Incumbent contract — four years of delivery

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. **The incumbent has no priority** — and the agent does not forecast the outcome: it brings the four years of delivery that feed the technical submission.

Element	Value
Contract held since	2019
Current contract ends	31/10/2026
Retender notice	**07/08/2026**
Submission	**11/09/2026 at 12.00**
Days available	**34**

What was assembled — four years of delivery

Element	Content	Where it was
Volumes achieved	4 years	Activity reports

Element	Content	Where it was
Incidents and resolution	**7 incidents, 7 resolved**	Operations log
Out-of-scope requests accepted	**11**	Correspondence and amendments
Expectations voiced in review meetings	**2**	**2024 and 2025 minutes**

> **The tender rules take up one of those two expectations, almost word for word, at technical criterion no. 3.** The need has evolved, the company heard it eighteen months ago, and the minutes of that meeting prove it, dated.

The expectation taken up, and the criterion

Source	Text
Minutes of 14/02/2025	"*the buyer would in future like monthly rather than quarterly reporting*"
Rules, technical criterion no. 3	"*reporting arrangements proposed, frequency and format of outputs*"

What changed in the scope

Element	2019 contract	2026 tender
Lotting	**2 lots**	**1 single lot**
Consequence	—	**Alters who can bid**

A single lot requires covering both scopes. That is a structural fact, and it counts as much as the award criteria in deciding whether to fight.

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