

Customer	Croma
Product(s)	P1
Date	44992

Customer Discount Approval



Parameters	Discount	COGS	Average NIP	GM Target
	13%	32%	\$ 5.65	\$ 1,00,000

	Best Case	Realistic	Worst Case
Sales Unit	100000.00	50000.00	25000.00
Net Invoice Sales	565000.00	282500.00	141250.00
Post Discount	70625.00	35312.50	17656.25
Net Sales	494375.00	247187.50	123593.75
COGS	158200.00	79100.00	39550.00
Gross Margin	336175.00	168087.50	84043.75
vs Target	↑ \$ 2,36,175	↑ \$ 68,088	↓ \$ -15,956

