

Quote comparison report

Normalized supplier quote analysis for purchasing review

Target quantity	500 units (inferred)
Comparison currency	EUR FX: DISABLED
Currencies found	CHF, EUR, GBP, USD
AI fallback	Not needed

Decision snapshot

No final landed-cost winner is declared yet because at least one required commercial component is still unresolved or the scopes are not fully comparable.

1. Supplier comparison

Supplier	Curr.	Qty	Quoted	Normalized	Unit cost	Freight	Status
PackItalia S.r.l.	EUR	500	980.00	980.00	1.96	Included	VAT/tax excluded; duties/customs unclear
KartonWerk GmbH	EUR	500	840.00	840.00	1.68	Excluded	freight excluded; required finish excluded +
NorthBox Packaging Ltd	GBP	600	943.00	-	-	Included	Comparable
BoxForge LLC	USD	500	1,008.00	-	-	Included	Comparable
Alpine Carton AG	CHF	500	915.00	-	-	Included	Comparable
Meridian Pack Solutions	EUR	-	-	-	-	Unclear	Comparable

Normalized amounts use EUR. Headline totals are not the same as landed cost.

2. Landed-cost readiness

A final landed cost is shown only when all required monetary components are supported. Otherwise QuoteCompare shows the known-cost floor and exactly what is missing.

Supplier	Known floor	Landed total	Per unit	Readiness
PackItalia S.r.l.	1,195.60	-	-	Missing: duties/customs treatment
KartonWerk GmbH	840.00	-	-	Missing: freight amount, VAT/tax amount or rate, duties/customs treatment
NorthBox Packaging Ltd	-	-	-	Missing: quoted total / FX rate, duties/customs treatment
BoxForge LLC	-	-	-	Missing: quoted total / FX rate, VAT/tax amount or rate, duties/customs amount
Alpine Carton AG	-	-	-	Missing: quoted total / FX rate, duties/customs amount
Meridian Pack Solutions	-	-	-	Missing: quoted total / FX rate, freight inclusion, VAT/tax treatment

Why there is no winner yet

At least one offer still has unresolved freight, tax, duty, quantity or scope information. Ranking these as final landed costs would be misleading.

3. Supplier-by-supplier review

PackItalia S.r.l.

EUR | Qty 500

Payment	30% deposit, 70% before shipment
Lead time	12-15 business days after artwork approval
Transit	Not stated
VAT / tax	Excluded
Duties / customs	Unclear
Validity	30 days

Attention

- VAT/local tax appears excluded from the quoted total.

Questions to send the supplier

- Please confirm the applicable VAT/tax rate or amount to be added to the quotation.
- Please confirm the delivery Incoterm (for example EXW, DAP or DDP), if applicable.

KartonWerk GmbH

EUR | Qty 500

Payment	/ payment: 100% before production for first order
Lead time	/ lead time: approx
Transit	Not stated
VAT / tax	Excluded
Duties / customs	Unclear
Validity	14 days

Attention

- Required matte lamination appears to be excluded.
- Freight/shipping appears excluded or buyer-scoped; landed cost may be incomplete.
- VAT/local tax appears excluded from the quoted total.

Questions to send the supplier

- Please provide the freight/shipping cost to the requested delivery location.
- Please confirm the applicable VAT/tax rate or amount to be added to the quotation.
- Please confirm the delivery Incoterm (for example EXW, DAP or DDP), if applicable.

NorthBox Packaging Ltd

GBP | Qty 600

Payment	50% with order, balance net 15 days from dispatch
Lead time	8-10 working days from proof approval
Transit	Not stated
VAT / tax	Zero-rated / export
Duties / customs	Unclear
Validity	21 days

Attention

- Quantity mismatch: quote is explicitly for 600 units, while the other quotes indicate a 500-unit target.

Questions to send the supplier

- Please clarify whether import duties/customs brokerage are included or payable by the buyer.
- Please confirm the delivery Incoterm (for example EXW, DAP or DDP), if applicable.

BoxForge LLC		USD Qty 500
Payment	credit card or wire, 100% at order	
Lead time	10 business days	
Transit	5-7 business days	
VAT / tax	Excluded	
Duties / customs	Excluded	
Validity	10 days	

Attention

- VAT/local tax appears excluded from the quoted total.
- Import duties/customs charges appear excluded.

Questions to send the supplier

- Please confirm the applicable VAT/tax rate or amount to be added to the quotation.
- Please estimate any import duties/customs or confirm the applicable Incoterm.
- Please confirm the delivery Incoterm (for example EXW, DAP or DDP), if applicable.

Alpine Carton AG		CHF Qty 500
Payment	Net 30 days	
Lead time	14 business days after proof approval	
Transit	Not stated	
VAT / tax	Zero-rated / export	
Duties / customs	Excluded	
Validity	20 days	

Attention

- Import duties/customs charges appear excluded.

Questions to send the supplier

- Please estimate any import duties/customs or confirm the applicable Incoterm.
- Please confirm the delivery Incoterm (for example EXW, DAP or DDP), if applicable.

Meridian Pack Solutions		EUR Qty -
Payment	Not stated	
Lead time	Not stated	
Transit	Not stated	
VAT / tax	Unclear	
Duties / customs	Not expected / not applicable	
Validity	Unclear	

Attention

- Total could not be extracted reliably.

Questions to send the supplier

- Please confirm the final payable quotation total and currency.
- Please confirm the total order quantity covered by this quotation.
- Is freight/shipping included in the quoted total? If not, please provide the amount and delivery basis.
- Please clarify the applicable VAT/tax treatment and whether it is included in the total.
- Please confirm the delivery Incoterm (for example EXW, DAP or DDP), if applicable.
- Please confirm the production/lead time from order or artwork approval.
- Please confirm the payment terms and payment milestones.
- How long is this quotation valid?

4. Purchasing conclusions

- Multiple currencies detected. Totals are normalized to EUR when a timestamped reference rate is available.
- PackItalia S.r.l.: VAT/local tax appears excluded from the quoted total.
- KartonWerk GmbH: Required matte lamination appears to be excluded.
- KartonWerk GmbH: Freight/shipping appears excluded or buyer-scoped; landed cost may be incomplete.
- KartonWerk GmbH: VAT/local tax appears excluded from the quoted total.
- NorthBox Packaging Ltd: Quantity mismatch: quote is explicitly for 600 units, while the other quotes indicate a 500-unit target.
- BoxForge LLC: VAT/local tax appears excluded from the quoted total.
- BoxForge LLC: Import duties/customs charges appear excluded.
- Alpine Carton AG: Import duties/customs charges appear excluded.
- Meridian Pack Solutions: Total could not be extracted reliably.
- A purchasing recommendation should normalize scope, freight/Incoterms, taxes/duties, lead time and payment terms before selecting a supplier.

How to use this report

Use this report as decision support, not as a substitute for checking the source quotation. Before committing to a supplier, resolve every material blocker and confirm any tax, customs, freight or contractual term that remains unclear.

Method note

QuoteCompare combines deterministic extraction, OCR where needed, confidence-gated AI reconciliation, timestamped FX normalization and conservative landed-cost rules. Unknown monetary components remain unknown rather than being guessed.