















































| Segment | Country | Product | Discount Band |
|------------------|--------------------------|-----------|---------------|
| Midmarket | France | Paseo | None |
| Small Business | Mexico | Paseo | None |
| Government | France | VTT | None |
| Enterprise | United States of America | Carretera | Low |
| Small Business | United States of America | Montana | Low |
| Channel Partners | United States of America | Amarilla | Low |
| Government | Germany | Montana | Low |
| Government | Mexico | Paseo | Low |
| Government | United States of America | Velo | Low |
| Government | Canada | Velo | Low |
| Government | United States of America | VTT | Low |
| Government | Canada | Paseo | Medium |
| Government | Mexico | Montana | Medium |
| Government | Mexico | Carretera | Medium |
| Government | France | Paseo | Medium |
| Channel Partners | Germany | VTT | Medium |
| Midmarket | United States of America | Paseo | Medium |
| Small Business | Germany | Paseo | Medium |
| Enterprise | Germany | Amarilla | Medium |
| Small Business | Canada | Montana | Medium |
| Government | Germany | Paseo | Medium |
| Small Business | France | Montana | Medium |
| Channel Partners | France | VTT | Medium |
| Channel Partners | Mexico | VTT | High |
| Government | France | Velo | High |
| Midmarket | Mexico | Velo | High |
| Enterprise | Mexico | Amarilla | High |
| Government | United States of America | Paseo | High |
| Enterprise | Canada | Carretera | High |
| Government | Canada | VTT | High |
| Channel Partners | Canada | Amarilla | High |
| Government | Germany | Carretera | High |
| Midmarket | Germany | Velo | High |
| Enterprise | France | Carretera | High |
| Midmarket | Canada | Paseo | High |
| Enterprise | Canada | Montana | None |
| Enterprise | Canada | Velo | None |
| Channel Partners | Germany | Carretera | Low |
| Small Business | Mexico | Carretera | Low |
| Enterprise | United States of America | Montana | Low |
| Channel Partners | Germany | Paseo | Low |
| Enterprise | United States of America | Velo | Low |
| Small Business | Mexico | VTT | Low |
| Small Business | Germany | Carretera | Low |
| Enterprise | Germany | Paseo | Low |
| Enterprise | Mexico | Paseo | Low |

Government
Enterprise
Enterprise

Germany
Germany
Mexico

Velo
Velo
Velo

Low
Low
Low

| Units Sold | | Manufacturing Price | Sale Price | | Gross Sales |
|---|--------|---------------------|------------|--|-------------|
|  | 549 ₹ | 10.00 ₹ | 15.00 ₹ | | 8,235.00 |
|  | 788 ₹ | 10.00 ₹ | 300.00 ₹ | | 236,400.00 |
|  | 1527 ₹ | 250.00 ₹ | 350.00 ₹ | | 534,450.00 |
|  | 330 ₹ | 3.00 ₹ | 125.00 ₹ | | 41,250.00 |
|  | 2498 ₹ | 5.00 ₹ | 300.00 ₹ | | 749,400.00 |
|  | 1989 ₹ | 260.00 ₹ | 12.00 ₹ | | 23,868.00 |
|  | 1797 ₹ | 5.00 ₹ | 350.00 ₹ | | 628,950.00 |
|  | 1760 ₹ | 10.00 ₹ | 7.00 ₹ | | 12,320.00 |
|  | 736 ₹ | 120.00 ₹ | 20.00 ₹ | | 14,720.00 |
|  | 2646 ₹ | 120.00 ₹ | 20.00 ₹ | | 52,920.00 |
|  | 349 ₹ | 250.00 ₹ | 350.00 ₹ | | 122,150.00 |
|  | 2349 ₹ | 10.00 ₹ | 7.00 ₹ | | 16,443.00 |
|  | 720 ₹ | 5.00 ₹ | 350.00 ₹ | | 252,000.00 |
|  | 1834 ₹ | 3.00 ₹ | 20.00 ₹ | | 36,680.00 |
|  | 1031 ₹ | 10.00 ₹ | 7.00 ₹ | | 7,217.00 |
|  | 2215 ₹ | 250.00 ₹ | 12.00 ₹ | | 26,580.00 |
|  | 2931 ₹ | 10.00 ₹ | 15.00 ₹ | | 43,965.00 |
|  | 1123 ₹ | 10.00 ₹ | 300.00 ₹ | | 336,900.00 |
|  | 994 ₹ | 260.00 ₹ | 125.00 ₹ | | 124,250.00 |
|  | 1283 ₹ | 5.00 ₹ | 300.00 ₹ | | 384,900.00 |
|  | 2409 ₹ | 10.00 ₹ | 7.00 ₹ | | 16,863.00 |
|  | 322 ₹ | 5.00 ₹ | 300.00 ₹ | | 96,600.00 |
|  | 2234 ₹ | 250.00 ₹ | 12.00 ₹ | | 26,808.00 |
|  | 1005 ₹ | 250.00 ₹ | 12.00 ₹ | | 12,060.00 |
|  | 2805 ₹ | 120.00 ₹ | 20.00 ₹ | | 56,100.00 |
|  | 655 ₹ | 120.00 ₹ | 15.00 ₹ | | 9,825.00 |
|  | 947 ₹ | 260.00 ₹ | 125.00 ₹ | | 118,375.00 |
|  | 380 ₹ | 10.00 ₹ | 7.00 ₹ | | 2,660.00 |
|  | 2416 ₹ | 3.00 ₹ | 125.00 ₹ | | 302,000.00 |
|  | 623 ₹ | 250.00 ₹ | 350.00 ₹ | | 218,050.00 |
|  | 2761 ₹ | 260.00 ₹ | 12.00 ₹ | | 33,132.00 |
|  | 442 ₹ | 3.00 ₹ | 20.00 ₹ | | 8,840.00 |
|  | 660 ₹ | 120.00 ₹ | 15.00 ₹ | | 9,900.00 |
|  | 1023 ₹ | 3.00 ₹ | 125.00 ₹ | | 127,875.00 |
|  | 2470 ₹ | 10.00 ₹ | 15.00 ₹ | | 37,050.00 |
|  | 345 ₹ | 5.00 ₹ | 125.00 ₹ | | 43,125.00 |
|  | 345 ₹ | 120.00 ₹ | 125.00 ₹ | | 43,125.00 |
|  | 766 ₹ | 3.00 ₹ | 12.00 ₹ | | 9,192.00 |
|  | 494 ₹ | 3.00 ₹ | 300.00 ₹ | | 148,200.00 |
|  | 663 ₹ | 5.00 ₹ | 125.00 ₹ | | 82,875.00 |
|  | 766 ₹ | 10.00 ₹ | 12.00 ₹ | | 9,192.00 |
|  | 663 ₹ | 120.00 ₹ | 125.00 ₹ | | 82,875.00 |
|  | 494 ₹ | 250.00 ₹ | 300.00 ₹ | | 148,200.00 |
|  | 214 ₹ | 3.00 ₹ | 300.00 ₹ | | 64,200.00 |
|  | 809 ₹ | 10.00 ₹ | 125.00 ₹ | | 101,125.00 |
|  | 2145 ₹ | 10.00 ₹ | 125.00 ₹ | | 268,125.00 |

| | | | |
|---|----------|----------|--------------|
| <div><div></div><div>2966 ₹</div></div> | 120.00 ₹ | 350.00 ₹ | 1,038,100.00 |
| <div><div></div><div>809 ₹</div></div> | 120.00 ₹ | 125.00 ₹ | 101,125.00 |
| <div><div></div><div>2145 ₹</div></div> | 120.00 ₹ | 125.00 ₹ | 268,125.00 |

| Discounts | | Sales | | COGS | |
|-----------|-----------|-------|------------|------|------------|
| ₹ | - | ₹ | 8,235.00 | ₹ | 5,490.00 |
| ₹ | - | ₹ | 236,400.00 | ₹ | 197,000.00 |
| ₹ | - | ₹ | 534,450.00 | ₹ | 397,020.00 |
| ₹ | 412.50 | ₹ | 40,837.50 | ₹ | 39,600.00 |
| ₹ | 7,494.00 | ₹ | 741,906.00 | ₹ | 624,500.00 |
| ₹ | 238.68 | ₹ | 23,629.32 | ₹ | 5,967.00 |
| ₹ | 18,868.50 | ₹ | 610,081.50 | ₹ | 467,220.00 |
| ₹ | 369.60 | ₹ | 11,950.40 | ₹ | 8,800.00 |
| ₹ | 588.80 | ₹ | 14,131.20 | ₹ | 7,360.00 |
| ₹ | 2,116.80 | ₹ | 50,803.20 | ₹ | 26,460.00 |
| ₹ | 4,886.00 | ₹ | 117,264.00 | ₹ | 90,740.00 |
| ₹ | 822.15 | ₹ | 15,620.85 | ₹ | 11,745.00 |
| ₹ | 12,600.00 | ₹ | 239,400.00 | ₹ | 187,200.00 |
| ₹ | 2,567.60 | ₹ | 34,112.40 | ₹ | 18,340.00 |
| ₹ | 505.19 | ₹ | 6,711.81 | ₹ | 5,155.00 |
| ₹ | 1,860.60 | ₹ | 24,719.40 | ₹ | 6,645.00 |
| ₹ | 3,077.55 | ₹ | 40,887.45 | ₹ | 29,310.00 |
| ₹ | 23,583.00 | ₹ | 313,317.00 | ₹ | 280,750.00 |
| ₹ | 8,697.50 | ₹ | 115,552.50 | ₹ | 119,280.00 |
| ₹ | 30,792.00 | ₹ | 354,108.00 | ₹ | 320,750.00 |
| ₹ | 1,349.04 | ₹ | 15,513.96 | ₹ | 12,045.00 |
| ₹ | 8,694.00 | ₹ | 87,906.00 | ₹ | 80,500.00 |
| ₹ | 2,412.72 | ₹ | 24,395.28 | ₹ | 6,702.00 |
| ₹ | 1,326.60 | ₹ | 10,733.40 | ₹ | 3,015.00 |
| ₹ | 6,171.00 | ₹ | 49,929.00 | ₹ | 28,050.00 |
| ₹ | 1,080.75 | ₹ | 8,744.25 | ₹ | 6,550.00 |
| ₹ | 13,021.25 | ₹ | 105,353.75 | ₹ | 113,640.00 |
| ₹ | 292.60 | ₹ | 2,367.40 | ₹ | 1,900.00 |
| ₹ | 36,240.00 | ₹ | 265,760.00 | ₹ | 289,920.00 |
| ₹ | 26,166.00 | ₹ | 191,884.00 | ₹ | 161,980.00 |
| ₹ | 3,975.84 | ₹ | 29,156.16 | ₹ | 8,283.00 |
| ₹ | 1,149.20 | ₹ | 7,690.80 | ₹ | 4,420.00 |
| ₹ | 1,287.00 | ₹ | 8,613.00 | ₹ | 6,600.00 |
| ₹ | 17,902.50 | ₹ | 109,972.50 | ₹ | 122,760.00 |
| ₹ | 5,187.00 | ₹ | 31,863.00 | ₹ | 24,700.00 |
| ₹ | - | ₹ | 43,125.00 | ₹ | 41,400.00 |
| ₹ | - | ₹ | 43,125.00 | ₹ | 41,400.00 |
| ₹ | 91.92 | ₹ | 9,100.08 | ₹ | 2,298.00 |
| ₹ | 1,482.00 | ₹ | 146,718.00 | ₹ | 123,500.00 |
| ₹ | 828.75 | ₹ | 82,046.25 | ₹ | 79,560.00 |
| ₹ | 91.92 | ₹ | 9,100.08 | ₹ | 2,298.00 |
| ₹ | 828.75 | ₹ | 82,046.25 | ₹ | 79,560.00 |
| ₹ | 1,482.00 | ₹ | 146,718.00 | ₹ | 123,500.00 |
| ₹ | 1,284.00 | ₹ | 62,916.00 | ₹ | 53,500.00 |
| ₹ | 2,022.50 | ₹ | 99,102.50 | ₹ | 97,080.00 |
| ₹ | 5,362.50 | ₹ | 262,762.50 | ₹ | 257,400.00 |

| | | | | | |
|---|-----------|---|--------------|---|------------|
| ₹ | 20,762.00 | ₹ | 1,017,338.00 | ₹ | 771,160.00 |
| ₹ | 2,022.50 | ₹ | 99,102.50 | ₹ | 97,080.00 |
| ₹ | 5,362.50 | ₹ | 262,762.50 | ₹ | 257,400.00 |

Profit

| | |
|---|------------|
| ₹ | 2,745.00 |
| ₹ | 39,400.00 |
| ₹ | 137,430.00 |
| ₹ | 1,237.50 |
| ₹ | 117,406.00 |
| ₹ | 17,662.32 |
| ₹ | 142,861.50 |
| ₹ | 3,150.40 |
| ₹ | 6,771.20 |
| ₹ | 24,343.20 |
| ₹ | 26,524.00 |
| ₹ | 3,875.85 |
| ₹ | 52,200.00 |
| ₹ | 15,772.40 |
| ₹ | 1,556.81 |
| ₹ | 18,074.40 |
| ₹ | 11,577.45 |
| ₹ | 32,567.00 |
| ₹ | -3,727.50 |
| ₹ | 33,358.00 |
| ₹ | 3,468.96 |
| ₹ | 7,406.00 |
| ₹ | 17,693.28 |
| ₹ | 7,718.40 |
| ₹ | 21,879.00 |
| ₹ | 2,194.25 |
| ₹ | -8,286.25 |
| ₹ | 467.40 |
| ₹ | -24,160.00 |
| ₹ | 29,904.00 |
| ₹ | 20,873.16 |
| ₹ | 3,270.80 |
| ₹ | 2,013.00 |
| ₹ | -12,787.50 |
| ₹ | 7,163.00 |
| ₹ | 1,725.00 |
| ₹ | 1,725.00 |
| ₹ | 6,802.08 |
| ₹ | 23,218.00 |
| ₹ | 2,486.25 |
| ₹ | 6,802.08 |
| ₹ | 2,486.25 |
| ₹ | 23,218.00 |
| ₹ | 9,416.00 |
| ₹ | 2,022.50 |
| ₹ | 5,362.50 |

| | |
|---|------------|
| ₹ | 246,178.00 |
| ₹ | 2,022.50 |
| ₹ | 5,362.50 |