



Three per cent of divergent references

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

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Fictional document

Fictional document — demonstration example

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Fictional document, produced for demonstration. **"Most recent wins" is almost every connector's default — and it is wrong here.**

System	Update rhythm	Consequence
CRM	Continuously, by the sales team	Almost always the most recent value
ERP	Monthly import	Stands for invoicing

A clean, automatic convergence would have aligned invoices on prices nobody approved.

What the agent does

Action	Done?
Block synchronisation of the field	Yes
List divergent references, both values, both dates	Yes

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Action	Done?
Ask which system stands for this field	Yes
Choose	No

Answer obtained, field by field

Field	System that stands
Price	ERP
Stock	ERP
Address	CRM
Contact	CRM

The question had never been put explicitly. Once written down, the 3% resolved in a single pass.

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