



# Successive drafts of the penalty clause

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Three drafts, 27 words changed · 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. The three drafts are shown **side by side, with their dates and the chain of exhibits that establishes them**. The legal characterisation and the choice of which draft binds remain with the legal department and its counsel.

## The dating chain, exhibit by exhibit

| Date       | Event                                    | Number    | Element proving the date                                            |
|------------|------------------------------------------|-----------|---------------------------------------------------------------------|
| 27/01/2020 | Draft sent by the customer               | <b>12</b> | Delivery receipt of the covering message, <b>exhibit 13, page 1</b> |
| 12/03/2020 | Framework contract signed                | <b>41</b> | <b>Initialled on all 14 pages, signatures identified on page 16</b> |
| 04/11/2021 | Amendment sent by the customer's counsel | <b>96</b> | Covering message, <b>exhibit 97</b>                                 |

| Date       | Event                                                                            | Number | Element proving the date   |
|------------|----------------------------------------------------------------------------------|--------|----------------------------|
| 09/11/2021 | Amendment returned signed                                                        | 98     | Return message and receipt |
| 03/2022    | <b>Penalty invoice applying the cap</b>                                          | 214    | <b>Line 4</b>              |
| 07/2022    | <b>Penalty invoice applying the cap</b>                                          | 231    | <b>Line 4</b>              |
| 11/2022    | <b>Written confirmation from the customer referring to the amendment by date</b> | 258    | <b>Page 2</b>              |

## What changes from one draft to the next

| Point                      | Draft of<br>12/03/2020 | Draft of<br>04/11/2021 | Effect                                     |
|----------------------------|------------------------|------------------------|--------------------------------------------|
| <b>Penalty cap</b>         | <b>Absent</b>          | <b>Present</b>         | <b>Changes the maximum amount at stake</b> |
| <b>Counting of days</b>    | <b>Calendar days</b>   | <b>Working days</b>    | <b>Changes the number of days retained</b> |
| <b>Prior formal notice</b> | <b>Not provided</b>    | <b>Provided</b>        | <b>Adds a step before application</b>      |
| 24 other changes           | Wording                | Wording                | <b>Pure form, flagged as such</b>          |

**Flagging the 24 formal changes is part of the job:** without that sorting, a review spends an hour on differences that carry no effect. The document separates the three changes that produce an effect from the twenty-four that produce none, and gives for each the exact word and its page.

**Comparing successive drafts moves from 35 % to 6 % of the time.** It rebuilds itself as soon as a further version enters the file, in the same side-by-side layout.

Draft retained by the legal department and its counsel: \_\_\_\_\_

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