

Customer Discount Approval



Customer	Croma
Product(s)	Mouse
Date	01-05-2025

Parameter's	
Discount	10%
COGS	30%
Average NIP	\$ 6.00
GM Target	\$ 1,00,000

	Best Case		Realistic		Worst Case	
Sales Unit	100000		50000		25000	
Net Invoice Sales	\$	6,00,000	\$	3,00,000	\$	1,50,000
Post Discount	\$	60,000	\$	30,000	\$	15,000
Net Sales	\$	5,40,000	\$	2,70,000	\$	1,35,000
COGS	\$	1,62,000	\$	81,000	\$	40,500
Gross Margin	\$	3,78,000	\$	1,89,000	\$	94,500
vs Target	↑ \$	2,78,000	↑ \$	89,000	↓ \$	-5,500