



The five replies written this morning

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Ranked by what they unblock · fictional document

Fictional document — demonstration example

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Fictional document, produced for the demonstration. **Each reply carries the source of the fact it advances.** None goes out before approval.

The ranking, and what it rests on

Rank	Reply	What it unblocks	Source of the fact
1	Installation confirmation — Nancy, joinery lot	4 fitters and a hired scaffold	ERP: workshop free from the 9th
2	Resending the RT-88 technical sheet	An architect's study stalled for 6 days	Store: sent on 3 July
3	Additional document — Val-d'Ornain contract	Keeping the bid alive	Terms art. 6.2 + document in the store
4	Acknowledgement to a quantity surveyor's application	An applicant's wait	HR team's real turnaround

Rank	Reply	What it unblocks	Source of the fact
5	Reply to a supplier chaser	A chaser that would otherwise come back	Accounts: payment of 28 August

Reply no. 1, exactly as written

« Hello Yann,

I confirm the installation of the Nancy joinery lot on 14 October. The workshop releases the frames from the 9th, the lot reference is MEN-2026-341.

If the structural works schedule moves, let me know before the 8th: beyond the 20th the contractual penalty starts to run.

Best regards, »

Four lines, one date, one reference and the single contractual consequence that matters. The mention of the penalty comes from the article of the contract, not from a general precaution.

The sixth request — file prepared, price line blank

Element supplied	Value	Origin
Client seniority	7 years, 23 sites	CRM
Margin on the last lot delivered	Above the family average	ERP
Comparable precedents	3 discounts granted in 2025, reasons noted	Sales history
Discount proposed	— (for the director to set)	Commercial decision

Discount granted and reason: _____

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