The six sequences, costed

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1,764 runs a month · 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. *A sequence is a series of actions always in the same order and across several tools: read here, create there, update elsewhere, notify afterwards.* **The six sequences below were not invented: they were found in three months of logs from the company's five tools.**

The six sequences, by volume

Sequence	Per month	Duration by hand	Tools crossed	Committing action
Incoming call-out request	**640**	**40 min**	Mailbox, ERP, document store, planner	**The acknowledgement to the client**
Parts order	**410**	20 min	Engineer's report, supplier portal, ERP	**Sending the order**

Sequence	Per month	Duration by hand	Tools crossed	Committing action
Round completion and invoicing	380	16 min	Planner, ERP	Triggering the invoice
Call-out quote on the price list	210	18 min	ERP, mailbox	**Sending the quote**
Manufacturer warranty claim	**96**	24 min	Document store, supplier portal, ERP	Closing the claim
Contract renewal	28	35 min	CRM, ERP, mailbox	**Sending the proposal**
Total	**1,764**	—	**5 tools, none replaced**	—

Every sequence carries at least one committing action, and it is that action which decides the regime: validation point, or written mandate. **No sequence is connected end to end before that question has been settled in writing**, sequence by sequence.

What the comparison measured on the call-out request

Area	Share of the cycle	With the agent	What the time becomes
Running the sequence	**65 % — 26 min out of 40**	**8 % — 3 min**	**Given back to sales administration**
Judgement: urgency, client call, choice of engineer	25 % — 10 min	25 % — unchanged	**The trade; it cannot be delegated**

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Area	Share of the cycle	With the agent	What the time becomes
Acknowledgement to the client	10 % — 4 min	Drafted in 20 s, **sent by a person or under mandate**	The company's decision

What the company spends on these sequences

Measure	Value	Source
Chains of actions recorded over three months	**5,292**	Logs of the five tools
Monthly hours on call-out requests alone	**427 h — 47 % of the combined time of 6 people**	Mailbox and ERP timestamps
Rise in requests absorbed last year without hiring	**+18 %**	CRM

> **This map belongs to the company, not to the agent.** It can be read, corrected and crossed out: a sequence struck through is not connected, with no argument and with no need to give a reason.

For sales administration to set

Sequences chosen for the pilot, in order: _____

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