Assumptions sheet — floor cleaners

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

Document issued on 09/11/2026

6 assumptions, each weighed · 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. **Every forecast is published with its assumptions sheet, and every assumption carries its weight in units.** The reader therefore knows not only where the figure comes from, but what would move it and by how much.

The six assumptions and their weight

Assumption	Value used	Weight in units	Source
Reference base	**Last 60 months, 4 of them neutralised**	—	ERP, warehouse shipments
Underlying trend	+ 3.1 % a year	**+ 1,200**	5 years of shipments
Family seasonality	**Coefficient 1.24**	**+ 8,000**	5 years, after neutralisation
New listing, northern chain	Effective since January	**+ 2,400**	**Signed agreement**

Assumption	Value used	Weight in units	Source
March promotion	**Unconfirmed**	**+ 3,700 if it runs**	Commercial calendar
Weather effect	Depending on how early spring comes	± 900	Records matched to sales

Two assumptions weigh 11,700 units between them — seasonality and the March promotion. The committee discussion therefore bears on two precise points rather than on a total, which takes the exercise from a morning to twenty minutes.

What the sheet allows

Action	Immediate effect	What is kept
Change an assumption	**Forecast and range recomputed within the second**	**Who, when, value before and after**
Compare two settings	Delta in units and in euros of stock	Both versions
Measure a human correction	**Error observed at the end**	**Published on the same footing as a machine assumption**

> **Documenting assumptions moves from 35 % to 4 % of the exercise**, and it is produced for all 9 families instead of none.

Assumption to correct and value wanted: _____

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

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-prevision-de-la-demande-forecasting

---

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.