

# Customer Discount Approval



Customer	Croma
Product(s)	Mouse
Date	16-08-2023

Parameters	Discount	10.0%	COGS	32%	Avg NIP	\$5.65	GM Target	\$1,00,000.00
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	Best Case	Realistic	Worst Case
Sales Units	100000	50000	30000
Net Invoice Sales	\$5,65,000	\$2,82,500	\$1,69,500
Post Discount	\$56,500	\$28,250	\$16,950
Net Sales	\$5,08,500	\$2,54,250	\$1,52,550
COGS	\$1,62,720	\$81,360	\$48,816
Gross Margin	\$3,45,780	\$1,72,890	\$1,03,734
vs Target	↑ \$2,45,780	↑ \$72,890	↑ \$3,734