



Pre-sales reconstructed

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

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11 engagements · 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 demonstration. **These figures come from diaries, not time sheets.** They are a reconstruction and say so: they exist to pose a question, not to compute a margin.

Engagement	Meetings	Pitch	Estimated pre-sales days	Gross margin
Mareuil Distribution	3	No	2	51%
Kane Conseil	4	No	2.5	46%
Sow Industries	5	Yes	4	41%
Bertrand & Associés	4	No	3	38%
Halbran Groupe	6	Yes	5	36%
Roux Habitat	5	No	3.5	34%
Loiret Services	7	Yes	6	31%
Mareuil Santé	6	No	4	28%

Engagement	Meetings	Pitch	Estimated pre-sales days	Gross margin
Aubel Logistique	8	Yes	7	24%
Verne Énergie	11	Yes	12	17%
Kane Distribution	12	Yes	14	12%

The two least profitable engagements are the two with the longest pre-sales. The correlation is clear and proves nothing: long pre-sales may cause the low margin, or may signal an undecided client who stays undecided during delivery.

What this table allows, and does not

Use	Possible?
Raise the question at go / no-go	Yes
Set a threshold beyond which the case gets questioned	Yes
Recompute the margins of the 11 engagements	No — these are diary estimates
Conclude that long pre-sales should be declined	No

What would be offered, on your approval

Trigger	Action	Who decides
Diary entry naming an opportunity	Suggested attachment, one click	The consultant
Booking 7 days late	Reminder to the consultant	—
Booking 14 days late	Flagged to the engagement director	—

Nothing is booked on the consultant's behalf. A suggestion they approve or correct is still a booking; an automatic attachment becomes a figure nobody recognises and everybody disputes.

Scope of this document: the service operated by Blue Lemon Agent. For an agent deployed at your premises, the applicable location is that of the architecture set out in the quotation and verified before commissioning; local execution is announced only for the configuration explicitly described and accepted in the quotation; the applicable isolation depends on the deployment mode set out in the quotation, no dedicated isolation being presumed; the encryption mechanisms in transit and at rest, their components and key management are those documented for the architecture chosen; roles and permissions are configured and accepted for the identities and systems actually connected; the events logged, their content, their retention period and who may access them are defined for the deployment chosen.