

TENDER & ENGINEERING STARTER PACK

Lighting Quotation Comparison Checklist

Compare project quotations on scope, engineering basis, documents, quality, delivery, and lifecycle - not wattage and unit price alone.

IMPORTANT

Normalize every offer to the same project inputs and scope before comparing. A lower unit price may exclude poles, foundations, controls, documents, packing, inspection, spares, commissioning, or required performance.

Comparison point	Supplier A	Supplier B	Supplier C
PROJECT BASIS			
Same country/site, application, quantity, road/area geometry, and project stage	☐	☐	☐
Same target maintained lux, uniformity, CCT, operating hours, controls, and backup days	☐	☐	☐
Assumptions, exclusions, deviations, and missing inputs are clearly listed	☐	☐	☐
SYSTEM & PERFORMANCE			
Product structure and configuration suit the site; selection is not based on wattage alone	☐	☐	☐
Optics, IES/LDT, DIALux/Relux basis, mounting height, spacing, tilt, and MF are comparable	☐	☐	☐
PV, battery, controller, driver, SPD, communications, and environmental ratings are defined	☐	☐	☐
POLES & CIVIL SCOPE			
Pole/mast height, material, thickness, flange, anchor bolts, wind basis, and coating are comparable	☐	☐	☐
Foundation responsibility and any soil/geotechnical assumptions are clear	☐	☐	☐
Installation, civil works, cabling, cabinet, grounding, tools, and commissioning scope are aligned	☐	☐	☐
DOCUMENT & TENDER SUPPORT			
Datasheet, IES/LDT, DIALux, drawings, BOQ matching, compliance matrix, and deviation sheet are mapped	☐	☐	☐
Certificates/test reports are valid for the offered model and configuration	☐	☐	☐
Packing list, inspection records, O&M; manuals, acceptance, training, and handover files are included	☐	☐	☐
QUALITY & DELIVERY			
Inspection/testing plan, traceability, warranty basis, spares, replacement access, and after-sales path are clear	☐	☐	☐
Packing method, package markings, transport documents, Incoterm, lead time, and delivery location are comparable	☐	☐	☐
Offer validity, payment terms, currency, taxes/duties, and change-control process are aligned	☐	☐	☐
LIFECYCLE REVIEW			
Energy, battery replacement, routine maintenance, failure access, downtime, and spare strategy are considered	☐	☐	☐
Quoted design supports expected environmental exposure and maintenance capability	☐	☐	☐
Final shortlist is based on total compliant scope and documented risk, not lowest line-item price	☐	☐	☐

Unresolved differences	
Clarifications required	
Recommended next review	☐ Engineering ☐ Tender/compliance ☐ Commercial ☐ Logistics ☐ Site/civil

COMPARISON BOUNDARY
This checklist does not calculate total cost of ownership. Use confirmed local energy tariffs, civil-work costs, maintenance assumptions, and replacement intervals for any 5-year or 10-year TCO comparison.

Supplier summary and decision record

Supplier A - strengths / gaps	
Supplier B - strengths / gaps	
Supplier C - strengths / gaps	
Decision rationale	
Reviewer / date	