What you keep

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

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412 rejects · 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. **An automatic sort whose rejects nobody re-reads is a sort whose cost nobody knows.**

Item	Kept?	What it allows
Message, its qualification and the reason	**Yes**	**Understanding a routing**
Match against your systems	**Yes**	**Not treating a customer as a cold prospect**
Rejects and their re-reading	**Yes**	**Measuring the agent's error rate**
Refusals expressed and their date	**Yes**	**GDPR art. 21**
Time between arrival and first human reply	**Yes**	**Measuring what matters to the prospect**
Anything describing the message's author	**No**	**Qualification is about the enquiry**

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The published error rate

Finding	Value
Emails set aside as unqualified	**412**
Never re-read until now	**412**
Genuine enquiries per 100 rejects re-read at random	**7**

A fixed share of rejects is now **re-read every week**, and the rate published with it.

The three signals removed, and why

Signal removed	Did it work?	What it described
Address domain name	**A little**	**The person's presumed status**
Quality of the language	**A little**	**Their ease in writing**
Time of sending	**A little**	**Their working hours**

> **All three described people rather than their enquiry.** A personal address or an awkward sentence says nothing about a need.

The four elements retained instead

Element	Checkable by rereading the message?
A need expressed	**Yes**
Enough precision to route	**Yes**
A stated deadline	**Yes**
A means of contact	**Yes**

For the company to settle

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Share of rejects re-read each week: _____ %

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.

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