



Three scenarios for the monthly committee

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

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Optimum at 297,000 units · fictional document

Fictional document — demonstration example

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Fictional document, produced for demonstration. All three scenarios rest on **the same forecast ranges**; what changes is where the cursor sits within the range. The cost of each position is costed on both sides: shortage and overstock.

The three scenarios

Scenario	Volume	Average stock	Expected shortage cost	Overstock cost
Cautious — bottom of range	268,000	27 days	€214,000	€31,000
Central — median value	289,000	33 days	€74,000	€68,000
Aggressive — top of range	311,000	41 days	€18,000	€142,000
Computed optimum	297,000	36 days	Expected total cost: €121,000	against €142,000 at the central scenario

LINDBERGH FORMATION — a simplified joint-stock company with share capital of €250,000 · Registered office: 16 rue de Maillé, 91310 Montlhéry, France · Companies register (RCS) Evry 817 946 114 · SIRET 817 946 114 00029 · VAT FR 60 817 946 114 · "Blue Lemon Agent" trade mark · Training-provider registration no. 119 108 635 91 (Île-de-France prefect — this registration does not amount to State approval) · Qualiopi certified, no. 03896, for the "training actions" category · contact@bluelemonagent.ai · dpo@bluelemonagent.ai · Hosted in France.

The calculation that moves the break-even point

Element	Components	Unit value
Cost of a missing unit	Lost margin, service penalty in the agreements, delisting cost below the contractual threshold	€4.80
Cost of a surplus unit	Tied-up cash, warehouse space, markdown on dated SKUs	€1.17
Ratio	—	4.1

The ratio is not the same everywhere

Group of families	Shortage / overstock ratio	Scenario suited	Cost of a single cursor
6 families	Above 4	Above the central value	—
3 short-dated families	1.3	Cautious	—
Measured effect of a single cursor	—	—	€34,000 a quarter

Cursor settled by the committee, family by family: _____

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