Compare the true delivered cost

Align price boundaries, cash timing and risk before selecting an offer.

Three different questions.

What will be invoiced? How much cash is tied up, and for how long? What could interrupt delivery? These questions are connected, but they are not interchangeable. A useful commercial comparison keeps all three visible instead of compressing them into a single unsupported saving claim.

Put offers on one boundary.

For each offer, record product specification, currency, quantity and measurement basis, pricing period, delivery rule, named point and delivery window. A lower headline price is not automatically a lower cost at the same receiving point. This guide supplies a comparison method, not market prices.

Build cost only once.

Begin with the quoted price on its actual basis. Add only the freight, insurance, port and terminal costs, storage, inspection, inland delivery, applicable non-recoverable taxes and financing cost that are not already included. Record who pays each item and whether it is firm, estimated, conditional or unknown. Leave unknowns explicit rather than set them to zero.

Do not confuse carriage with risk transfer.

Under Incoterms 2020 C rules, the named destination and the delivery/risk-transfer point are not the same. A CFR or CIF price can include carriage to destination while risk transfers earlier. Review the contract with an appropriate trade specialist; the delivery term alone does not decide payment, title or all dispute provisions. [S04, S05]

Show cash timing separately.

Record deposits or prepayment, shipment timing, inventory duration and the expected customer settlement. Distinguish the amount of working capital from the cost of financing it. Recoverable taxes may affect timing without remaining a permanent expense. The treatment depends on the actual tax and contractual situation and requires review.

Keep disruption visible.

Describe relevant cases: delayed loading, receiving congestion, documentation mismatch or product rejection. Assign the response owner and identify contractual allocation. Do not automatically add hypothetical disruption to invoiced delivered cost. A scenario is a sensitivity, not an approved premium.

Use a decision record.

The final comparison should show known cost, unresolved assumptions, cash requirements, exception scenarios and the next verification action. It should not imply that ANFAXIS provides finance, offers hedging execution, guarantees a savings level or has secured a particular freight rate.

Cited references

[S04] ICC · Incoterms 2020 Q&A — https://library.iccwbo.org/clp/clp-incoterms-qa-2020.htm?AGENT=ICC_PRT

[S05] ICC Academy · Incoterms 2020 C and D rules — https://academy.iccwbo.org/incoterms/article/incoterms-2020-c-or-d-rules/