

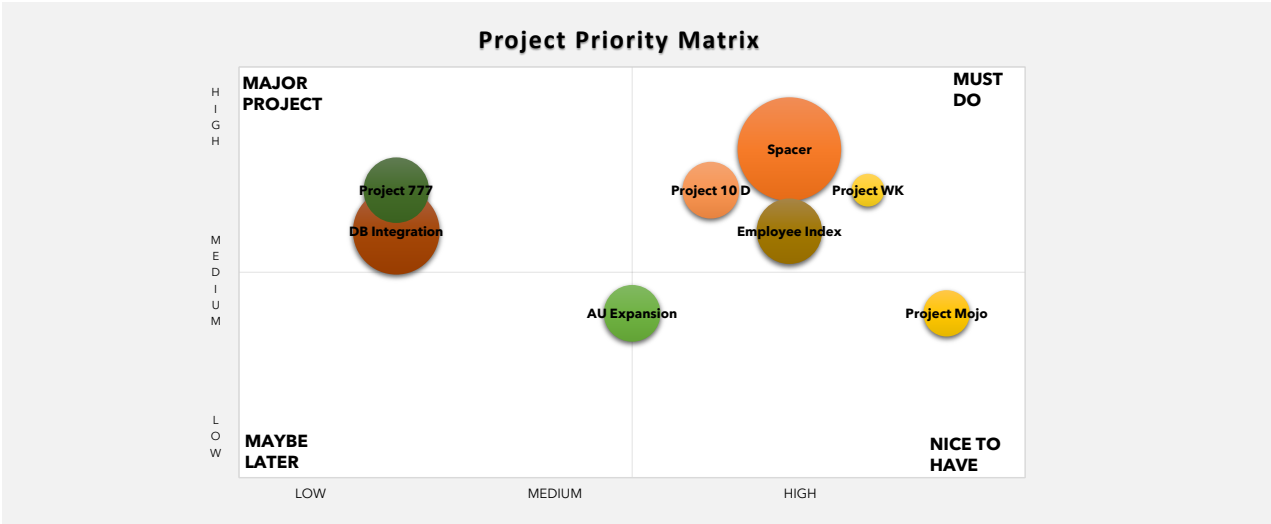


CUSTOMER DISCOUNT APPROVAL

Customer	Croma
Product(s)	
Date	03-07-2023

Parameters	Discount	12.5%	COGS	30%	Average SP	\$	6.00	GM Target	\$	100,000
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	BEST CASE	REALISTIC	WORST CASE
Sales Units	100000	50000	25000
Net Invoice Sales	\$600,000.00	\$300,000.00	\$150,000.00
Discount Amount	\$75,000.00	\$37,500.00	\$18,750.00
Net Sales	\$525,000.00	\$262,500.00	\$131,250.00
COGS	\$180,000.00	\$90,000.00	\$45,000.00
Gross Margin	\$345,000.00	\$172,500.00	\$86,250.00
vs Target	▲ \$245,000.00	▲ \$72,500.00	▼ -\$13,750.00



Projects/Criteria	Spacer	Project Mojo	AU Expansion	DB Integration	Employee Index	Project 777	Project 10 D	Project WK
Feasibility	7	9	5	2	7	2	6	8
Impact	8	4	4	6	6	7	7	7
Size	10	2	3	7	4	4	3	1