Commitment mandate — retailer volumes

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Capped per family, executed in 6 minutes · fictional document

Fictional document — demonstration example

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Fictional document, produced for demonstration. **A volume commitment to a retailer binds the company: it therefore executes under a written mandate**, capped family by family, dated and withdrawable in one word. The commitment decision belongs to sales management.

What the prepared commitment holds

Element	Content	Why it is there
Volume per family	At the cursor settled in committee	It is the decision, transcribed
Revision range allowed	**± 10 % at D−30 with three chains, ± 15 % with the fourth**	**Taken from the signed agreements**
Recommended use of the revision	**Commit at the optimum and keep the revision as headroom**	**Committing low means spending the headroom in advance**

Element	Content	Why it is there
Revision dates	Entered in the calendar, alert at D−7	A revision not asked for is a revision lost
Effect of each level	Expected service level and any penalty	Allows arbitration in the room

The terms of the mandate

Clause	Content
Purpose	**Send the commitment to the four chains and carry it into the ERP and the supply plan**
Cap	**The volume settled in committee, family by family — no commitment above it**
Scope	**The 9 families and the 4 named chains, and nothing else**
Term	**Until the review on the 30th, renewed in one word**
Withdrawal	**In one word, at any moment, including from a phone**
Trail	**Who settled which volume, on which scenario, at which second**
Time to execute	**6 minutes after signature, against a day and a half of rekeying**

> **The decision stays with sales management, and it is taken on a finished file**: cost of each level, range, effect on service level. What disappears is the day and a half of manual carry-over that used to follow the decision.

Signature of the mandate — name, role, date: _____

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