Price watch — 9 lists received in six months

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€12,300 of earned cuts · fictional document

Fictional document — demonstration example

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Fictional document, produced for demonstration. **Price lists are recognised by their content, not their file name.** The one carrying the largest cut was called *prices_2026_v3_final.pdf* and mentioned neither the supplier nor the period of application in its title.

The nine lists, and what they are worth

Received	Nature	Measured effect	Status
14/11	**Cut** on 6 seal parts	**€8,700 over the quarter**	**Ready to apply**
03/12	**Cut** on 2 insulation parts	**€3,600 over the quarter**	**Ready to apply**
22/09	Increase + 4.8 %	Within the indexation clause	Carried into the plan
07/10	Increase + 6.2 %	Within the indexation clause	Carried into the plan

Received	Nature	Measured effect	Status
19/10	**Increase + 9.1 %, outside the clause**	**€14,200**	**Written reply, contractual index recalled**
28/11	**Increase + 7.4 %, outside the period**	**€11,800**	**Written reply, contractual period recalled**
05/01	**Increase + 5.9 %, outside the clause**	**€8,000**	**Written reply**
16/09	List identical to the one on file	—	Filed
11/12	List identical to the one on file	—	Filed

The three out-of-clause increases represent €34,000 the contract does not oblige you to pay. The reply prepared for each one restates the index, the period and the applicable article of the framework contract, and offers the contractual review date as the moment to discuss it.

The price-writing mandate proposed

Element of the mandate	What it says
Purpose	**Update a price in the ERP when it moves down and matches a price list signed by the supplier**
Scope	**The 9 referenced categories, and nothing beyond**
Direction	**Downwards only; an increase is presented to procurement with its clause and the comparison of alternatives**
Term	**Until 30/06, renewed in one word**
Withdrawal	**In one word, at any moment, including from a phone**
Trail	**Every write logged with the source list and its date of receipt**

Element of the mandate	What it says
Time to execute	**4 minutes after signature**

> **The rule is asymmetric, and deliberately so: a cut applies on its own, an increase stops and comes back documented.** It always plays the buyer's way.

Signature of the price-writing mandate — name, role, date: _____

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