Contracts — cumulative variations

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3 contracts · fictional document

Fictional document — demonstration example

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Fictional document, produced for demonstration. **The most exposed contract is not the one with the largest variations.** Seven variations of 1 to 3% pass unnoticed one at a time.

Contract	Variations	Largest	Cumulative	Trajectory
Highways	3 notified + 1 in preparation	8.7%	**19.4% → 25.6%**	Rising
Cleaning	**7 notified**	**3.4%**	**14.8%**	**Rising, in small steps**
IT maintenance	2 notified	6.8%	11.1%	Stable

The cleaning contract is the quietest of the three. None of its seven variations drew attention; their sum does. That is exactly the case a cumulative display makes visible without blocking anything.

The cleaning contract's seven variations

#	Share	Cumulative after
1	2.1%	2.1%
2	1.8%	3.9%
3	3.4%	7.3%
4	1.2%	8.5%
5	2.6%	11.1%
6	1.9%	13.0%
7	1.8%	**14.8%**

What would be shown, on your approval

When	Information shown	What you gain
A draft variation is opened	Current cumulative + the draft's effect	**You see the variation's effect before you open it, and nothing holds up your timetable**
Quarter end	Contracts passing a threshold you set	**The threshold is yours: the alert follows your procurement policy, not an imported norm**

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