

Customer Discount Approval



Customer	Croma
Product(s)	
Date	14-10-2024

Parameters	Discount	12.5%	COGS	32%	Avg NIP	\$	5.65	GM Target	\$	1,00,000
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		Best Case	Realistic	Worst Case
	Sales Unit	1,00,000	50,000	30,000
	Net Invoice Sales	\$5,65,000.00	\$2,82,500.00	\$1,69,500.00
	Post Discount	\$70,625.00	\$35,312.50	\$21,187.50
	Net Sales	\$4,94,375.00	\$2,47,187.50	\$1,48,312.50
	COGS	\$1,58,200.00	\$79,100.00	\$47,460.00
	Gross Margin	\$3,36,175.00	\$1,68,087.50	\$1,00,852.50

vs Target

▲ \$2,36,175.00

▲ \$68,087.50

▲ \$852.50