



References — 4 comparable engagements

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

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Fictional document, produced for demonstration. **The live engagement is not citable without the client's agreement**, and it still appears in this table: knowing about it avoids citing it by accident.

Engagement	Year	Scope	Outcome	Citable	Use for the current tender
Mareuil Distribution	2024	Customer service, 40 people	Won	Yes	Outline and pricing
Groupe Aubel	2023	3 sites, 120 people	Won	Yes	Methodology only
Loiret Services	2022	Customer service, 35 people	Lost	—	The debrief

Engagement	Year	Scope	Outcome	Citable	Use for the current tender
Verne Habitat	2025	Customer service, 50 people	Live	No — without agreement	None at this stage

The lost engagement is the second most useful of the four. It carries a written debrief, and today's tender comes from a client of comparable size to the one who wrote it.

The missing document

Document	Engagement	State	Lead time
Completion certificate	Mareuil Distribution	Not on file	≈ 1 week

Without it the reference can still shape the outline but cannot be attached. Requesting it today makes it available before submission; requesting it at submission achieves nothing.

What has been assembled

Element	Source
Response outline	Mareuil Distribution, 2024
Methodology	Groupe Aubel, 2023
Point to watch, at the front	Loiret Services debrief, 2022
Indicative pricing	Mareuil Distribution, adjusted to scope

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