

Customer Discount Approval



Customer	Croma
Product(s)	
Date	1/12/2024

Parameters	Discount	\$0	COGS	\$0	Avg NIP	\$6	GM Target	\$100,000
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	Best Case	Realistic	Worst Case
Sales Unit	100,000	50,000	30,000
Net Invoice Sales	\$565,000	\$282,500	\$169,500
Post Discount	\$70,625	\$35,313	\$21,188
Net Sales	\$494,375	\$247,188	\$148,313
COGS	\$158,200	\$79,100	\$47,460
Gross Profit	\$336,175	\$168,088	\$100,853
vs Target	▲ \$236,175	▲ \$68,088	▲ \$853