



What the agent does alone, and what lives in a mandate

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3 gestures, all inside the plan retained · fictional document

Fictional document — demonstration example

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Fictional document, produced for the demonstration. **Three gestures, and all three stay inside the plan the director retained. Anything that commits means or money lives in a written, capped, dated mandate — withdrawable in one word.**

The three gestures

Gesture	Limit	Half-year result	Withdrawal
Replan inside the plan retained when something goes wrong	Without leaving the 118 constraints or the envelope, and saying so	214 replans, 0 outside constraints, 0 outside budget, every one decided by a controller	In one word

Gesture	Limit	Half-year result	Withdrawal
Flag a capacity overrun 48 hours before it happens	A flag, never a correction of its own accord	31 flags, 28 handled before the date — overruns move from one week in three to 2 weeks in 26	In one word
Publish the real cost per lane every week	Including when it rises	26 publications, 4 of them reporting a rise — it was one of those four that uncovered the changed customer window	In one word

Publishing a rise is the most useful of the three gestures, and it is the one no dashboard does of its own accord: **four rises flagged were worth a cause found in 48 hours instead of six weeks.**

What the mandate covered in six months

Measure	Value
Spot movements executed under mandate	238
Above the €4,500 per-movement cap	0
Outside the monthly envelope	0
Quotes compared before each choice	2 at least, every time
Median time from signing the plan to orders leaving	8 minutes

The widening proposed, costed

Parameter	Today	Proposed	Measured effect
Per-movement cap	€4,500	€7,000	Movements needing approval: 18 → 4 per half-year

Parameter	Today	Proposed	Measured effect
Approval delay observed across the 18	4 h 20 on average	—	Twice the best quote was no longer available at signature — €2,900 lost
What the director keeps	—	The four largest movements	And recovers the €2,900

The five decisions that stay with your people, and the file handed over for each

Act	Whose it is	What the agent hands over
Retaining a plan	The logistics director's	Three complete organisations, with cost, lead time, margins and concessions costed
Opening a lane	The logistics director's	The twelve-month commitment and its monthly payback
Hauling above the cap	The logistics director's	Two quotes compared and the price gap
Settling a replan	The controller on duty's	Three costed answers in 90 seconds
Approving a sustainable capacity	The centre managers'	390 production days measured

The log answers in one page: who retained which plan, changed which constraint, covered which movement, to the second. **It is the document a statutory auditor and an insurer ask for, and it keeps itself.**

For the logistics director to settle

New per-movement haulage cap retained: _____ €

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.