Projection assumptions — recalibration, category by category

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

Document issued on 09/11/2026

Bias measured across 12 quarters · 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 demonstration. **No assumption is applied without its measurement.** Each coefficient below comes from setting, across **12 quarters**, the forecast entered in the ERP against the consumption actually recorded.

The measured bias, category by category

Purchasing category	Average forecast / actual gap	Stability of the bias	Coefficient applied
Control boards	**+21 %**	**Stable across 12 quarters**	**× 0.83**
Stainless tubing	+13 %	Stable across 10 quarters	× 0.88
High-temperature seals	+11 %	Stable	× 0.90

Purchasing category	Average forecast / actual gap	Stability of the bias	Coefficient applied
Subcontracted exchangers	+9 %	Variable in Q4	× 0.92
Technical insulation	+8 %	Stable	× 0.93
Electrical components	+7 %	Stable	× 0.94
Paints and treatments	+6 %	Stable	× 0.94
Flanges and fittings	**+2.4 %**	Stable	**× 1.00 — no recalibration**
Fasteners	**+1.8 %**	Stable	**× 1.00 — no recalibration**

The two accurate categories are forecast by the workshop, the other seven by sales. The bias is not about how well people work: it is about where the forecast is entered, and about how many deals a sales pipeline still has to win. **A single coefficient applied across all nine would have cut two categories by 9 % for no reason at all.**

What the recalibration changes

Indicator	Before recalibration	After recalibration
Central projected demand	€4.47M	**€4.22M**
Range	± 6 %	**± 4.5 %**
Tied-up stock avoided per quarter	—	**€96,000 on average, measured across 12 quarters**

LINDBERGH FORMATION — Blue Lemon Agent — Companies register (RCS) Évry 817 946 114 —
Legal notice (in French): bluelemonagent.ai/mentions-legales

Indicator	Before recalibration	After recalibration
Time spent documenting assumptions	Not documented	**Published each quarter with its measurement**

> **The coefficients are republished every quarter with the measurement behind them.** Procurement overrides one without touching the other eight, and the effect of the change shows immediately on projected demand.

Coefficient procurement wishes to set by hand: category _____, value _____

> **Request a demo with your own documents**
> This document is a fictitious example. To see the agent work on your own documents, request a demo from its page.
> https://bluelemonagent.ai/en/entreprises/cas-usage/agent-de-pilotage-achats-approvisionnement

Scope of this document: the service operated by Blue Lemon Agent. For an agent deployed at your premises, the applicable location is that of the architecture set out in the quotation and verified before commissioning; local execution is announced only for the configuration explicitly described and accepted in the quotation; the applicable isolation depends on the deployment mode set out in the quotation, no dedicated isolation being presumed; the encryption mechanisms in transit and at rest, their components and key management are those documented for the architecture chosen; roles and permissions are configured and accepted for the identities and systems actually connected; the events logged, their content, their retention period and who may access them are defined for the deployment chosen.

LINDBERGH FORMATION — Blue Lemon Agent — Companies register (RCS) Évry 817 946 114 —
Legal notice (in French): bluelemonagent.ai/mentions-legales