SeedMatch Group

Greenhouse Proposal Comparison Checklist

Free buyer worksheet | Technical scope first, commercial terms second

1. Freeze one technical brief

Use the same crop, site, covered area, phases, weather basis, water analysis and energy capacity for every proposal. Record unknown inputs and request the appointed engineer's review.

2. Check the complete system

Compare structure and covering, climate equipment, irrigation and fertigation, water treatment, growing systems, electrical supply, sensors and controls. Ask for drawings, design calculations and interface responsibilities.

3. Normalise commercial terms

Record the actual quoted currency, area, delivery basis and named place, validity, itemised prices, taxes, freight, payment milestones and change-order terms. Never estimate a missing-scope price without a stated basis.

4. Resolve installation and schedule

Confirm civil works, unloading, erection labour, supervision, utility connections and acceptance tests. Record dated commitments and dependencies; no generic delivery or first-harvest period is confirmed.

5. Read warranty and handover boundaries

Request coverage, duration, start event, exclusions, claim route, labour and travel costs, spare parts, training, manuals and as-built drawings. Clarify who resolves cross-package defects.

6. Keep claims separate from evidence

Mark every line Included, Excluded, Optional or Unconfirmed. Distinguish supplier statements from documents reviewed by appointed professionals. Forecast energy, water, yield and savings are not guarantees.

This is procurement guidance, not engineering approval, a quotation or legal advice. No price, delivery, yield, warranty or supplier participation is guaranteed. Commercial sourcing starts at USD 250,000. Buyer tools are free; supplier communications remain mediated by SeedMatch Group.

Compare actual proposals

Use anonymous labels. Record Included / Excluded / Optional / Unconfirmed; keep missing prices and dates unconfirmed.

Comparison line	Proposal A	Proposal B	Proposal C
Site, crop and covered area			
Design and structure			
Climate control			
Water, irrigation and fertigation			
Controls and electrical interfaces			
Price / currency / delivery basis			
Exclusions / taxes / freight			
Payment / validity / changes			
Dates and dependencies			
Installation and commissioning			
Warranty / service / spare parts			
Evidence and unresolved actions			

Project reference: _____ Country/site: _____

Evidence reviewed by / date: _____

Next clarification / responsible role: _____

Read the guide: https://seedmatchgroup.com/turnkey-greenhouse-vs-multi-supplier-procurement