

ORIGINAL-VALUE ASSET

MGO Offer Comparison Worksheet

A side-by-side procurement worksheet for comparing the analytical evidence behind two MGO offers - not just the headline grade.

How to use this worksheet
Complete only with evidence available for the actual commercial offer. Blank fields do not imply a requirement in every market; they are prompts for procurement review.

1. Compare the offer and the evidence

Field	Offer A	Offer B
Commercial grade claimed	_____	_____
Actual MGO result (mg/kg)	_____	_____
DHA result, if relevant	_____	_____
Sample / batch identifier	_____	_____
Laboratory + facility	_____	_____
Method / scope checked	_____	_____
Report issue date	_____	_____
Specification threshold	_____	_____
Named scheme, if any	_____	_____
Origin support reviewed	_____	_____
Pack format / size	_____	_____
MOQ / lead time	_____	_____
Indicative price + date	_____	_____
Unresolved evidence gaps	_____	_____

2. Decision questions

☐	Does the laboratory result belong to the lot actually being offered?
☐	Are the analyte, unit, method and result visible together?
☐	Does the actual result support the claimed commercial threshold?
☐	Is a private grading scheme named accurately rather than implied as law?
☐	Is origin supported separately rather than inferred from MGO?
☐	Are price, MOQ and lead time compared only after evidence quality is understood?

Before you decide

A higher MGO number is not a substitute for batch identity, origin support, a relevant laboratory report, a defined specification or a commercially workable offer. Record evidence gaps before comparing price.

Decision / follow-up:
