



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

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: _____

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.