



Three families, and their substitute

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Fictional document

Fictional document — demonstration example

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Fictional document, produced for demonstration. **A refused forecast with no substitute is just an evasion.**

Family	Why no forecast	What is given instead
Insufficient history	A scheme opened 4 months ago	Values since opening, comparable with each other, with the month-by-month rate
Broken series	The break invalidates the projection	Values either side, exact date of the break, and what happened that day
Depends on a decision not taken	The figure would follow the decision	One figure per scenario, the switching decision, the deadline to take it

Four months is enough to see a slope, not to project a year — and knowing that beats a one-year figure.

The third substitute is not a forecast

It is **an arbitration calendar**: the decision that switches from one scenario to another, and the date by which it must be taken.

What it gives on last quarter's workload

Service	Treatment
Four services	Projected, with series and hypothesis
The fifth	Three scenarios, with the decision that separates them

Nobody is left without a figure.

For the company to settle

Minimum history to accept a projection: _____ months

Deadline to settle the scenario: _____

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.