Twenty-three proposals, nineteen figures removed

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

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Fictional document

Fictional document — demonstration example

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Fictional document, produced for demonstration. **The figure was accurate, measured and documented — in one precise place.**

Original element	Carried into the 23?
The value "up to 30%"	**Yes**
The client's sector	**No**
The narrow scope	**No**
The year, 2023	**No**

"Up to 30%" reads as "around 30%" to everybody except whoever wrote it, and the figure sits in a pre-contractual document.

Condition for a result figure to enter

"*Measured at a client in sector X in 2023, on scope Y*" — **without those three elements it does not go through.**

Result	Count
Documented figures, kept with their context	**4**
Figures removed	**19**
Effect on the signature rate	**None**

The figure was not what convinced anybody.

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