



RUNNING EXAMPLE

Lendari applies this card to Margaux, its after-sales agent (maturity N2), owned by Camille Roussel (DDAO).

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1 THE FIVE QUESTIONS · GOOD ANSWER VS WARNING SIGN

1 · BELOW THE CONFIDENCE THRESHOLD?

Escalation and stop demonstrated on 40 edge cases, thresholds configurable · 2 / 2

2 · LOAD AT SCALE?

Bottlenecks named, production figures given for 3 customers · 2 / 2

3 · A REAL AUDIT LOG?

Ed25519 and SHA-256 signed trail, queryable by export · 2 / 2

4 · MODEL VERSIONING?

No written commitment on breaking version changes · 1 / 2

5 · LATENCY UNDER REAL LOAD?

Production latency disclosed, 2 named references · 2 / 2

2 VERDICT · TOTAL OUT OF 10

8 TO 10

9 out of 10 on 04/20/2026: supplier retained, written reservation on model versioning.

4 TO 7

Push the vendor: demand the missing evidence

0 TO 3

Real governance risk: do not deploy at scale

The sales demo always shines; production is won on these five proofs.