

• BLOOMBOUND BLUEPRINTS

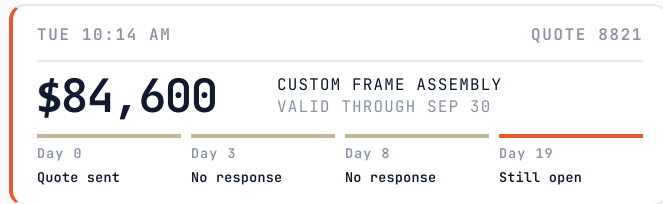
The Quote That *Went Quiet*

Harbor Ridge Fabrication

HARBOR RIDGE FABRICATION | MUSKEGON, MI | EST. 1988
CUSTOM FABRICATION + WELDED ASSEMBLIES | 88 EMPLOYEES

ILLUSTRATIVE COMPANY | SYNTHETIC DATA | NOT A CLIENT CASE STUDY

REV B | SHEET 1 OF 1



The quote is still in the pipeline. Nobody has said no.

The quote never died. It just went quiet.

Nobody is quite sure what the next move is.

BEFORE

Quotes stay open indefinitely
Follow-up depends on memory
Nobody sees which quotes are aging
Sales activity is hard to trace

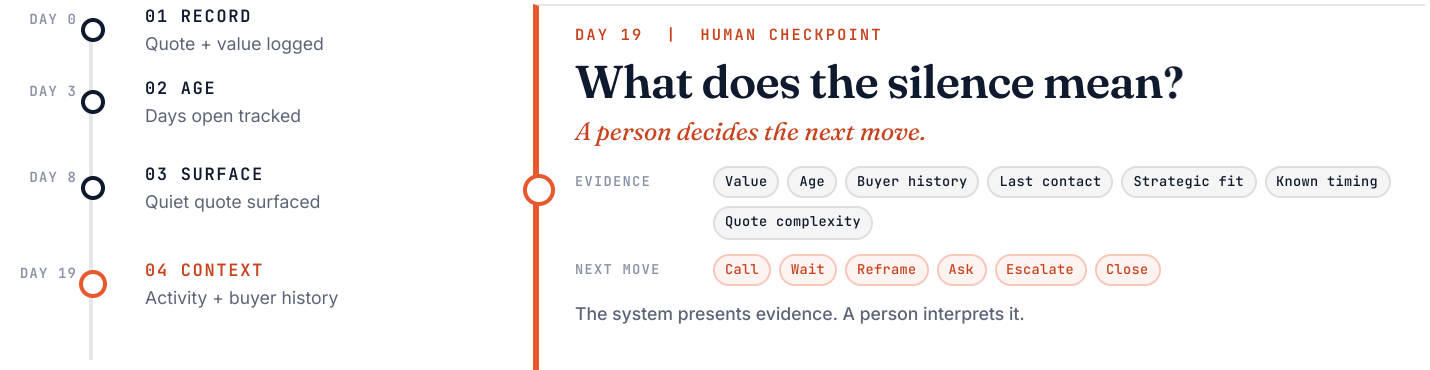
AFTER

Every quote has an age
Every open quote has an owner
Next actions are visible
Quiet quotes return to attention

• THE SYSTEM

— AI SUMMARIZES — AUTOMATION SURFACES — A PERSON DECIDES

A quiet quote still needs a next decision.



DECISION WRITTEN BACK

05 ACT Chosen next action	06 RECORD Outcome recorded	07 REMIN Review scheduled	08 ESCALATE Aging quote surfaced	09 LEARN Reason recorded
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• THE HUMAN LINE

DRAWN ON PURPOSE

Let the system

Track Age Surface
Summarize Remind Remember

Let the people

Interpret Call Ask
Reframe Negotiate Decide

The system keeps the quote visible. People decide what the silence means.

Good opportunities should *stay visible* until someone makes a decision.

BloomBound builds sales systems that keep the next decision in view.