

Commercial Delivery Review Guide

Fit before price. Understand the work before making the commitment.

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What “fit” means

Capacity Fit: do the right resources exist for the work?

Service Fit: can the required delivery experience be performed to the expected standard?

Commercial Fit: does the proposed relationship make business sense for both sides?

Possible preliminary outcomes

A review may indicate Fit, Conditional Fit, Review Required, or Not a Fit. These outcomes are intended to create focus and transparency, not to classify a business as a good or bad customer.

Commercial progression

Requirement -> Preliminary Fit -> Operational Review -> Economic Review -> Commercial Decision. A quote is an output of approved operational and economic review, not the starting point.

What to prepare

Product and shipment characteristics; geography; delivery frequency and volume; timing and appointment expectations; handling requirements; customer-facing service expectations; equipment or personnel requirements; known exceptions or access constraints; and the responsibilities you want SXP to carry.

SXP doesn't manufacture prices before understanding the work.

This resource is informational. It is not a quote, service acceptance, capacity commitment, contract, or pricing obligation. Specific service commitments are defined through approved scope and written commercial confirmation.