Quote mandate — the calculation and its limits

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

Document issued on 24/09/2026

4,830 quotes over 24 months, gap adjusted · fictional document

Fictional document — demonstration example
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Fictional document, produced for the demonstration. **The raw figure was corrected before being presented**, because it flattered the demonstration: urgent jobs naturally go out faster and get turned down less.

The raw figure, then the honest one

Population	Quotes sent within the hour	Quotes sent the next day or later	Gap
All quotes — 4,830 over 24 months	**61 % accepted**	46 % accepted	**15 points**
Non-urgent quotes only	**58 % accepted**	49 % accepted	**9 points — the figure kept**

The six points that separate the two lines do not come from sending speed, but from the nature of urgent requests. **Keeping them would have inflated the promise**

by around €7,300 a month — and the first quarter would have disproved it.

What the 9 points are worth

Element of the calculation	Value
Quotes issued per month	210
Additional quotes accepted	**19**
Average invoice	€580
Additional monthly revenue	**≈ €11,000**
Conditions	**At unchanged quote volume and without a single extra discount**

The mandate proposed, deliberately narrower than the purchasing one

Clause	Content
Price	**Exact price of the current list, discount at zero**
Services	Catalogue only
Client	**Under contract, no open dispute, no overrun of the outstanding balance**
Cap	**€900 per quote, 25 quotes a day**
Duration and review	**Two months, review at six weeks on the measured acceptance rate**
Withdrawal	**One word, immediate effect; quotes already sent stay viewable one by one**

The three things the mandate forbids, even on request

Forbidden	Reason	The route opened instead
Granting a discount	**A discount is a commercial decision**	**Add a line to the price list — applied the same day**
Changing a list price	The list is the company's commitment	Price list updated by the owner
Promising a call-out deadline	**A deadline commits an engineer and a round**	Slot proposed, confirmed by a person

> **A price and a deadline are decided, not executed.** It is the only limit the agent keeps even on express request — and it protects the company far more than it slows it down: a discount granted by a machine comes back in the next negotiation.

For the owner to set

Cap per quote and duration of the mandate: ______

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.