



Supplier terms reconciled — 314 lines to recover

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

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€61,400 earned over 12 months · fictional document

Fictional document — demonstration example

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Fictional document, produced for demonstration. **A rebate tier is the volume threshold above which a lower price applies as of right.** The reconciliation rebuilds, for every order line, **the term actually in force on the day of the order**, as it appears in your own contracts.

What was read

Source	Volume	What is drawn from it
Framework contracts in the document store	118	Prices, tiers and their base, validity period
Price lists	96	Unit prices per part and per period
Amendments	61	Changes to price, scope and term
Invoiced order lines, 12 months	4,200	Price actually paid, date, cumulative volume

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.

The result of the reconciliation

Situation	Lines	Amount	Cause
Tier reached, list price applied	314	€61,400 in your favour	Tier computed on cumulative annual volume, never cumulated
of which a single supplier	141	€38,200	Annual base, orders spread across 4 sites
Price applied below the contract term	27	€4,100 in the supplier's favour	Price-list entry error, reported as well
Concentration of the gap	9 suppliers of 143	82 % of the amount	Nine conversations to hold, not a hundred and forty-three

The 27 lines paid below contract price are reported on exactly the same footing as the other 314. A reconciliation that shows only what suits the buyer does not survive three minutes in front of a supplier; this one goes on the table whole, and that is what makes it stick.

What is ready to sign

Document	Number	Content
Recovery letters	9	Table of lines, contract clause, amount claimed
Price-list renewal requests	23	Scope, annual volumes, expiry date
of which lists in the current plan	7	€81,000 of increase avoided over the quarter

Reconciling terms moves from 35 % to 6 % of the exercise. It then runs continuously: every new order is checked against the term in force at the moment it is issued.

Letters procurement wishes to send first: _____

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