Sixty per cent standard, seventeen variants

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Fictional document, produced for demonstration. **It is the promise of "a hundred per cent" that makes these projects fail.**

Case distribution	Share
Standard case	**60%**
Variants	**40%, split into 17**
Most frequent variant	**6%**

Every rule written for a rare case adds a condition that will no longer be obvious to reread in two years: the flow becomes harder to change than the manual process it replaced.

Where to take a non-standard case out

When it exits	Consequence

At the first step, with the reason	**It is simply handled differently**
Failing at step 6	**Five steps consumed, and somebody must undo them**

What is tracked afterwards

The composition of the 40%: **a variant that grows becomes a candidate, a rare one stays manual.** A figure to look at every quarter, not once.

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