Four automatic renewals — the letters are written

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

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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.**

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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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