



Average error of seven per cent

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Eight quarters · fictional document

Fictional document — demonstration example

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Fictional document, produced for demonstration. **A forecast corrected afterwards is always right, and it is no longer of any use.**

What is published	Content
Landing forecast	With a range
Deals that swing the range	4 deals = 60 % of the gap
Average error over eight quarters	7 %
Quarters missed by more than 15 %	2

What happened both times

A large deal slipped from one quarter to the next — an event nothing in the data announced.

What guarantees a forecast stays a forecast

What the agent holds for you	What you gain
Every forecast stays as it was written, dated, beside the actual	You measure how accurate your forecasts are instead of finding them corrected after the fact
A forecast is presented as a range, and the commitment stays yours	A range that becomes a target stops being a forecast — you would keep the figure and lose the instrument

Deals then move to fall in the right box: it is the invoicing calendar that adjusts, not the activity.

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.