Eleven differences — three substantive

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Fictional document

Fictional document — demonstration example

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Fictional document, produced for demonstration. **The separation between drafting and substance is what counts**: a raw list of eleven differences costs an hour spent working out which matter.

The three substantive differences

Article	Your version	Supplier version	Quantified effect
7.1 — Liability cap	**The contract value**	**Six months' billing**	**€84,000 → €42,000**
12.3 — Termination for breach	**30 days**	**60 days**	**Period doubled**
4 bis — Exclusivity	**Absent**	**Introduced**	**New obligation**

The agent does not say which version is better. A cap at six months' billing may be more or less favourable, depending on the contract value and its term — both

> amounts are given, the conclusion is not.

The eight drafting differences

Nature	Count
Rewordings with no effect	4
Renumbering	2
Corrected internal cross-references	2

What the covering email said

"*Please find our version with a few formatting adjustments.*"

> **An exclusivity clause is not a formatting adjustment, and it was not announced.** That finding is factual: the agent compares what the email says with what the document contains, without characterising the intent.

What is provided

Element	Provided?
Article-by-article comparison	**Yes**
Substantive / drafting separation	**Yes**
Quantified effect where computable	**Yes**
A recommendation to accept	**No**

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