IndiAndes

SAMPLE FORMAT

SOURCING AND PROCUREMENT

Supplier comparison matrix

> This is a format sample. Every company, price, date and finding below is invented to show how the deliverable is structured. It does not describe a real supplier, project or client.

PREPARED FOR	REFERENCE	ISSUED	PREPARED BY
Sample Client Ltd.	IA-CM-0000	12 March 2026	IndiAndes — New Delhi operations

Commercial terms, side by side

Quotations arrive in different shapes: some include packing, some quote ex-works, some quote a different construction than the one requested. This matrix restates all three on identical terms so the comparison is real.

	SUPPLIER A	SUPPLIER B	SUPPLIER C
Unit price, FOB Nhava Sheva	US$7.90	US$7.40	US$8.15
Estimated landed, San Antonio	US$9.05	US$8.60	US$9.30
Minimum order quantity	3,000 pcs	5,000 pcs	2,500 pcs
Lead time from approved sample	45 days	60 days	40 days
Payment terms	30% / 70% B/L	50% / 50%	30% / 70% B/L
Sample lead time	12 days	18 days	10 days
Observed monthly capacity	~90,000 pcs	~40,000 pcs	~140,000 pcs
OEKO-TEX Standard 100	Yes, expires 11/2026	Yes, current	Yes, current
Accepts third-party inspection	Yes	Yes, with notice	Yes
Prior export to Latin America	Yes, Peru and Colombia	No	Yes, Brazil
Response time during search	1 working day	4 working days	2 working days

> Landed estimates use a single freight quotation taken on the same day for all three, so the difference reflects the supplier and not the shipping date.

What the numbers do not show

- Supplier B is cheapest per piece, but its minimum order raises first-order exposure by roughly US$14,800 against Supplier A
- Supplier B quoted 190 TC until challenged, then requoted at the specified 200 TC — the price above is the corrected quotation
- Supplier C has the strongest capacity but the smallest share of business at your volume, which affects how much attention the order receives
- Supplier A was the only one to volunteer a shrinkage tolerance in writing
- Response time during a quotation window is the cheapest available signal of what follow-up will feel like in production

Commercial read

On price alone the order goes to Supplier B. On total first-order risk it goes to Supplier A: a lower minimum, a faster sample, a shorter lead time and a demonstrated route into the region. The gap of US$0.45 per piece buys a supplier who has shipped this distance before.