Unconfirmed flags — 17.3 % then 4.5 %

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

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The figure the agent publishes about itself · fictional document

Fictional document — demonstration example

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Fictional document, produced for the demonstration. **The figure is published by the agent itself**, with its measured cause and the correction that followed. **Mobilising a directorate for nothing has a cost, and that too is measured.**

The figure, over two quarters

Quarter	Variances flagged	Unconfirmed after examination	Rate
First	214	**37**	**17.3 %**
Second	198	**9**	**4.5 %**

The cause, measured and not supposed

Origin	Flags	What was happening
Seasonality of invoicing	**29 out of 37**	**An energy invoice covering two months and paid in one go gives +100 % one month and −100 % the next — that is a calendar, not a drift**

Origin	Flags	What was happening
Accrued charges of the previous year	**8 out of 37**	**Posted to the current year, they weighed on the month in which they landed**

What the agent did with it

Correction	Scope	Measured effect
Actual invoicing calendar rebuilt over 5 years	**640 suppliers — monthly, two-monthly, quarterly, at contract milestones**	**Each line compared to its own rhythm, no longer to one twelfth of the forecast**
Accruals isolated	All chapters	They no longer weigh on the month in which they land
Remaining in the second quarter	**9 flags**	**All on new suppliers, with no invoicing history yet**

The rule that holds the figure

What travels with every variance	Effect
The lines that carry it and the payment orders that justify them	**A director sees within ten seconds whether it needs their attention**
The supplier's invoicing rhythm	A timing variance is told apart from a drift
The comparison with the same month of the three previous years	Seasonality is neutralised
Average time to handle a flag	**11 days → 2**

> **Across 412 flags over two quarters, 412 went through the finance director before reaching a directorate** — and the 46 unconfirmed flags were all set aside before circulation, none after.

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To be settled by the authority

Threshold at which a new supplier enters the invoicing calendar: _____ payment orders

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