Quarter review — €213,000 and 10 days handed back

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Document issued on 09/11/2026

Five sources of gain, two categories recalibrated · fictional document

> **Fictional document — demonstration example**
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> **Fictional document**, produced for demonstration. **Every euro in this review points to a document you can open**: signed letter, price list received, negotiated agreement, order log. The amounts are those of the quarter just ended, with no annual extrapolation.

The five sources of gain

Source	Amount	Document behind it
Earned rebates never applied	**€61,400**	9 signed recovery letters
Price cuts received and never carried over	**€12,300**	2 supplier price lists, ERP write log
Halbrand negotiation	**€87,000**	− 3 % on €2.9M, dated agreement
Emergencies avoided	**€24,000**	Emergency lines: 231 → 79

Source	Amount	Document behind it
Supplier mix chosen	**€28,300**	Plan B against rolling the existing one
Total	**€213,000**	**Over one quarter**

Time handed back, on the three measured tasks

Task	Before	After
Needs projection	**55 % of the exercise**	**8 %**
Costing a plan	**50 %**	**9 %**
Reconciling terms	**35 %**	**6 %**
Duration of the full exercise	**11 days**	**1 day**
Negotiations held by category buyers	Baseline	**+ 4 over the quarter**

The measure the agent publishes about itself, its cause and its correction

Category	Gap recorded	Cause identified	Correction and measured effect
Flanges and fittings	**− 14 %**	**Two internal rules in conflict: ERP forecast versus reservation on a priced bid — contract postponed**	**Ruling given by the procurement director, then plugged into the sales pipeline**
Control boards	**+ 11 %**	**Same conflict — contract won in February, reserved on the sales side**	**Same, with win probability**
7 other categories	Inside the range	—	—

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Category	Gap recorded	Cause identified	Correction and measured effect
Gap on those two categories after correction	**4 %**	—	**Measured over 6 weeks of hindsight**
Gap across the 9 categories after correction	**under 6 %**	—	**Measurement republished at the full quarter**

A projection is judged on its range and on how much hindsight backs it. This one has six weeks of hindsight since the correction; the measurement is taken again and republished at the full quarter, with the same category-by-category detail.

Scope to open next quarter: _____

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