

Customer Discount Approval



Customer	TTG
Product	Mouse
Date	12-01-2023

	Disocunt	COGS	Avg NIP	GM Target
Parameters	5%	30%	\$ 6.00	\$ 1,00,000

	Best Case	Realistic Case	Worst Case
Sales Unit	100000	50000	25000
Net Invoice Sales	\$ 6,00,000	\$ 3,00,000	\$ 1,50,000
Post Disount	\$ 30,000	\$ 15,000	\$ 7,500
Net Sales	\$ 5,70,000	\$ 2,85,000	\$ 1,42,500
COGS	\$ 1,71,000	\$ 85,500	\$ 42,750
Gross Margin	\$ 3,99,000	\$ 1,99,500	\$ 99,750
Target Hit	\$ 2,99,000	\$ 99,500	\$ -250