SSDWM · QUOTE REVIEW

Compare the quote, not the percentage.

Three quotes, one scope, one all-in cost. The cheapest fee often has the most unpriced work.

HOW TO USE THIS

Put three real quotes side by side. Fill every row, including the ones the seller does not mention. If a cell is blank, ask why before comparing the fee. The last page has the formula and the questions that expose a quote that is cheap only because the work is missing.

WHAT TO COMPARE	Quote A	Quote B	Quote C
Contracting party / who invoices			
Fee basis (order vs annual)			
Factory price visible? Rebate?			
Scope included			
Exclusions / who pays			
Verification			
Inspection / AQL			
Freight and documents			
Funding cost / day count			
Insurance / limit / recourse			
Deposit and milestones			
Lead time / Incoterm			
Liability / claims / exit			

If the seller will not put a number in a cell, treat the cell as a risk, not a gap in the form.

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The all-in number and the questions behind it.

ALL-IN LANDED COST

FOB + freight + duty + non-recoverable VAT + agent fee + funding + insurance + inspection + FX

Quote every line separately. A bundled number is not a lower number; it is a number you cannot check.

SEVEN QUESTIONS THAT EXPOSE A CHEAP QUOTE

01 Who is legally responsible if the goods fail inspection?

02 Is the factory price visible, and do you take a supplier rebate?

03 What is excluded from the fee — and who pays for it?

04 What AQL and inspection method will be used, and who inspects?

05 Is the funding cost quoted on the advanced amount, and over how many days?

06 What is the insured limit, the deductible and the recourse position?

07 What happens if I want to move supplier or end the programme?

RED FLAGS IN A QUOTE

- A percentage with no scope, no named person and no response time.
- A funding rate that is not tied to an advance amount or a day count.
- An inspection promise with no standard, no sample size and no report format.
- Insurance mentioned without a limit, a deductible or an insurer.
- A demand for 100% before inspection, or a bank account in a third party's name.
- Pressure to sign today because the price expires, before the entity is verified.

If a quote cannot fill these rows, it is not a comparable quote yet.

SEND US THE THREE QUOTES

We will mark what is unpriced, missing or double-counted.

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No form. No obligation. A written answer, not a sales call.