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Segment	Country	Product	Discount Band	Units Sold	Manufacturing Pr	Sale Price	Gross Sales	Discounts	Sales		COGS	Profit
Midmarket	France	Paseo	None	549	10.00	15.00	8,235.00	-	8,235.00		5,490.00	2,745.00
Small Business	Mexico	Paseo	None	788	10.00	300.00	2,36,400.00	-	2,36,400.00		1,97,000.00	39,400.00
Government	France	VTT	None	1527	250.00	350.00	5,34,450.00	-	5,34,450.00		3,97,020.00	1,37,430.00
Enterprise	United States of Ame	Carretera	Low	330	3.00	125.00	41,250.00	412.50	40,837.50	40,425.00	39,600.00	1,237.50
Small Business	United States of Ame	Montana	Low	2498	5.00	300.00	7,49,400.00	7,494.00	7,41,906.00		6,24,500.00	1,17,406.00
Channel Partners	United States of Ame	Amanilla	Low	1883	260.00	12.00	23,868.00	238.68	23,629.32		5,967.00	17,662.32
Government	Germany	Montana	Low	1797	5.00	350.00	6,28,950.00	18,868.50	6,10,081.50		4,67,220.00	1,42,861.50
Government	Mexico	Paseo	Low	1760	10.00	7.00	12,320.00	363.60	11,956.40		8,800.00	3,156.40
Government	United States of Ame	Velo	Low	735	120.00	20.00	14,720.00	588.80	14,131.20		7,360.00	6,771.20
Government	Canada	Velo	Low	2646	120.00	20.00	52,920.00	2,116.80	50,803.20		26,460.00	24,343.20
Government	United States of Ame	VTT	Low	343	250.00	350.00	1,22,150.00	4,886.00	1,17,264.00		90,740.00	26,524.00
Government	Canada	Paseo	Medium	2349	10.00	7.00	16,443.00	822.15	15,620.85		11,745.00	3,875.85
Government	Mexico	Montana	Medium	720	5.00	350.00	2,52,000.00	12,600.00	2,39,400.00		1,87,200.00	52,200.00
Government	Mexico	Carretera	Medium	1834	3.00	20.00	36,680.00	2,967.60	34,112.40		18,340.00	15,772.40
Government	France	Paseo	Medium	1031	10.00	7.00	7,217.00	505.19	6,711.81		5,155.00	1,556.81
Channel Partners	Germany	VTT	Medium	2215	250.00	12.00	26,580.00	1,860.60	24,719.40		6,645.00	18,074.40
Midmarket	United States of Ame	Paseo	Medium	2301	10.00	15.00	43,965.00	3,077.55	40,887.45		29,310.00	11,577.45
Small Business	Germany	Paseo	Medium	1123	10.00	300.00	3,36,900.00	23,583.00	3,13,317.00		2,80,750.00	32,567.00
Enterprise	Germany	Amanilla	Medium	984	260.00	125.00	1,24,250.00	8,697.50	1,15,552.50		1,15,280.00	-3,727.50
Small Business	Canada	Montana	Medium	1283	5.00	300.00	3,84,900.00	30,792.00	3,54,108.00		3,20,750.00	33,358.00
Government	Germany	Paseo	Medium	2409	10.00	7.00	16,863.00	1,349.04	15,513.96		12,045.00	3,468.96
Small Business	France	Montana	Medium	322	5.00	300.00	96,600.00	8,694.00	87,906.00		80,500.00	7,406.00
Channel Partners	France	VTT	High	2234	250.00	12.00	26,808.00	2,412.72	24,395.28		6,702.00	17,693.28
Channel Partners	Mexico	VTT	High	1005	250.00	12.00	12,060.00	1,326.60	10,733.40		3,075.00	7,718.40
Government	France	Velo	High	2806	120.00	20.00	56,100.00	49,929.00	6,171.00		28,050.00	21,879.00
Midmarket	Mexico	Velo	High	655	120.00	15.00	9,825.00	1,080.75	8,744.25		6,550.00	2,194.25
Enterprise	Mexico	Amanilla	High	947	260.00	125.00	1,18,375.00	13,021.25	1,05,353.75		1,13,640.00	-8,286.25
Government	United States of Ame	Paseo	High	380	10.00	7.00	2,560.00	292.60	2,267.40		1,900.00	467.40
Enterprise	Canada	Carretera	High	2416	3.00	125.00	3,02,000.00	36,240.00	2,65,760.00		2,89,320.00	-24,160.00
Government	Canada	VTT	High	623	250.00	350.00	2,18,050.00	26,166.00	1,91,884.00		1,61,980.00	29,904.00
Channel Partners	Canada	Amanilla	High	2761	260.00	12.00	33,132.00	3,197.84	29,934.16		8,283.00	20,873.16
Government	Germany	Carretera	High	442	3.00	20.00	8,840.00	1,149.20	7,690.80		4,420.00	3,270.80
Midmarket	Germany	Velo	High	660	120.00	15.00	9,900.00	1,287.00	8,613.00		6,600.00	2,013.00
Enterprise	France	Carretera	High	1023	3.00	125.00	1,27,875.00	17,902.50	1,09,972.50		1,22,760.00	-12,787.50
Midmarket	Canada	Paseo	High	2470	10.00	15.00	37,050.00	5,167.00	31,883.00		24,700.00	7,183.00
Enterprise	Canada	Montana	None	345	5.00	125.00	43,125.00	-	43,125.00		41,400.00	1,725.00
Enterprise	Canada	Velo	None	345	120.00	125.00	43,125.00	-	43,125.00		41,400.00	1,725.00
Channel Partners	Germany	Carretera	Low	766	3.00	12.00	9,192.00	91.92	9,100.08		2,298.00	6,802.08
Small Business	Mexico	Carretera	Low	494	3.00	300.00	1,48,200.00	1,482.00	1,46,718.00		1,23,500.00	23,218.00
Enterprise	United States of Ame	Montana	Low	663	5.00	125.00	82,875.00	828.75	82,046.25		79,560.00	2,486.25
Channel Partners	Germany	Paseo	Low	766	10.00	12.00	9,192.00	91.92	9,100.08		2,298.00	6,802.08
Enterprise	United States of Ame	Velo	Low	663	120.00	125.00	82,875.00	828.75	82,046.25		79,560.00	2,486.25
Small Business	Mexico	VTT	Low	494	250.00	300.00	1,48,200.00	1,482.00	1,46,718.00		1,23,500.00	23,218.00
Small Business	Germany	Carretera	Low	214	3.00	300.00	64,200.00	1,284.00	62,916.00		53,500.00	9,416.00
Enterprise	Germany	Paseo	Low	809	10.00	125.00	1,01,125.00	2,022.50	99,102.50		97,080.00	2,022.50
Enterprise	Mexico	Paseo	Low	2145	10.00	125.00	2,68,125.00	5,362.50	2,62,762.50		2,57,400.00	5,362.50
Government	Germany	Velo	Low	2968	120.00	350.00	10,38,000.00	20,762.00	10,17,238.00		7,71,600.00	2,46,138.00
Enterprise	Germany	Velo	Low	809	120.00	125.00	1,01,125.00	2,022.50	99,102.50		97,080.00	2,022.50
Enterprise	Mexico	Velo	Low	2145	120.00	125.00	2,68,125.00	5,362.50	2,62,762.50		2,57,400.00	5,362.50

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2	Midmarket	France	Paseo	None	\$549.00	\$10.00	\$15.00	\$8,235.00	\$0.00	\$8,235.00		\$5,490.00	\$2,745.00						
3	Small Business	Mexico	Paseo	None	\$788.00	\$10.00	\$300.00	\$2,36,400.00	\$0.00	\$2,36,400.00		\$1,97,000.00	\$39,400.00						
4	Government	France	VTT	None	\$1,527.00	\$250.00	\$350.00	\$5,34,450.00	\$0.00	\$5,34,450.00		\$3,97,020.00	\$1,37,430.00						
5	Enterprise	United States of America	Carretera	Low	\$330.00	\$3.00	\$125.00	\$41,250.00	\$412.50	\$40,837.50	\$40,425.00	\$39,600.00	\$1,237.50						
6	Small Business	United States of America	Montana	Low	\$2,498.00	\$5.00	\$300.00	\$7,49,400.00	\$7,494.00	\$7,41,906.00		\$6,24,500.00	\$1,17,406.00						
7	Channel Partners	United States of America	Amarilla	Low	\$1,989.00	\$260.00	\$12.00	\$23,868.00	\$238.68	\$23,629.32		\$5,967.00	\$17,662.32						
8	Government	Germany	Montana	Low	\$1,797.00	\$5.00	\$350.00	\$6,28,950.00	\$18,868.50	\$6,10,081.50		\$4,67,220.00	\$1,42,861.50						
9	Government	Mexico	Paseo	Low	\$1,760.00	\$10.00	\$7.00	\$12,320.00	\$369.60	\$11,950.40		\$8,800.00	\$3,150.40						
10	Government	United States of America	Velo	Low	\$736.00	\$120.00	\$20.00	\$14,720.00	\$588.80	\$14,131.20		\$7,360.00	\$6,771.20						
11	Government	Canada	Velo	Low	\$2,646.00	\$120.00	\$20.00	\$52,920.00	\$2,116.80	\$50,803.20		\$26,460.00	\$24,343.20						
12	Government	United States of America	VTT	Low	\$349.00	\$250.00	\$350.00	\$1,22,150.00	\$4,886.00	\$1,17,264.00		\$90,740.00	\$26,524.00						
13	Government	Canada	Paseo	Medium	\$2,349.00	\$10.00	\$7.00	\$16,443.00	\$822.15	\$15,620.85		\$11,745.00	\$3,875.85						
14	Government	Mexico	Montana	Medium	\$720.00	\$5.00	\$350.00	\$2,52,000.00	\$12,600.00	\$2,39,400.00		\$1,87,200.00	\$52,200.00						
15	Government	Mexico	Carretera	Medium	\$1,834.00	\$3.00	\$20.00	\$36,680.00	\$2,567.60	\$34,112.40		\$18,340.00	\$15,772.40						
16	Government	France	Paseo	Medium	\$1,031.00	\$10.00	\$7.00	\$7,217.00	\$505.19	\$6,711.81		\$3,155.00	\$1,556.81						
17	Channel Partners	Germany	VTT	Medium	\$2,215.00	\$250.00	\$12.00	\$26,580.00	\$1,860.00	\$24,719.40		\$6,645.00	\$18,074.40						
18	Midmarket	United States of America	Paseo	Medium	\$2,951.00	\$10.00	\$15.00	\$43,965.00	\$3,077.55	\$40,887.45		\$29,310.00	\$11,577.45						
19	Small Business	Germany	Paseo	Medium	\$1,123.00	\$10.00	\$300.00	\$3,36,900.00	\$23,583.00	\$3,13,317.00		\$2,80,750.00	\$32,567.00						
20	Enterprise	Germany	Amarilla	Medium	\$994.00	\$260.00	\$125.00	\$1,24,250.00	\$8,697.50	\$1,15,552.50		\$1,19,280.00	\$3,727.50						
21	Small Business	Canada	Montana	Medium	\$1,283.00	\$5.00	\$300.00	\$3,84,900.00	\$30,792.00	\$3,54,108.00		\$3,20,750.00	\$33,358.00						
22	Government	Germany	Paseo	Medium	\$2,409.00	\$10.00	\$7.00	\$16,863.00	\$1,349.04	\$15,513.96		\$12,045.00	\$3,468.96						
23	Small Business	France	Montana	Medium	\$322.00	\$5.00	\$300.00	\$96,600.00	\$8,694.00	\$87,906.00		\$80,500.00	\$7,406.00						
24	Channel Partners	France	VTT	Medium	\$2,234.00	\$250.00	\$12.00	\$26,808.00	\$2,412.72	\$24,395.28		\$6,702.00	\$17,693.28						
25	Channel Partners	Mexico	VTT	High	\$1,005.00	\$250.00	\$12.00	\$12,060.00	\$1,326.60	\$10,733.40		\$3,015.00	\$7,718.40						
26	Government	France	Velo	High	\$2,805.00	\$120.00	\$20.00	\$56,100.00	\$6,171.00	\$49,929.00		\$28,050.00	\$21,879.00						
27	Midmarket	Mexico	Velo	High	\$655.00	\$120.00	\$15.00	\$9,825.00	\$1,080.75	\$8,744.25		\$6,550.00	\$2,194.25						
28	Enterprise	Mexico	Amarilla	High	\$947.00	\$260.00	\$125.00	\$1,18,375.00	\$13,021.25	\$1,05,353.75		\$1,13,640.00	\$8,286.25						
29	Government	United States of America	Paseo	High	\$380.00	\$10.00	\$7.00	\$2,660.00	\$292.60	\$2,367.40		\$1,900.00	\$467.40						
30	Enterprise	Canada	Carretera	High	\$2,416.00	\$3.00	\$125.00	\$3,02,000.00	\$36,240.00	\$2,65,760.00		\$2,89,920.00	\$24,160.00						
31	Government	Canada	VTT	High	\$623.00	\$250.00	\$350.00	\$2,18,050.00	\$26,166.00	\$1,91,884.00		\$1,61,980.00	\$29,904.00						
32	Channel Partners	Canada	Amarilla	High	\$2,761.00	\$260.00	\$12.00	\$33,132.00	\$3,975.84	\$29,156.16		\$8,283.00	\$20,873.16						
33	Government	Germany	Carretera	High	\$442.00	\$3.00	\$20.00	\$8,840.00	\$1,149.20	\$7,690.80		\$4,420.00	\$3,270.80						
34	Midmarket	Germany	Velo	High	\$660.00	\$120.00	\$15.00	\$9,900.00	\$1,287.00	\$8,613.00		\$6,600.00	\$2,013.00						
35	Enterprise	France	Carretera	High	\$1,023.00	\$3.00	\$125.00	\$1,27,875.00	\$17,903.50	\$1,09,971.50		\$1,22,760.00	\$12,787.50						
36	Midmarket	Canada	Paseo	High	\$2,470.00	\$10.00	\$15.00	\$37,050.00	\$5,187.00	\$31,863.00		\$24,700.00	\$7,163.00						
37	Enterprise	Canada	Montana	None	\$345.00	\$5.00	\$125.00	\$43,125.00	\$0.00	\$43,125.00		\$41,400.00	\$1,725.00						
38	Enterprise	Canada	Velo	None	\$345.00	\$120.00	\$125.00	\$43,125.00	\$0.00	\$43,125.00		\$41,400.00	\$1,725.00						
39	Channel Partners	Germany	Carretera	Low	\$766.00	\$3.00	\$12.00	\$9,192.00	\$91.92	\$9,100.08		\$2,298.00	\$6,802.08						



Segment	Country	Product	Discount Band	Units Sold	Manufacturing P	Sale Price	Gross Sales	Discounts	Sales		COGS	Profit
Midmarket	France	Paseo	None	549	10.00	15.00	8,235.00	-	8,235.00		5,490.00	2,745.00
Small Business	Mexico	Paseo	None	786	10.00	300.00	2,36,400.00	-	2,36,400.00		1,97,000.00	39,400.00
Government	France	VTT	None	1527	250.00	350.00	5,34,450.00	-	5,34,450.00		3,97,020.00	1,37,430.00
Enterprise	United States of America	Carretera	Low	330	3.00	125.00	41,250.00	412.50	40,837.50	40,425.00	39,600.00	1,237.50
Small Business	United States of America	Montana	Low	2498	5.00	300.00	7,49,400.00	7,494.00	7,41,906.00		6,24,500.00	1,17,406.00
Channel Partners	United States of America	Amanilla	Low	1889	260.00	12.00	23,868.00	238.68	23,629.32		5,967.00	17,662.32
Government	Germany	Montana	Low	1797	5.00	350.00	6,28,950.00	18,868.50	6,10,081.50		4,67,220.00	1,42,861.50
Government	Mexico	Paseo	Low	1760	10.00	7.00	12,320.00	363.60	11,956.40		8,900.00	3,056.40
Government	United States of America	Velo	Low	736	120.00	20.00	14,720.00	588.80	14,131.20		7,360.00	6,771.20
Government	Canada	Velo	Low	2646	120.00	20.00	52,920.00	2,116.80	50,803.20		26,460.00	24,343.20
Government	United States of America	VTT	Low	349	250.00	350.00	1,22,150.00	4,886.00	1,17,264.00		90,740.00	26,524.00
Government	Canada	Paseo	Medium	2349	10.00	7.00	16,443.00	822.15	15,620.85		11,745.00	3,875.85
Government	Mexico	Montana	Medium	720	5.00	350.00	2,52,000.00	12,600.00	2,39,400.00		1,67,200.00	52,200.00
Government	Mexico	Carretera	Medium	1934	3.00	20.00	36,680.00	2,567.60	34,112.40		18,340.00	15,772.40
Government	Mexico	Carretera	Medium	1031	10.00	7.00	7,217.00	505.19	6,711.81		5,155.00	1,556.81
Government	France	Paseo	Medium	2275	250.00	12.00	26,580.00	1,860.60	24,719.40		6,645.00	18,074.40
Channel Partners	United States of America	Paseo	Medium	2931	10.00	15.00	43,965.00	3,077.55	40,887.45		29,310.00	11,577.45
Small Business	Germany	Paseo	Medium	1123	10.00	300.00	3,36,900.00	23,583.00	3,13,317.00		2,80,750.00	32,567.00
Enterprise	Germany	Amanilla	Medium	994	260.00	125.00	1,24,250.00	8,697.50	1,15,552.50		1,19,280.00	-3,727.50
Small Business	Canada	Montana	Medium	1283	5.00	300.00	3,84,900.00	30,792.00	3,54,108.00		3,20,750.00	33,358.00
Government	Germany	Paseo	Medium	2409	10.00	7.00	16,663.00	1,349.04	15,313.96		12,045.00	3,268.96
Small Business	France	Montana	Medium	322	5.00	300.00	96,600.00	8,694.00	87,906.00		80,500.00	7,406.00
Channel Partners	France	VTT	Medium	2234	250.00	12.00	26,808.00	2,412.72	24,395.28		6,702.00	17,693.28
Channel Partners	Mexico	VTT	High	1005	250.00	12.00	12,060.00	1,326.60	10,733.40		3,015.00	7,718.40
Government	France	Velo	High	2805	120.00	20.00	56,100.00	6,171.00	49,929.00		28,050.00	21,879.00
Midmarket	Mexico	Velo	High	655	120.00	15.00	9,825.00	1,080.75	8,744.25		6,550.00	2,194.25
Enterprise	Mexico	Amanilla	High	947	260.00	125.00	1,18,375.00	13,021.25	1,05,353.75		1,13,640.00	-8,286.25
Government	United States of America	Paseo	High	380	10.00	7.00	2,660.00	292.60	2,367.40		1,900.00	467.40
Enterprise	Canada	Carretera	High	2416	3.00	125.00	3,02,000.00	36,240.00	2,65,760.00		2,89,920.00	-24,160.00
Government	Canada	VTT	High	623	250.00	350.00	2,18,050.00	26,866.00	1,91,184.00		1,61,980.00	29,904.00
Channel Partners	Canada	Amanilla	High	2761	260.00	12.00	33,132.00	3,975.84	29,156.16		4,420.00	3,270.80
Government	Germany	Carretera	High	442	3.00	20.00	8,840.00	1,149.20	7,690.80		6,600.00	2,093.00
Midmarket	Germany	Velo	High	660	120.00	15.00	9,900.00	1,287.00	8,613.00		1,22,760.00	-12,787.50
Enterprise	France	Carretera	High	1023	3.00	125.00	1,27,875.00	17,902.50	1,09,972.50		24,700.00	7,863.00
Midmarket	Canada	Paseo	High	2470	10.00	15.00	37,050.00	5,87.00	31,863.00		41,400.00	1,725.00
Enterprise	Canada	Montana	None	345	5.00	125.00	43,125.00	-	43,125.00		41,400.00	1,725.00