

Customer Discount Approval



Customer	Croma
Product(s)	
Date	20-07-2024

Parameters	Discount	12.5%	COGS	32%	Avg NIP	\$5.65	GM Target	\$1,00,000.00
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		Best Case	Realistic	Worst Case
	Sales Unit	100000	50000	25000
	Net Invoice Sales	\$5,65,000.00	\$2,82,500.00	\$1,41,250.00
	Post Discount	\$70,625.00	\$35,312.50	\$17,656.25
	Net Sales	\$4,94,375.00	\$2,47,187.50	\$1,23,593.75
	COGS	\$1,58,200.00	\$79,100.00	\$39,550.00
	Gross Margin	\$3,36,175.00	\$1,68,087.50	\$84,043.75
vs Target		▲ \$2,36,175.00	▲ \$68,087.50	▼ -\$15,956.25