

Sample Quotation Comparison

A normalized commercial view that makes hidden differences visible before price negotiation.

ILLUSTRATIVE
SAMPLE

This document demonstrates EDVIA Global's proposed deliverable format. Supplier A, Supplier B and Supplier C are fictional labels. Figures, findings and evidence statuses are illustrative and do not describe or endorse a real company.

ILLUSTRATIVE REQUIREMENT	COMPARISON CURRENCY
2,000 industrial socket outlets, one configuration	EUR
DESTINATION	COMPARISON DATE
Hamburg, Germany	Illustrative only - not a current market quotation

Commercial normalization

Product basis	Approved technical brief	Matches, 1 note	2 deviations
Unit price	Comparable basis	EUR 11.80	EUR 10.95
MOQ	2,000 units	1,000 units	2,000 units
Incoterm	FCA / FOB requested	FCA Istanbul	EXW Bursa
Lead time	Maximum 6 weeks	5-6 weeks	4-5 weeks
Payment	Open for review	40% / 60%	50% / 50%
Packing	Export carton + labels	Included	Carton included; label extra
Sample	2 approval units	Charged, credited	Charged, not credited
Documents	Defined set	Included	Some reports excluded
Warranty	Written terms	24 months	12 months

Why unit price is
not enough

Supplier B shows the lower unit price, but its EXW basis, extra labels, excluded reports and shorter warranty prevent a like-for-like decision. A landed and technically compliant comparison is required.

Illustrative cost bridge

Product value	EUR 23,600	EUR 21,900	2,000 units
Export packing	Included	Included	Label extra for B
Private label	Included	EUR 380	Artwork approval pending
Required report copy	Included	EUR 650	Scope to confirm
Domestic transport	Included to FCA	EUR 420 est.	EXW pickup
Illustrative subtotal	EUR 23,600	EUR 23,350	Before international freight

Commercial risks and open questions

- ✓ Do both offers use the same component brands, enclosure material and ingress-protection configuration?
- ✓ Are the reports tied to the exact catalogue reference and current production revision?
- ✓ Does the quoted packing survive the agreed route and contain the required labels and instructions?
- ✓ Who pays for retesting or replacement if an approved component is substituted?
- ✓ What are the bank charges, validity period, currency exposure and late-delivery remedies?

Recommendation format

Conditional preference: Supplier A

Supplier A is the cleaner commercial baseline at this stage. Supplier B remains competitive if technical deviations, document exclusions and delivery basis are resolved in writing. Final selection follows sample and evidence review.

Buyer approval points

- ☐ Approve the normalized product configuration and all written deviations.
- ☐ Confirm Incoterm, named place, export packing and loading responsibility.
- ☐ Confirm sample, document, tooling and test costs.
- ☐ Confirm payment milestones and required production evidence.
- ☐ Authorize negotiation target and preferred supplier order.