



Coverage — twenty of twenty-three

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12 months · 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 demonstration. **The coverage measured concerns what the company saw.** It says nothing about what nobody saw, and that is precisely what is missing.

Source watched	Type
Platform 1	Publication
Platform 2	Publication
Platform 3	Publication
Platform 4	Publication
Buyer feed 1	Direct
Buyer feed 2	Direct

The three blind spots, named

Blind spot	Why	Estimate
Buyer profile outside the 4 platforms	Local publication only	Unknown
Contract awarded without publicity	The value allows it	Unknown
Tender relayed by a private client	Their own portal	Unknown

The measurement, over twelve months

Origin of the 23 tenders you bid on	Count
Flagged by the monitoring	20
Learned from a client	1
Learned from a peer	1
Received by direct email	1

Twenty of twenty-three is an honest and incomplete figure. It counts the tenders the company eventually knew about; it does not count those that passed without anyone ever learning of them.

What is proposed

Action	Expected effect
Add the buyer profiles of your 11 public clients	Where the tenders that concern you most sit
Add the portals of the 4 recurring private clients	Covers the third blind spot

The second blind spot — contracts awarded without publicity — is covered by no tool. It is covered by the commercial relationship, and saying so avoids selling coverage that does not exist.

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.