps, aligned and flagged

Point	Treatment	Effect on your costs
Order of articles	Aligned on their paper	None
Preliminary definitions	Taken from their paper	None
Notification mechanics	Aligned	None
Where counterparts are held	Aligned	None
Cross-references to technical schedules	Aligned	None
Wording of the confidentiality clause	**Their wording, broader than yours**	**No cost, and better protection**

What the fallback leaves on your side

Item	At stake	Recovered by the fallback	Given up
Emergency response	€61,000	**€43,000**	€18,000
Indexation	€18,700	**€4,000**	€14,700
Total	**€79,700**	**€47,000**	€32,700

Two-column negotiation table — your position, their position, the amount of the gap and the fallback wording — **built on one page for the meeting. The wording taken in is the one the legal department chooses; the pricing and the three versions are delivered in a morning.**

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