

Customer Discount Approval

Purchase Details

Customer	Croma
Product(s)	P1
Date	10-07-1994

Parameters	Discount	COGS	Average NIP	GM Target
Values	12.8%	32.0%	\$ 5.65	\$ 1,00,000.00

	Best Case	Realistic Case	Worst Case
Sales Unit	100000	50000	30000
Net Invoice Sales	\$ 5,65,000.00	\$ 2,82,500.00	\$ 1,69,500.00
Post Discount	\$ 72,037.50	\$ 36,018.75	\$ 21,611.25
Net Sales	\$ 4,92,962.50	\$ 2,46,481.25	\$ 1,47,888.75
COGS	\$ 1,57,748.00	\$ 78,874.00	\$ 47,324.40
Gross Margin	\$ 3,35,214.50	\$ 1,67,607.25	\$ 1,00,564.35
vs Target	▲ \$ 2,35,214.50	▲ \$ 67,607.25	▲ \$ 564.35