



Morning watch — 4 flags

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Fictional document — demonstration example

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Fictional document, produced for demonstration. **The first flag is about what the agent had discarded itself.**

#	Flag	On what	Recipient
1	412 rejects never reread	2,840 emails	Weekly sample rereading
2	3 signals with no real predictive value	Qualification log	Removed
3	23 existing clients in the prospect flow	System matching	Their usual contact
4	11 follow-ups on explicit refusals	Content of the replies	Immediate removal from sequences

Five acts kept by your sales team — the 2,840 emails, meanwhile, are qualified before they arrive

The act, kept by the rep	Why it is theirs
Write or send a sales reply	It would arrive before anybody had read
Attach a score to a person	A request is qualified, not a requester
Research the sender outside your systems	An email received does not license investigation
Delete a discarded message	A reject must be kept, or it cannot be reread
Use a signal describing the sender	See the dedicated document

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.