

Quote Comparison Across Incoterms

Logistics & Trade

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This guide explains what the tool produces, how to use the output, and what to watch for. The actual output (draft/report) is generated on the tool page.

Background

Normalises supplier quotes given on different Incoterms (EXW vs FOB vs CIF, etc.) to a comparable landed basis by adding the missing cost legs, so you can pick the true best value. Use it when suppliers quote on different terms.

Purpose of this tool & output

Normalise quotes given on different Incoterms

How the output is used

Use it to normalise quotes given on different Incoterms to a like-for-like basis so you compare fairly.

Who should vet it

A freight forwarder, to confirm the cost elements added or removed per Incoterm.

Important cautions

AI-generated normalisation; confirm the added cost legs.

Companion documents

- Incoterms Selector
- Incoterms Responsibility Matrix
- Risk-Transfer Point Explainer

This is AI-assisted guidance. Verify with a qualified professional before any binding decision. Fees, authorities and processes vary by state and change over time — confirm with your state authority.