



Quote — works council, 80 people

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€4,640 · fictional document

Fictional document — demonstration example

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Fictional document, produced for demonstration. **This quote is not sent.** It commits the operator to a price and a date, and it carries two unresolved variables.

Based on the most likely assumption

Item	Detail	Amount
Course access	80 adult participants, 2 rotations	€2,880
Supervision	4 instructors, full day	€1,120
Catering	Provider 1, group menu	€640
Total incl. tax	—	€4,640

The two variables, costed

Variable	If it holds	Effect on the quote	New total
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Minors present	Supervision ratio changes, one more instructor	+ €280	€4,920
Actual headcount of 65	One rotation, half-day	– €1,180	€3,460

Between €3,460 and €4,920 the spread is 42%. A quote sent today at €4,640 and corrected to €3,460 in eight days casts doubt on the first figure as much as the second — and the council will be comparing with a competitor who did ask the questions.

What is offered instead

The quote goes today, with the three questions **in the body of the message** rather than in an appendix, and a note that the amount becomes firm as soon as they are answered. The council does not wait, and the figure moves only once.

Decision: ☐ send with the questions · ☐ wait for answers before sending · ☐ send an indicative range without a quote

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.