Supplier decision example

Compare a complete order, not just a unit price. Requirement: 980 flat-packed storage boxes, 400 x 300 x 250 mm internal size, double-wall board, within 14 calendar days.

Synthetic demonstration only. All suppliers, quotes and assumptions are fictional. No client data, real supplier quotes, achieved results or savings are represented.

Order comparison (USD)	Alder Carton	Birch Pack	Grove Carton
Quote / boxes per pack	$42.00 / 20	$48.00 / 25	$91.00 / 50
Quoted price per box	$2.10	$1.92	$1.82
Minimum order (packs)	40	40	25
Whole packs to purchase	49	40	25
Boxes purchased / excess	980 / 0	1,000 / 20	1,250 / 270
Goods amount	$2,058.00	$1,920.00	$2,275.00
Freight	$85.00	Unknown	$0.00 included
Tax	$171.44	Unknown	$182.00
All-in order amount	**$2,314.44**	**Unknown**	**$2,457.00**
Quoted specification	Match	Match	Mismatch
Lead time (calendar days)	10	12	7

Conditional recommendation

Shortlist Alder, pending written confirmation. It is the only complete, quoted-specification match in this example. Confirm the sample, stock, delivery and final charges before deciding. Birch may still be better once costs are known. Grove quoted single-wall and needs a double-wall requote.

Questions and next actions

Alder: Is the double-wall sample approved and the 10-day delivery firm? Does $2,314.44 include every required charge?

Birch: Provide freight, tax rate/basis and any other fees. Confirm delivery for 1,000 boxes within 12 days.

Grove: Requote double-wall boxes and confirm the pack size, minimum order, delivered cost and lead time.

Next: Purchasing updates the quote inputs; operations confirms the sample and timing. Recalculate, compare again and make a separate purchase decision.

Calculation basis

MOQ means minimum order quantity, expressed here in whole packs. Order packs = max(round up required boxes / pack size, MOQ). Goods = packs x pack price. Tax = 8% x (goods + freight) for Alder and Grove, rounded to cents. Birch tax and freight remain unknown. This is a fictional tax convention, not a jurisdiction-specific rule. No value is assigned to excess stock.