

# SEAS SAMPLE DATA

## Usage Guide for the 9 Test Datasets

9 CSV Files | 829 Records | Mapped to 9 Agent Prompts

Strategic EBITDA Acceleration System | (c) 2026 Lalit Kumar

### WHAT THESE FILES ARE

These 9 CSV files are sample datasets representing the reference company defined in the SEAS Playbook (\$150M revenue, \$18M EBITDA, 12% margin). They provide the raw data that the 35 Agent Prompts in Part VI are designed to analyze. Without data, the prompts are theoretical. With these files, you can demo the entire SEAS system end-to-end.

### HOW THEY CONNECT

- 1 CSV Sample Data**  
Raw transaction records from ERP, CRM, GL, and operational systems
- 2 Agent Prompt (Part VI)**  
Copy the prompt into Claude/ChatGPT. Attach the matching CSV.
- 3 Agent Output**  
Findings: flagged exceptions, savings opportunities, risk alerts
- 4 Excel Calculators**  
Feed findings into PE EBITDA Calculator to quantify EBITDA impact

### MASTER MAPPING TABLE

| CSV File                     | Records  | Agent Prompt                     | Leakage Category | Key Metric                     |
|------------------------------|----------|----------------------------------|------------------|--------------------------------|
| sample_ap_invoices.csv       | 200      | #3: AP Invoice Matching          | Admin Burden     | \$1.2M exceptions              |
| sample_ar_receivables.csv    | 150      | #7: AR & Working Capital         | Admin Burden     | \$553K outstanding             |
| sample_supply_chain_po.csv   | 180      | #5: Supply Chain PO Optimization | Supply Chain     | 77% late deliveries            |
| sample_contracts.csv         | 40       | #6: Contract Value Capture       | Admin Burden     | \$9.9M annual value            |
| sample_energy_ops.csv        | 36       | #4: Energy & Ops Cost            | Energy/Ops       | \$610K annual cost             |
| sample_sga_benchmark.csv     | 15 accts | #8: SG&A Benchmarking            | SG&A             | \$7.8M actual vs \$7.9M budget |
| sample_capital_structure.csv | 5        | #1: Capital Structure            | Strategic Agent  | \$103M total debt              |
| sample_tax_structure.csv     | 5        | #2: Tax Arbitrage                | Strategic Agent  | \$14.9M pretax income          |
| sample_customer_churn.csv    | 30       | #11: Customer Revenue Protection | Sales/SDR        | 19 at-risk customers           |

200 invoices | \$8.99M total value | 30 exceptions (\$1.21M, 15%) | 12 unique vendors

**CONNECTS TO:** PE EBITDA Calculator -> Operational Leakages -> Admin Burden section

## DATA COLUMNS

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invoice\_number, vendor\_name, po\_number, invoice\_amount, po\_amount, invoice\_date, due\_date, payment\_date, match\_status, exception\_reason, payment\_method, approver

## WHAT THE AGENT WILL FIND

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- 30 invoices (15%) flagged as exceptions — price mismatches, quantity discrepancies, missing POs
- Late payments costing early-pay discount opportunities
- Vendor concentration risk (top 3 vendors = majority of spend)
- Manual approval bottlenecks delaying payment cycles

## HOW TO USE (Step-by-Step)

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- STEP 1** Open the playbook to Agent Prompt #3: AP Invoice Matching & Automation
- STEP 2** Copy the complete prompt (ROLE / CONTEXT / INSTRUCTIONS / OUTPUT sections)
- STEP 3** Paste into Claude or ChatGPT. Attach sample\_ap\_invoices.csv
- STEP 4** Review agent output: findings, savings estimates, action recommendations
- STEP 5** Enter the savings figure into PE EBITDA Calculator to model EBITDA impact

Copy Prompt #3 from the playbook. Paste into Claude/ChatGPT. Attach this CSV. The agent will analyze match rates, flag exceptions, calculate savings from automating the 3-way match process, and recommend approval threshold policies.

150 invoices | \$8.48M total | 139 overdue | \$553K outstanding | Avg DSO: 9.8 days past due

**CONNECTS TO:** PE EBITDA Calculator -> Operational Leakages -> Admin Burden section

### DATA COLUMNS

invoice\_number, customer\_name, invoice\_date, due\_date, payment\_date, invoice\_amount, amount\_paid, balance\_outstanding, days\_past\_due, credit\_terms, customer\_segment, sales\_rep

### WHAT THE AGENT WILL FIND

- DSO analysis by customer segment (SMB vs Enterprise)
- \$553K in outstanding balances — prioritized collection queue
- Customers consistently paying late despite Net 30 terms
- Working capital trapped in receivables that could be freed

### HOW TO USE (Step-by-Step)

- STEP 1** Open the playbook to Agent Prompt #7: AR & Working Capital Optimization
- STEP 2** Copy the complete prompt (ROLE / CONTEXT / INSTRUCTIONS / OUTPUT sections)
- STEP 3** Paste into Claude or ChatGPT. Attach sample\_ar\_receivables.csv
- STEP 4** Review agent output: findings, savings estimates, action recommendations
- STEP 5** Enter the savings figure into PE EBITDA Calculator to model EBITDA impact

Copy Prompt #7 from the playbook. Attach CSV. The agent calculates DSO by segment, identifies chronic late payers, estimates working capital release from DSO improvement, and builds a prioritized collection action list.

180 POs | \$6.16M total | 139 late deliveries (77.2%) | 124 manual approvals (68.9%) | 15 suppliers

**CONNECTS TO:** PE EBITDA Calculator -> Operational Leakages -> Supply Chain section

#### DATA COLUMNS

po\_number, supplier\_name, order\_date, requested\_delivery\_date, actual\_delivery\_date, po\_value, num\_line\_items, approval\_method, commodity\_category, buyer\_name

#### WHAT THE AGENT WILL FIND

- 77% of deliveries are late — supplier performance scorecards needed
- 69% of POs manually approved — automation candidates for routine reorders
- Supplier delay patterns by commodity category
- Cost of expediting and premium freight from late deliveries

#### HOW TO USE (Step-by-Step)

- STEP 1** Open the playbook to Agent Prompt #5: Supply Chain PO & Lead-Time Optimization
- STEP 2** Copy the complete prompt (ROLE / CONTEXT / INSTRUCTIONS / OUTPUT sections)
- STEP 3** Paste into Claude or ChatGPT. Attach sample\_supply\_chain\_po.csv
- STEP 4** Review agent output: findings, savings estimates, action recommendations
- STEP 5** Enter the savings figure into PE EBITDA Calculator to model EBITDA impact

Copy Prompt #5 from the playbook. Attach CSV. The agent scores each supplier on on-time delivery, identifies auto-approvable PO patterns, calculates the cost of manual processing, and recommends reorder point automation.

40 contracts | \$9.89M total annual value | Discounts up to 25% | Mixed auto-renew and escalation clauses

**CONNECTS TO:** PE EBITDA Calculator -> Operational Leakages -> Admin Burden section

### DATA COLUMNS

customer\_name, contract\_start\_date, contract\_end\_date, annual\_value, original\_value\_at\_signing, auto\_renew, escalation\_clause, last\_price\_increase\_date, payment\_terms, discount\_pct, customer\_segment

### WHAT THE AGENT WILL FIND

- Contracts with 25% discounts that have never been renegotiated
- Expired contracts still running on outdated pricing
- Missing escalation clauses leaving margin on the table
- Revenue at risk from contracts expiring in the next 90 days

### HOW TO USE (Step-by-Step)

- STEP 1** Open the playbook to Agent Prompt #6: Contract Value Capture & Pricing Intelligence
- STEP 2** Copy the complete prompt (ROLE / CONTEXT / INSTRUCTIONS / OUTPUT sections)
- STEP 3** Paste into Claude or ChatGPT. Attach sample\_contracts.csv
- STEP 4** Review agent output: findings, savings estimates, action recommendations
- STEP 5** Enter the savings figure into PE EBITDA Calculator to model EBITDA impact

Copy Prompt #6 from the playbook. Attach CSV. The agent identifies under-priced contracts, calculates revenue uplift from enforcing escalation clauses, flags expiring contracts needing renewal, and prioritizes renegotiation by value.

36 monthly records | 3 facilities | \$610K annual energy cost | Electricity + gas + water + demand charges

**CONNECTS TO:** PE EBITDA Calculator -> Operational Leakages -> Energy & Ops section

#### DATA COLUMNS

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month, facility\_name, electricity\_kwh, electricity\_cost, gas\_therms, gas\_cost, water\_gallons, water\_cost, production\_units, square\_footage, operating\_hours, peak\_demand\_kw, demand\_charges

#### WHAT THE AGENT WILL FIND

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- Energy cost per unit of production — identifies inefficient facilities
- Peak demand charges as % of total bill — load shifting opportunities
- Seasonal patterns for proactive scheduling optimization
- Cost per square foot benchmarking across facilities

#### HOW TO USE (Step-by-Step)

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- STEP 1** Open the playbook to Agent Prompt #4: Energy & Operations Cost Optimization
- STEP 2** Copy the complete prompt (ROLE / CONTEXT / INSTRUCTIONS / OUTPUT sections)
- STEP 3** Paste into Claude or ChatGPT. Attach sample\_energy\_ops.csv
- STEP 4** Review agent output: findings, savings estimates, action recommendations
- STEP 5** Enter the savings figure into PE EBITDA Calculator to model EBITDA impact

Copy Prompt #4 from the playbook. Attach CSV. The agent benchmarks energy intensity, identifies peak demand reduction opportunities, calculates ROI from load shifting, and recommends scheduling changes.

15 GL accounts | \$7.81M actual vs \$7.87M budget | 53 headcount | Revenue: \$150.9M

**CONNECTS TO:** EBITDA Analysis Report -> Executive Summary (SG&A = \$36M, 24%)

### DATA COLUMNS

gl\_account, account\_description, department, jan-dec (monthly actuals), budget\_annual, headcount

### WHAT THE AGENT WILL FIND

- Department-level budget variance analysis
- Cost per employee by function (Finance, HR, IT, Sales, Marketing)
- Accounts running over budget — root cause analysis
- SG&A as % of revenue vs industry benchmarks

### HOW TO USE (Step-by-Step)

- STEP 1** Open the playbook to Agent Prompt #8: SG&A Benchmarking & Overhead Reduction
- STEP 2** Copy the complete prompt (ROLE / CONTEXT / INSTRUCTIONS / OUTPUT sections)
- STEP 3** Paste into Claude or ChatGPT. Attach sample\_sga\_benchmark.csv
- STEP 4** Review agent output: findings, savings estimates, action recommendations
- STEP 5** Enter the savings figure into EBITDA Analysis Report to model EBITDA impact

Copy Prompt #8 from the playbook. Attach CSV. The agent compares actual vs budget by GL account, benchmarks cost ratios against industry, identifies overhead reduction candidates, and estimates EBITDA impact.

5 debt instruments | \$103M total debt | Blended rate ~7.7% | Term Loans + Revolver + Mezzanine + Equipment

CONNECTS TO: PE EBITDA Calculator -> Strategic Agents -> Capital Structure Agent

## DATA COLUMNS

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debt\_instrument, balance, interest\_rate, rate\_type, maturity\_date, covenant\_type, covenant\_limit, current\_ratio\_value, prepayment\_penalty\_pct, monthly\_ebitda

## WHAT THE AGENT WILL FIND

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- Refinancing opportunity: mezzanine note at 12% is 500bps above market
- Covenant headroom analysis — current leverage 3.82x vs 4.50x limit
- Maturity schedule risk — \$8M revolver matures in 18 months
- Interest savings from consolidating to a single term loan

## HOW TO USE (Step-by-Step)

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- STEP 1** Open the playbook to Agent Prompt #1: Capital Structure Optimization
- STEP 2** Copy the complete prompt (ROLE / CONTEXT / INSTRUCTIONS / OUTPUT sections)
- STEP 3** Paste into Claude or ChatGPT. Attach sample\_capital\_structure.csv
- STEP 4** Review agent output: findings, savings estimates, action recommendations
- STEP 5** Enter the savings figure into PE EBITDA Calculator to model EBITDA impact

Copy Prompt #1 from the playbook. Attach CSV. The agent analyzes the debt stack, identifies refinancing opportunities, calculates interest savings, stress-tests covenant compliance, and models optimal capital structure.

5 entities across TX, CA, NY, DE, NV | \$150M combined revenue | \$14.9M pretax income | Effective rates 0-30%

CONNECTS TO: PE EBITDA Calculator -> Strategic Agents -> Tax Arbitrage Agent

## DATA COLUMNS

entity\_name, jurisdiction, revenue, ebitda, pre\_tax\_income, effective\_tax\_rate, statutory\_rate, intercompany\_charges\_paid/received, tax\_loss\_carryforward, rd\_spend

## WHAT THE AGENT WILL FIND

- California entity paying 30% effective rate vs 21% federal — state optimization opportunity
- \$1.5M tax loss carryforward in New York not being utilized
- IP subsidiary in Nevada at 5% rate — intercompany pricing review
- R&D credit opportunities: \$2M combined R&D spend across TX and CA

## HOW TO USE (Step-by-Step)

- STEP 1** Open the playbook to Agent Prompt #2: Tax Arbitrage & Jurisdiction Optimization
- STEP 2** Copy the complete prompt (ROLE / CONTEXT / INSTRUCTIONS / OUTPUT sections)
- STEP 3** Paste into Claude or ChatGPT. Attach sample\_tax\_structure.csv
- STEP 4** Review agent output: findings, savings estimates, action recommendations
- STEP 5** Enter the savings figure into PE EBITDA Calculator to model EBITDA impact

Copy Prompt #2 from the playbook. Attach CSV. The agent maps the tax structure, identifies jurisdiction arbitrage, calculates R&D credit eligibility, models intercompany pricing scenarios, and estimates after-tax savings.

30 customers | \$8.55M current revenue | 19 at-risk (63%) | Avg NPS: 6.8

**CONNECTS TO:** PE EBITDA Calculator -> Operational Leakages -> Sales & SDR section

## DATA COLUMNS

customer\_name, segment, annual\_revenue\_current/prior\_year, first/last\_purchase\_date, total\_orders\_12mo/prior, support\_tickets\_12mo, nps\_score, payment\_status

## WHAT THE AGENT WILL FIND

- 19 customers flagged as churn risk (low NPS, declining orders, late payments)
- Revenue at risk: majority of the \$8.55M portfolio needs intervention
- Declining order frequency — leading indicator of churn
- High support ticket volume correlated with low NPS scores

## HOW TO USE (Step-by-Step)

- STEP 1** Open the playbook to Agent Prompt #11: Customer Revenue Protection
- STEP 2** Copy the complete prompt (ROLE / CONTEXT / INSTRUCTIONS / OUTPUT sections)
- STEP 3** Paste into Claude or ChatGPT. Attach sample\_customer\_churn.csv
- STEP 4** Review agent output: findings, savings estimates, action recommendations
- STEP 5** Enter the savings figure into PE EBITDA Calculator to model EBITDA impact

Copy Prompt #11 from the playbook. Attach CSV. The agent scores each customer's churn probability, prioritizes by revenue at risk, identifies intervention triggers, and recommends retention actions.

## Running the Full SEAS System in 5 Steps

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### STEP 1: Data Fitness Audit 2-4 hours

Before touching any agent prompt, run the Data Fitness Scorecard (Excel file #1). Use sample\_ap\_invoices.csv and sample\_supply\_chain\_po.csv to test the 10-field scoring. If score  $\geq 70\%$ , proceed. This validates that the sample data is agent-ready.

### STEP 2: Run Core Agent Prompts 1-2 hours per prompt

Start with the 3 core leakage agents:

- Prompt #5 + sample\_supply\_chain\_po.csv (Supply Chain)
- Prompt #3 + sample\_ap\_invoices.csv (Admin/AP)
- Prompt #4 + sample\_energy\_ops.csv (Energy)

Each prompt produces a findings report with specific savings estimates.

### STEP 3: Run Strategic Agent Prompts 1 hour per prompt

Then the 2 strategic agents:

- Prompt #1 + sample\_capital\_structure.csv (Refinancing opportunities)
- Prompt #2 + sample\_tax\_structure.csv (Tax optimization)

These target structural value creation beyond operational savings.

### STEP 4: Feed Results into Calculators 30 minutes

Take the savings estimates from each agent and enter them into:

- PE EBITDA Calculator -> Operational Leakages sheet (target savings column)
- MOIC Calculator -> AI Uplift Breakdown sheet (savings per category)

The calculators auto-compute EBITDA impact, MOIC, and IRR.

### STEP 5: Generate Board Materials 15 minutes

The ROI Calculator (Simple) produces a quick EV uplift number. The EBITDA Analysis Report provides the optimization path ranking. Together with the Gantt Template timeline, you have a complete IC memo package.

**TOTAL ESTIMATED TIME: 6-8 hours for complete end-to-end demo with all 9 datasets and 9 agent prompts**