AICTIONBOT™ · RULE SET

The rules behind the AICTIONBOT™ Workbench

Why it calculates and does not guess

As of 17 November 2026 · 71 tools · 96 functions for AI assistants via MCP
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01 · SUMMARY

It calculates. It does not guess.

Most tools in the AICTIONBOT™ Workbench work by fixed rules, not with AI. The same input always gives the same result, and for every red or yellow flag you can say which rule raised it. The rules come from more than 20 years of procurement practice by Dario Kulić. 20 of them are signed off one by one and stand here word for word.

That is the difference to a chat program: the Workbench does not guess. It checks, shows the spot and names the next step.

20	8	4	8
SIGNED-OFF RULES	BUILD RULES	SOURCES	FUNCTIONS WITH AI
word for word, approved one by one	apply to every check without AI	none of them a language model	labelled, for free text only

02 · WHAT “WITHOUT AI” MEANS

Calculated, not phrased.

“Without AI” means: the result is calculated, not phrased. A tool reads your table or your text, applies fixed rules and writes the result sheet from fixed building blocks.

Four properties follow from that:

- **Repeatable.** The same input gives the same result today and a year from now.
- **Traceable.** Every red or yellow flag hangs on a rule with a threshold you can look up.
- **Sparing with data.** The check serves this one evaluation only, nothing is stored. On the website most of these tools calculate in the browser.
- **Honest about assumptions.** If a value is missing, the result states which assumption was used.

AI works in the Workbench only where free text has to be understood, and it is labelled “With AI” there. That covers eight functions: check a contract, compare offers, check an invoice, scope of work, meeting

minutes, plan a negotiation, negotiation round and evaluate a negotiation. The conversation partner AICTIONBOT™ also uses AI but relies on the signed-off rules: it only names the number of a rule, the wording comes from the server.

03 · WHERE THE RULES COME FROM

Four sources. None of them is a language model.

SOURCE	WHAT IT PROVIDES	EXAMPLE
Dario Kulić's practice, more than 20 years in procurement and source-to-pay	The 20 signed-off rules: where a chain breaks and how to see it early	"A frame agreement saves money only when orders are placed against it."
KULIC Execution Toolkit Library, 44 working templates	The structure of the checks: which columns, which figures, which classes	Supplier scorecard with classes A to D
Official and public data	Reference values nobody has to doubt	Producer and service prices from Eurostat, sanctions lists of the EU, UN, USA and United Kingdom, GLEIF, VIES
Fixed thresholds per tool	From when something is red or yellow	Limit raised by more than 50 percent: red

> Signed off means: Dario Kulić approved each of these 20 rules individually, on 29 and 31 October 2026. A new rule enters the catalogue only after his sign-off.

04 · THE CATALOGUE · 20 RULES

The 20 signed-off rules, word for word.

The catalogue has three groups: seven break rules (B), three rules for negotiating (H) and ten early warning signs for suppliers (L). The wording is the one the server returns.

B: Where the chain breaks

NO.	STATION	RULE
B-01	ACROSS THE CHAIN	Nothing gets automated without a named owner for the whole chain.
B-02	ACROSS THE CHAIN	Write down the real process to level 5 first, then automate.
B-03	DEMAND	An unclear requisition is stopped, not completed by guessing.
B-04	APPROVAL	The approval matrix is checked against current staff.
B-05	CONTRACT	A frame agreement saves money only when orders are placed against it.
B-06	SOURCING	Services are negotiated on scope and price, scope first.
B-07	ORDER	For every order it is clear whom the supplier can ask. Dario's standard: a name.

H: How to negotiate

NO.	STATION	RULE
H-01	SOURCING	Separate addressable from non-addressable spend first, then negotiate.

NO.	STATION	RULE
H-02	SOURCING	Every gap in an offer comparison becomes a question to the supplier.
H-03	CONTRACT	A price increase is answered against the official index.

L: Ten early warning signs at the supplier

Seven signals and three amplifiers. An amplifier alone is no alarm, it makes a signal weigh more.

NO.	STATION	SIGN
L-01	PAYMENT	The supplier suddenly asks for prepayment, shorter payment terms or immediate payment against a discount.
L-02	GOODS RECEIPT	Partial deliveries and postponed dates pile up while the market delivers normally.
L-03	ACROSS THE CHAIN	Management, sales or quality leadership change and contacts are hard to reach.
L-04	GOODS RECEIPT	Complaints rise on a part that ran without problems for a long time.
L-05	CONTRACT	AMPLIFIER your tools, moulds or fixtures sit at the supplier without a list and without marking.
L-06	SOURCING	AMPLIFIER the supplier is the only source for a part without which your production stops.
L-07	SOURCING	AMPLIFIER your volume is a large share of this supplier's revenue.
L-08	CONTRACT	A high price increase comes shortly after the last agreement, with a short deadline or a threat to stop deliveries.
L-09	PAYMENT	New owner, new registered office, new company name or new bank account.
L-10	ACROSS THE CHAIN	Insolvency filed or a preliminary insolvency administrator appointed.

05 · HOW EVERY CHECK IS BUILT

Eight build rules for every tool without AI.

Every tool without AI follows the same eight build rules. They make sure a result is understood on first reading and can be verified.

1. **One traffic light and one sentence.** Every result starts with red, yellow or green and one sentence that says what is going on.
2. **Fixed thresholds.** From when something is red is fixed in the tool and does not depend on the mood of the day.
3. **The spot is shown.** Every finding names the row, the section or the sentence, with the value before and after.
4. **Decisions hang on fields.** The status of a row follows from numbers and fields, never from the wording of a message. That is why the totals match in all six languages.
5. **Assumptions are stated.** If a tool calculates with a default value, for example €45 per hour, the result says so and the value can be changed.
6. **Always a next step.** Every sheet ends with what to do now and names the matching tool with its number.
7. **Ready to send.** Where it fits, the tool writes the letter or the questions to the other side right away.

8. **One calculation core.** Website, apps and the MCP interface for AI assistants use the same calculation core. An assistant that calls the Workbench gets the same result as a person in the browser.

06 · THRESHOLDS BY EXAMPLE

What a rule looks like inside a single tool.

This is what the rules look like inside a single tool. The table shows twelve tools; the thresholds of the others are in each tool's description, which is publicly available through the MCP interface.

NO.	TOOL	RED WHEN	YELLOW WHEN
19	**Supplier scorecard**	No traffic light but classes by points: A from 85, B from 70, C from 50, D below.	Counts as "below target": on-time delivery below 95%, defect rate above 1%, more than 1 complaint per 100 deliveries.
61	**Claim a price reduction**	the official index has fallen by 3% or more since the last agreement	fallen by 1% to under 3%
62	**Invoice against previous invoice**	an item costs more than on the last invoice	new item, or quantity up by more than 20%
63	**Invoice against contract**	the invoiced price is above the agreed price	the item is not in the contract
64	**Approval matrix old against new**	limit raised by more than 50%, deputy removed, approver deputises for themselves, area without an approver	new approver, moderately raised limit, new or removed right
65	**Supplier error profile**	one supplier with five or more cases to clarify	three or four cases to clarify
66	**Order-to-payment status overview**	invoice waiting for goods receipt, transaction blocked	open to order, open to receive, goods receipt without invoice
67	**Sourcing plan old against new**	category dropped from the plan, target removed or cut by a third, date moved by more than 90 days	target slightly lowered, date moved, approach changed, no owner
68	**Check their NDA**	contractual penalty, non-solicitation, non-compete, transfer of rights, unlimited liability, obligation without end	a usual point is missing, term over five years or not stated
69	**Scope of work old against new**	section removed, number changed, new restriction, new duty for the client	other change in wording, new section
70	**Automation portfolio**	a case saves no time	a case pays back only after more than 6 months
71	**Quantity and unit check**	different unit of measure, over-delivery above the 5% tolerance	rounded up to lot size, under-delivery

> The thresholds are values from experience, not laws of nature. Where a business needs different limits, for example a different tolerance, the value can be changed in the tool.

07 · HOW THE RULES CONNECT

One chain: from demand to payment.

The rules follow a chain: from demand to payment. Every rule sits at a station, and a mistake at an early station shows up later as a case to clarify. An unclear requisition (B-03) becomes an order without a contact (B-07) and ends as an invoice waiting for the goods receipt.

STATION	SIGNED-OFF RULES	TOOLS THAT CHECK THERE (SELECTION)
Across the chain	B-01, B-02, L-03, L-10	66 Order-to-payment status overview, 43 Issue radar, 20 Early warning for lists
Demand	B-03	69 Scope of work old against new
Sourcing	B-06, H-01, H-02, L-06, L-07	25 Sourcing plan, 67 Sourcing plan old against new, 59 Revised offer
Contract	B-05, H-03, L-05, L-08	10 Check a price increase, 61 Claim a price reduction, 56 Contract comparison, 68 Check their NDA
Order	B-07	55 Blanket order guard, 71 Quantity and unit check
Approval	B-04	12 Approval Matrix Checker, 64 Approval matrix old against new
Goods receipt	L-02, L-04	13 Document Match, 71 Quantity and unit check
Invoice and payment	L-01, L-09	62 Invoice against previous invoice, 63 Invoice against contract, 11 Discount Radar, 65 Supplier error profile

> Three rules carry the whole catalogue. B-01 and B-02 say what must come before any automation: a named owner and a written-down real process. H-03 says what you answer with: official figures, not opinion. Tools 10 and 61 are this rule as a calculation.

08 · WHY THIS NEEDS NO AI

Why this needs no AI and where it helps anyway.

A rule from this catalogue is a comparison or a calculation, not a judgement call. Four kinds of steps are enough for all checks:

STEP	EXAMPLE	TOOL
Compare	ordered against delivered quantity, invoice against contract	71, 63
Calculate	price increase against the official index, hours and euros per year	10, 70
Count deadlines	discount deadline per open item	11
Search keywords	contractual penalty or non-solicitation in someone else's NDA	68

Three properties follow that a language model does not guarantee in this way:

- **Same input, same result.** Whoever pastes the same list today and a year from now gets the same traffic light.
- **Every result names its reason.** Every red or yellow row says what it is down to. You can check it with a pocket calculator.

- **Nothing is filled in.** If a value is missing, it appears in the result as an assumption or the check asks. That is B-03 applied to the tool itself.

AI helps where free text has to be read. Those are the eight labelled functions from the section “What without AI means”. In the conversation with AICTIONBOT™ there is a fixed separation: the model only names the ID of a signed-off rule, the wording comes from the server. After every change to rules or system text a fixed set of test cases runs.

THE DIVISION OF LABOUR IN ONE SENTENCE

AI reads and phrases, the rules check, the person decides.

09 · LIMITS

What the check delivers and where a person decides.

The check is as good as the input.
A column that is missing cannot be checked. Every tool names the columns it needs.

Keywords cover German and English.
That applies to the NDA check and the scope of work comparison. The supplier error profile also knows some French, Spanish and Portuguese terms. A contract in another language needs the AI function or a person.

Thresholds are values from experience.
A 5 percent quantity tolerance or a 90 day date shift fit most cases, not all. Where the tool offers it, the value can be changed.

Assumptions are shown.
Without your own figure, tools 65 and 70 calculate with 45 euros per hour, tool 70 with 800 euros per implementation day. Both appear in the result as assumptions.

No legal advice, no tax advice.
The NDA check shows which points are in the text and which are missing. It does not judge whether a clause is valid.

Official figures have a date.
The price index comes from Eurostat for Germany. Depending on the series it is published monthly or quarterly and therefore with a delay. The sanctions lists are fetched daily, the result states the date of the lists.

The traffic light is a pointer.
Red means: look here first. The decision stays with the person who owns the transaction (B-01).

10 · QUESTIONS AND ANSWERS

Questions that will come.

Which rules are these?
Three layers: 20 signed-off rules word for word (B, H, L), eight build rules for every check and the thresholds per tool. All three are in this document.

Is this an algorithm?
Yes. Every check is a fixed sequence of steps with fixed thresholds. No training, no randomness.

Who set the rules?
Dario Kulić. He derived them from his assignments in procurement and signed them off individually on 29 and 31 October 2026. A new rule enters the catalogue only after his sign-off.

Why not simply AI?
Because a check in procurement has to hold up in front of accounting, audit and the supplier. That takes the same finding for the same input and a reason you can recalculate.

So is there no AI in it at all?
There is, in eight labelled functions that read free text. All other tools calculate without AI.

Where do the thresholds come from?
From three sources: from the contract or the list you paste in yourself, from official figures and from experience. Where a tool calculates with an assumption, the result says so.

Can I change a threshold?
Where the tool has a field for it, yes. Examples: the quantity tolerance in tool 71, the hourly rate in tool 70.

What if a rule does not fit us?
Then the result shows which rule it comes from, and you decide differently. The rule gives the reason for the pointer, it does not replace your decision.

What happens to my data?
The checks do not store any input, they serve the one evaluation only. Details are in the privacy policy.

Can’t anyone rebuild this?
Anyone can recalculate the single calculation, that is intended. The work is in the selection: which rules, which thresholds, in which order along the chain from demand to payment.

Rule set by Dario Kulić, KULIC Advisory, Cologne. More than twenty years of procurement in large organisations. No legal advice, no tax advice. As of November 2026.
kulicadvisory.com/workbench/rules