

C&I BESS Quote Comparison Matrix

Use this before comparing price. Complete each supplier column from the quotation, datasheet and written clarifications. Mark exclusions, unclear items and separate charges before deciding which quote is cheaper.

1	Confirm the quoted system boundary.
2	Normalize technical capability and integration scope.
3	Add missing required scope back into the comparison.
4	Compare normalized cost and fit-for-purpose value - not sticker price alone.

A. Technical Scope and System Capability

Comparison item	What to check	Supplier A	Supplier B	Supplier C
Quoted system boundary	Battery-only, battery + PCS, or all-in-one AC system?			
Nominal energy (kWh)	Rated battery energy stated in the quotation or datasheet.			
Usable energy (kWh)	Available capacity within the quoted operating window.			
Continuous power (kW)	Continuous charge/discharge power; do not compare peak power only.			
System duration	Power-to-energy relationship and intended duty duration.			
C-rate	Check whether the quoted system supports the required operating duty.			
PCS	Included? Record brand/model, rating and relevant grid capability.			
EMS	Peak shaving, TOU, PV coordination, backup, scheduling, monitoring.			
Communication	Protocols, interfaces and third-party integration requirements.			
Cooling	Air cooling, liquid cooling or other thermal-management scope.			
Fire protection	Detection and suppression equipment included in the quoted system.			

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B. Compliance, Support and Commercial Terms

Comparison item	What to check	Supplier A	Supplier B	Supplier C
Other electrical scope	Switchgear, transformer, metering or distribution equipment if applicable.			
Transport documentation	Documents required for shipment of the exact quoted battery configuration.			
Target-market compliance	Applicable product conformity requirements for the destination market.			
Grid / PCS requirements	Project- or market-specific grid-connection requirements where relevant.			
Commissioning	Included, remote, on-site, optional or charged separately?			
Technical support	Installation guidance, communication setup and troubleshooting support.			
Warranty	Term, conditions, exclusions, performance terms and claim process.			
Spare parts / replacement	Availability, response process and separately priced spare package.			
Incoterm	EXW, FOB, CIF, DDP, etc. Compare quotations on the same commercial boundary.			
Freight / insurance	Included or excluded? Confirm destination and quoted transport scope.			
Payment / quantity / lead time	Normalize payment terms, project quantity, MOQ and delivery assumptions.			

C. Final Comparison

Decision check	Supplier A	Supplier B	Supplier C
Quoted price			
Estimated cost of missing required scope			
Normalized comparable cost			
Required scope met? / major unresolved risk			
Overall fit-for-purpose value			

Decision rule: A lower quotation is only cheaper if it still covers the required technical, compliance, integration and support scope after missing items are added back. Choose the best **fit-for-purpose value**, not automatically the lowest sticker price.

This worksheet is a procurement comparison aid and does not replace project-specific engineering, compliance or contractual review.