Supplier capability *comparison*



We score five named suppliers against eight agreed operational criteria.

Who it helps

Buyers, bid managers and SME suppliers

The problem to solve

Supplier discussions can produce confident claims that are difficult to weigh consistently across bidders.

Working through the brief

1. **Confirm eight agreed criteria**

   Gather the agreed inputs. Your purchasing category, constraints and supplier qualification criteria.

2. **Compare five named suppliers**

   Track “Supplier” and “Agreed criterion” together so the reviewer can connect the source information to the result.

3. **Record scores and evidence**

   Use the scorecard to check which capabilities are supported by evidence and what requires due diligence.

4. **Check the scope at handover**

   Supplier contracts, tender submission and commercial approval stay with the client.

Worked example

Two suppliers claim the same capacity. Compare the evidence basis and outstanding checks alongside the claim.

Read the service scope / BID-003

Sparkle Solutions Group Ltd.

info@sparklesolgroup.com +44 20 3307 6468 sparklesolgroup.com

71-75 Shelton Street, Covent Garden, London, WC2H 9JQ, United Kingdom