

Customer Discount Approval



Customer	Croma
Product(s)	P1
Date	

Parameters	Discount	COGS	Average NIP	GM Target
Value	10%	30%	6	100000

	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
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