

ILLUSTRATIVE FORMAT - ALL SUPPLIERS AND FIGURES ARE FICTIONAL

China Supplier Shortlist

Illustrative brief: clamp-on powder-coated steel cable-management tray for office desks; 500 units delivered to a UK warehouse. The purpose of this sample is to show the report format, not to recommend a real product or supplier.

PRODUCT	QUANTITY	DESTINATION
Clamp-on steel cable tray	500 units	United Kingdom

Decision Snapshot

Candidate	Commercial position	Evidence position	Decision status
Supplier A	Lowest illustrative unit price; MOQ fits.	Material declaration and coating evidence not supplied.	Hold pending documents
Supplier B	Mid-price; sample offered; shorter stated lead time.	Clearer business identity; product evidence still incomplete.	Best first conversation
Supplier C	Highest price; strongest packaging customization claim.	Profile details visible; no independent inspection evidence.	Fallback / packaging option

Provisional Recommendation

Open a clarification conversation with Supplier B first. Its illustrative commercial position is not the cheapest, but it creates the cleanest route to a comparable sample. Do not place an order until the material, coating, load-test, packaging and payment questions on page 3 are answered.

Confidence: low to moderate. This is a desk-research shortlist. Supplier claims remain claims until evidence, samples and independent checks support them.

Commercial Comparison

Example figures below demonstrate how like-for-like claims are recorded. They are deliberately fictional and must not be used as quotations, budgets or supplier recommendations.

Field	Supplier A	Supplier B	Supplier C
Channel / profile	Illustrative B2B marketplace listing	Illustrative manufacturer profile	Illustrative wholesale profile
Unit-price claim	GBP 4.10 at 500	GBP 4.55 at 500	GBP 5.05 at 500
MOQ claim	300 units	500 units	200 units
Sample position	Paid sample; terms unclear	Paid sample; stated credit against order	Sample offered; freight excluded
Lead-time claim	25-30 days	18-24 days	28-35 days
Payment claim	30% deposit / balance before dispatch	Marketplace protection offered	Terms not visible
Main open issue	Coating and material evidence	Load-test method and tolerances	Legal identity and packaging minimums

Illustrative Landed-cost Scenario

Input	Example assumption	Why it remains provisional
Goods value	500 x GBP 4.55 = GBP 2,275	Price, specification and payment protection not confirmed.
Packaging / inland China	GBP 180 scenario allowance	Requires supplier packing detail and collection point.
International freight	GBP 520 scenario allowance	Requires weight, volume, route, Incoterm and live freight quote.
Duty and import VAT	Not calculated in this sample	Commodity code, customs value and VAT treatment must be confirmed.
Indicative pre-duty subtotal	GBP 2,975 / GBP 5.95 per unit	A scenario for comparison only, not a landed quotation.

Interpretation: the unit-price headline moves from GBP 4.55 to an illustrative GBP 5.95 before duty, import VAT, domestic delivery, inspection, finance cost, defects or returns. The missing inputs matter more than a small difference between supplier headline prices.

Evidence Gaps and Next Actions

The shortlist does not convert online claims into verified facts. It converts uncertainty into a focused request list before samples or inventory consume cash.

Check	Ask for	Current sample status
Legal identity	Registered business name, address and matching payment beneficiary.	Unconfirmed for all three fictional candidates.
Specification	Dimension drawing, steel grade, thickness, finish, clamp range and tolerances.	Partial listing claims only.
Performance	Load rating, test method, test report and production inspection method.	No reviewed evidence.
Coating / materials	Material declaration and applicable restricted-substance evidence.	No reviewed evidence.
Quality process	Incoming, in-process and final inspection checklist; defect handling terms.	Claims only.
Packaging	Unit and master-carton specification, carton count, dimensions and gross weight.	Needed for freight comparison.
Commercial protection	Sample terms, payment schedule, buyer protection, Incoterm and remedy for non-conformance.	Not agreed.

Recommended Sequence

1	Freeze the brief. Confirm dimensions, finish, load rating, packaging and destination.
2	Request comparable evidence. Send the same document and question list to each candidate.
3	Re-price like for like. Compare the same quantity, packing, Incoterm and payment protection.
4	Order samples. Record measurement, finish, fit, packaging and load-test results.
5	Use independent checks where risk justifies them. Do not substitute an online badge for inspection or testing.

Scope Boundary

Sorellon's fixed-fee sprint is desk research and commercial triage. Goods, samples, factory audits, physical inspection, laboratory testing, certification, legal advice, freight booking and supplier-performance guarantees are outside this package unless separately and explicitly scoped.