# 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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