



Annual review — what is returned to the field

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Activity records and territorial CRM · 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. **1,726 hours a year — the equivalent of one full-time officer in a department of six** — and the figure that does not flatter the agent appears in the same document, followed by what corrects it.

The three measured items

Item	Before	After	Hours returned per year
Territory factsheet for a project sponsor	60% — 12 hours	10% — 2 hours	600 h
Answer to a business about grants	40% — 40 minutes	10% — 10 minutes	550 h
Pre-assessment of a grant application	100% — 4 hours	20% — 48 minutes	576 h

Item	Before	After	Hours returned per year
Total	—	—	1,726 h — one full-time equivalent

What businesses saw

Measure	Before	After
First answer	9 days	2 hours
Applications sent back for documents	38%	12%
Applications deferred for not being complete in time	21	4 — six weeks gained for seventeen businesses
Appointments booked	—	41
Online procedures carried through that were about to be abandoned	—	61

The figure that does not flatter the agent

Finding	Value	Real cause	What was done about it
Territory factsheets containing a stale item	14 out of 60 — 23%	Manual entry in the land marketing table, three weeks of lag	Date and owning department on every item, weekly list to the land department, alert to the officer: 23% → 5%, and the remaining 5% flagged inside the factsheet

Where the hours went

Destination	Change	Source
Business visits	+2 a week per officer	Activity records

Destination	Change	Source
Businesses visited for the first time	34	of which 23 identified as cramped in their premises — the only line of this review that can be seen from the field
Enquiries left unanswered	47 → 0	Escalation by name at day 2

The framework measures

Indicator	Year
Grants awarded without a resolution	0
Plots reserved without the land department	0
Data leaving the European Union	0

The time returned is not a staffing saving: it is public spending that stops being consumed by re-keying figures and chasing documents, and goes back into visiting businesses. **No post was cut.**

For the authority to settle

Priority for the coming year (Pré-Vasseur visits / land marketing table / portal): _____

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