SUPPLIER COMPARISON SPRINT

ILLUSTRATIVE EXAMPLE - FICTIONAL DATA

One RFQ. Three quotes. One clearer decision.

Buyer-side commercial comparison - not technical approval or a supplier audit

PROBLEM

The lowest unit quote may not be the lowest spend for the first 500 units. MOQ, freight, lead time and payment alter the decision.

REQUIREMENT

500 non-safety-critical powder-coated document tray brackets for a packaging-machine accessory. Four-week target. Material and finish must match the buyer drawing; the buyer retains technical sign-off.

Normalized first-batch comparison

QUOTE	UNIT / MOQ	FREIGHT / SETUP	STATED SPEND	LEAD / PAYMENT	VALIDITY / OPEN POINT
A	$18.20 MOQ 500	$280 freight No setup stated	**$9,380** $18.76 / required unit	4 weeks 50% deposit; balance before dispatch	14 days Finish-inspection evidence not supplied
B	$15.40 MOQ 1,000	$640 freight $450 setup	**$16,490** $16.49 / purchased unit; 500 extra	7 weeks 100% prepaid	30 days Coating specification not confirmed
C	$19.10 MOQ 250	Freight included for stated destination	**$9,550** $19.10 / required unit	3 weeks Net 30 days	21 days Packaging / damage-claim terms missing

COMMERCIAL NORMALIZATION

C: US$170 above A

A is lowest at US$9,380; C is one week faster with later payment.

B: US$7,110 above A

MOQ 1,000 adds 500 units to the first order.
B has the lowest unit price.

MISSING DATA AND RISK FLAGS

A: finish-inspection evidence. B: written coating confirmation and a 500-unit re-quote. C: packaging and damage-claim terms. For all: verify freight/tax basis and technical conformity; stated figures are not guaranteed landed costs.

CONDITIONAL RECOMMENDATION

Prefer A if four weeks is acceptable and finish evidence passes. Consider C if the week saved matters and packaging terms are resolved. Reassess B only after a comparable 500-unit quote. The buyer makes the final technical and purchasing decision.