Quarter margins — 11 of 14

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

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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. **The three uncalculated engagements are not estimated.** An estimated margin shown beside eleven measured ones reads as a measured margin.

The eleven measurable

Engagement	Days	Expenses attached	Gross margin
Mareuil Distribution	62	Yes	**51%**
Kane Conseil	28	Yes	46%
Sow Industries	41	Yes	41%
Bertrand & Associés	35	Yes	38%
Halbran Groupe	54	Yes	36%
Roux Habitat	22	Yes	34%
Loiret Services	47	Yes	31%

Engagement	Days	Expenses attached	Gross margin
Mareuil Santé	19	Yes	28%
Aubel Logistique	33	Yes	24%
Verne Énergie	44	Yes	**17%**
Kane Distribution	26	Yes	**12%**

The three unmeasurable, and what each is missing

Engagement	What is missing	Direction of the error	Since
Delcourt Conseil	**3 consultants not booking**	Margin **overstated**	6 weeks
Verne Transformation	**8 of 12 trips unattached**	Margin **overstated**	The start
Aubel Réorganisation	**Pre-sales not counted**	Margin **overstated**	The start

> **All three errors point the same way: they make the margin look better than it is.** That is the general case — what a time sheet misses is almost always time spent, never time saved.

Late bookings, by engagement

Engagement	Consultants involved	Average days late
Delcourt Conseil	**3**	**42**
Halbran Groupe	1	11
Roux Habitat	1	8
Others	0	—

The table is by engagement and not by consultant. A list of late time sheets by name gets you fast bookings; it does not get you accurate ones, and accuracy is what matters here.

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