



# Scenario Planning Tool



Customer	Croma
Product(s)	Bluetooth Mouse
Date	18-01-2024

## Customer Discount Approval

Parameters	Discount	13.9%	COGS	30%	Average NIP	\$ 5.65	GM Target	\$ 1,00,000.00
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Metrics	Best Case	Realistic	Worst Case
Sales Unit	100000	50000	30000
Net Invoice Sales	\$5,65,000.00	\$2,82,500.00	\$1,69,500.00
Post Discount	\$78,535.00	\$39,267.50	\$23,560.50
Net Sales	\$4,86,465.00	\$2,43,232.50	\$1,45,939.50
COGS	\$1,45,939.50	\$72,969.75	\$43,781.85
Gross Margin	\$3,40,525.50	\$1,70,262.75	\$1,02,157.65
vs Target	✔ \$2,40,525.50	✔ \$70,262.75	✔ \$2,157.65