

# Customer Discount Approval

Customer	Customer_1
Product(s)	Product 1, Product 2
Date	07/03/2025

Parameters	Discount	10.0%	COGS	32%	Avg NIP	\$5.65	GM Target	\$100,000.00
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	Best Case	Realistic	Worst Case
Sales units	100000	50000	30000
Net Invoice Sales	\$565,000.00	\$282,500.00	\$169,500.00
Post Discount	\$56,500.00	\$28,250.00	\$16,950.00
Net Sales	\$508,500.00	\$254,250.00	\$152,550.00
COGS	\$162,720.00	\$81,360.00	\$48,816.00
Gross Margin	\$345,780.00	\$172,890.00	\$103,734.00

vs Target

▲ \$245,780.00

▲ \$72,890.00

▲ \$3,734.00