Opening individual indicators

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

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Fictional document

> **Fictional document — demonstration example**
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> **Fictional document**, produced for demonstration. **The individual view is lawful. If you open it, it will be defensible in front of the person concerned — the only state in which it has steering value.**

What is supplied to install it

Condition	Basis	What the agent produces	Time saved
Proportionality to the objective	**Art. L1121-1, Labour Code**	**Reduced scope, justified in writing**	**—**
Prior information	**Art. L1222-4, Labour Code**	**Dated notice, ready to circulate**	**—**
Works council consultation	**From 50 employees**	**Complete file**	**Half a day**

> The French DPA restates that **an employer has the power to frame and monitor staff activity**.

The effect, indicator by indicator

Individual indicator	Behaviour induced	What the dashboard shows	True to activity?
Conversion rate	**Low-odds quotes stop being issued**	**Rate rises, number of deals falls**	**No**
Revenue	**No such effect**	**Follows activity**	**Yes**
Deals signed	**No such effect**	**Follows activity**	**Yes**

The requirement that applies to an individual indicator too

Element	Required?	Why
Written definition	**Yes**	**One name, one calculation**
Scope	**Yes**	**Written beneath the figure**
Owner	**Yes**	**Somebody answers for it**
Date the rule last changed	**Yes**	**Without it, two quarters are not comparable**

> **An individual indicator whose rule moved mid-year is not comparable from quarter to quarter — and that is exactly what makes an annual review contestable.**

For the company to settle

Individual indicator chosen, if any: _____

Owner designated: _____

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

Works council consultation date: _____

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https://bluelemonagent.ai/en/entreprises/cas-usage/agent-de-pilotage-commercial-kpi-alertes

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.