



Customer Croma
Product Wireless mouse
Date 07-03-2023

Customer Discount Approval
Analysis

Parameters	Discount	COGS	Average NIP	GM Target
	10%	30%	\$ 6.00	\$ 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	