Quarterly review — sales administration

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

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245 hours a month, 5,292 runs · 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 the demonstration. **Both figure the agent publishes about itselfs sit in the same table as the others:** the agent's stop rate, and the gap between the nine points announced on quotes and the eight actually obtained.

The three areas measured

Area	Before	After	Gain
Running the sequence	65 % of the cycle of a request	**8 %**	**−57 pts**
Data entry across the tools	45 % of the cycle of an order	**6 %**	−39 pts
Building the trace	25 % of the cycle of a warranty claim	**3 %**	−22 pts

What the hours given back became

Effect	Measure	What it is worth

Time given back to sales administration	**245 h a month**	Timesheets
Rise in requests absorbed without hiring	**+18 %**	**No post created**
Requests with no answer within 24 h	**17 → 2 a month**	**15 requests recovered · ≈ €8,700/month at €580 average invoice**
Time to send a quote	**1.8 days → 11 minutes**	—
Acceptance rate on non-urgent quotes	**49 % → 57 %**	**8 points out of the 9 announced**
Time to place an order	**2.4 days → 14 minutes**	63 visits a month stop waiting

Nine points had been announced on quotes, eight were obtained. The gap comes from one busy month during which non-urgent quotes went out more slowly for want of engineer slots to offer. **The promise is restated as it was made, and the result is given as it is.**

The figure the agent publishes about itself

Finding	Value	Real cause	What was done
Runs stopped	**168 out of 5,292 — 3.2 %**	**112 caused by the agent: three clients write the part number on a scanned form, and only the body of the message was being read**	**Fixed on 22 July — 3.2 % → 0.8 % over four weeks**
Stops discovered by a client	**0**	All came out of the morning record	Alert at three stops on the same tool
Duplicates produced by the 168 stops	**0**	Uniqueness key per run	Non-duplication report maintained

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The framework measure

Indicator	Quarter
Runs	5,292
Actions logged	21,400
Committing actions outside a mandate or a validation	**0**
Transfers outside the European Union	**0**

> **That zero is not a cautious setting that could be loosened:** a committing action with neither a mandate line nor a validation cannot be written into the log, and therefore cannot exist. The log proves it line by line.

For the owner to set

Next sequence to connect: _____

> **Request a demo with your own documents**
> This document is a fictitious example. To see the agent work on your own documents, request a demo from its page.
> https://bluelemonagent.ai/en/entreprises/cas-usage/agent-metier-orchestre-multi-outils-actions

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.

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