Ninety-six quote enquiries, six weeks

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

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Six weeks · 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 the demonstration. **The question that sorts best** is neither the budget nor the area: it is **“does an architect or a planning consent already exist?”**.

Where the 96 enquiries came from

Channel	Enquiries	First-response time
Phone	**41**	Immediate
Website form	**38**	Under 2 minutes
E-mail	**17**	Under 5 minutes
Total	**96**	—

What qualification did with them

Outcome	Enquiries	What triggers it

Technical visit booked	**34**	**Within your trades and under 45 km**
Passed to the director	**27**	Within your trades, beyond 45 km — with distance and value
Set aside	**21**	**Outside your 9 invoiced trades**
Chased after a fortnight	**14**	Neither date nor budget — **6 replies, 2 of them turned into visits**
Total	**96**	—

The 34 technical visits, grouped

Item	Before	After
Visits to make	**34**	**34**
Outings	**34 separate journeys**	**12 outings by town and half-day**
Journeys avoided	—	**22**
Time given back	22 × 52 min = **1,144 minutes**	**More than 19 hours**

> **The median journey to your visits is 52 minutes.** It is not the visit that costs, it is the round trip — and two visits in the same town on the same day cost only one.

The three enquiries set aside wrongly

Measure	First six weeks	Next six weeks
Enquiries set aside	**21**	**18**
Set aside wrongly	**3** — 14.3%	**1** — 5.6%
Basis of qualification	The words of the message	**Your 9 trades invoiced over 24 months**

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Measure	First six weeks	Next six weeks
Check on exclusions	None	**Friday list to the director, with the sentence at fault**
Outcome of the one caught	—	**Signed at €14,200**

> **An enquiry set aside left no trace.** That is what made the error invisible, not the sorting itself: the Friday list runs to four lines and makes the exclusion arguable.

> **Request a demo with your own documents**
> This document is a fictitious example. To see the agent work on your own documents, request a demo from its page.
> https://bluelemonagent.ai/en/entreprises/secteurs/agent-ia-btp-construction

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