



# Four automatic renewals — the letters are written

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€70,000/yr, four documented decisions · fictional document

## Fictional document — demonstration example

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**Fictional document**, produced for the demonstration. **Four situations, four different treatments, and one of them is to let the contract renew — because that is what the figures say.** All four letters are drafted and fit inside the notice periods.

## The four decisions, priced

| Contract       | Annual value | What the figures say                                 | Decision prepared                               | Target     |
|----------------|--------------|------------------------------------------------------|-------------------------------------------------|------------|
| Doranne — HVAC | €420,000     | 7 % above the terms signed today on comparable sites | Notice with an immediate opening of negotiation | €29,000/yr |

| Contract                  | Annual value | What the figures say                                     | Decision prepared                                             | Target     |
|---------------------------|--------------|----------------------------------------------------------|---------------------------------------------------------------|------------|
| Aldrec — parts            | €260,000     | Volumes +31 % since signature, rebate tier not applied   | Request for the higher tier set out in their own grid         | €19,000/yr |
| Loubrac — cleaning        | €96,000      | Terms better than today's market, no incident in 3 years | Let it renew — documented decision                            | —          |
| Foreztec — subcontracting | €310,000     | 4 breaches recorded in 12 months, all in your reports    | Notice of termination, 2 replacement quotes already requested | €22,000/yr |

### The Foreztec replacement, already worked through

| Panel candidate      | Annual offer | Scope     | Track record with you          |
|----------------------|--------------|-----------|--------------------------------|
| Provider A           | €288,000     | Identical | 2 sites since 2023, 0 breaches |
| Provider B           | €301,000     | Identical | 1 site since 2024              |
| Foreztec (incumbent) | €310,000     | Identical | 4 breaches in 12 months        |

### The renegotiation letter, in its form

“In accordance with the term article of the contract referenced above, we hereby inform you of our decision not to renew it at its term. **At the same time we propose continuing the service on revised terms, the priced details of which are attached.**” — One page, the clause concerned, the effective date, and an attachment carrying the amounts. It is that attachment which opens the negotiation rather than closing it.

**Total across the four decisions: €70,000 a year, of which €48,000 comes from the two renegotiation letters alone. The 19 days of notice left on Doranne are ample: the review takes a morning, the filing takes eight minutes.**

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