What you keep

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Fictional document

> **Fictional document — demonstration example**
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> **Fictional document**, produced for demonstration. **A forecast without its outcome never improves.**

Item	Kept?	What it allows
Projected figure	**Yes**	**Comparing with what happens**
Series and hypothesis behind it	**Yes**	**Understanding where it comes from**
Years of history	**Yes**	**Knowing what it is worth**
Date of the forecast	**Yes**	**Not rewriting it**
The ACTUAL outcome beside it	**Yes**	**The decisive item**
Anything describing an officer	**No**	**—**

The actual beside it also shows **which families of volumes the agent is reliable on and which it is not** — and that information is worth more than any individual forecast.

The rise with no precedent

Finding	Value
Rise in one service's demand	**+34 % over three months**
Same period, three previous years	**Falling**
Does the agent say whether it will continue?	**No**
What it does say	**It has no precedent in your data**

> **And that is what justifies going to ask why.**

The peak seen in time

Finding	Value	When flagged
Week 38	**+42 % of demand, two agents on leave**	**Six weeks ahead**

The same finding at two weeks would have left only bad options.

For the company to settle

Peak flagging lead time: _____ weeks ahead

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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.

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