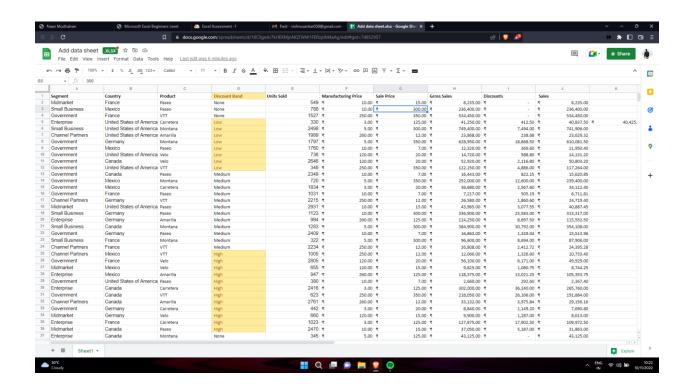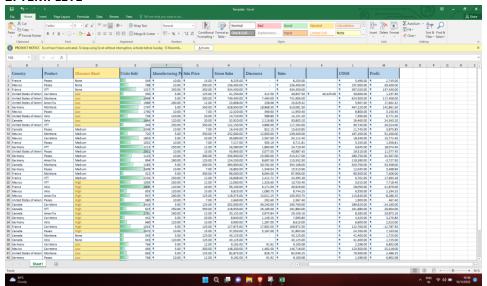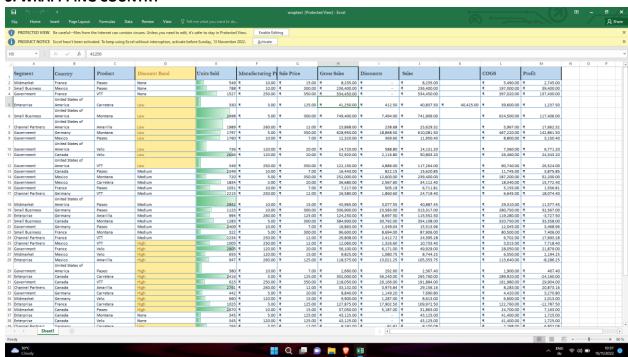# 1.ADDING DATASET TO EXCEL



# 2. TEMPLETE

## 3. WRAPPPING COUNTRY

H5 = 41250

| 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 | 788 | 10.00 | 300.00 | 236,400.00 | - | 236,400.00 | | 197,000.00 | 39,400.00 |
| Government | France | VTT | None | 1527 | 250.00 | 350.00 | 534,450.00 | - | 534,450.00 | | 397,020.00 | 137,430.00 |
| 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 | 749,400.00 | 7,494.00 | 741,906.00 | | 624,500.00 | 117,406.00 |
| Channel Partners | United States of America | Amarilla | Low | 1989 | 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 | 628,950.00 | 18,868.50 | 610,081.50 | | 467,220.00 | 142,861.50 |
| Government | Mexico | Paseo | Low | 1760 | 10.00 | 7.00 | 12,320.00 | 369.60 | 11,950.40 | | 8,800.00 | 3,150.40 |
| 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 | 122,150.00 | 4,886.00 | 117,264.00 | | 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 | 252,000.00 | 12,600.00 | 239,400.00 | | 187,200.00 | 52,200.00 |
| Government | Mexico | Carretera | Medium | 1834 | 3.00 | 20.00 | 36,680.00 | 2,567.60 | 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 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 | 336,900.00 | 23,583.00 | 313,317.00 | | 280,750.00 | 32,567.00 |
| Enterprise | Germany | Amarilla | Medium | 994 | 260.00 | 125.00 | 124,250.00 | 8,697.50 | 115,552.50 | | 119,280.00 | -3,727.50 |
| Small Business | Canada | Montana | Medium | 1283 | 5.00 | 300.00 | 384,900.00 | 30,792.00 | 354,108.00 | | 320,750.00 | 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 | 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 | Amarilla | High | 947 | 260.00 | 125.00 | 118,375.00 | 13,021.25 | 105,353.75 | | 113,640.00 | -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 | 302,000.00 | 36,240.00 | 265,760.00 | | 289,920.00 | -24,160.00 |
| Government | Canada | VTT | High | 623 | 250.00 | 350.00 | 218,050.00 | 26,166.00 | 191,884.00 | | 161,980.00 | 29,904.00 |
| Channel Partners | Canada | Amarilla | High | 2761 | 260.00 | 12.00 | 33,132.00 | 3,975.84 | 29,156.16 | | 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 | 127,875.00 | 17,902.50 | 109,972.50 | | 122,760.00 | -12,787.50 |
| Midmarket | Canada | Paseo | High | 2470 | 10.00 | 15.00 | 37,050.00 | 5,187.00 | 31,863.00 | | 24,700.00 | 7,163.00 |
| 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 |

## 4. CHANGING CURRENCY

E2 = 549

| Segment | Country | Product | Discount Band | Units Sold | Manufacturing P | Sale Price | Gross Sales | Discounts | Sales | | COGS | Profit |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Midmarket | France | Paseo | None | $549.00 | $10.00 | $15.00 | $8,235.00 | $0.00 | $8,235.00 | | $5,490.00 | $2,745.00 |
| Small Business | Mexico | Paseo | None | $788.00 | $10.00 | $300.00 | $236,400.00 | $0.00 | $236,400.00 | | $197,000.00 | $39,400.00 |
| Government | France | VTT | None | $1,527.00 | $250.00 | $350.00 | $534,450.00 | $0.00 | $534,450.00 | | $397,020.00 | $137,430.00 |
| 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 |
| Small Business | United States of America | Montana | Low | $2,498.00 | $5.00 | $300.00 | $749,400.00 | $7,494.00 | $741,906.00 | | $624,500.00 | $117,406.00 |
| 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 |
| Government | Germany | Montana | Low | $1,797.00 | $5.00 | $350.00 | $628,950.00 | $18,868.50 | $610,081.50 | | $467,220.00 | $142,861.50 |
| 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 |
| 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 |
| 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 |
| Government | United States of America | VTT | Low | $949.00 | $250.00 | $350.00 | $122,150.00 | $4,886.00 | $117,264.00 | | $90,740.00 | $26,524.00 |
| 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 |
| Government | Mexico | Montana | Medium | $720.00 | $5.00 | $350.00 | $252,000.00 | $12,600.00 | $239,400.00 | | $187,200.00 | $52,200.00 |
| 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 |
| Government | France | Paseo | Medium | $1,031.00 | $10.00 | $7.00 | $7,217.00 | $505.19 | $6,711.81 | | $5,155.00 | $1,556.81 |
| Channel Partners | Germany | VTT | Medium | $2,215.00 | $250.00 | $12.00 | $26,580.00 | $1,860.60 | $24,719.40 | | $6,645.00 | $18,074.40 |
| Midmarket | United States of America | Paseo | Medium | $2,931.00 | $10.00 | $15.00 | $43,965.00 | $3,077.55 | $40,887.45 | | $29,310.00 | $11,577.45 |
| Small Business | Germany | Paseo | Medium | $1,123.00 | $10.00 | $300.00 | $336,900.00 | $23,583.00 | $313,317.00 | | $280,750.00 | $32,567.00 |
| Enterprise | Germany | Amarilla | Medium | $994.00 | $260.00 | $125.00 | $124,250.00 | $8,697.50 | $115,552.50 | | $119,280.00 | -$3,727.50 |
| Small Business | Canada | Montana | Medium | $1,283.00 | $5.00 | $300.00 | $384,900.00 | $30,792.00 | $354,108.00 | | $320,750.00 | $33,358.00 |
| 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 |
| 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 |
| 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 |
| 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 |
| 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 |
| 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 |
| Enterprise | Mexico | Amarilla | High | $947.00 | $260.00 | $125.00 | $118,375.00 | $13,021.25 | $105,353.75 | | $113,640.00 | -$8,286.25 |
| 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 |
| Enterprise | Canada | Carretera | High | $2,416.00 | $3.00 | $125.00 | $302,000.00 | $36,240.00 | $265,760.00 | | $289,920.00 | -$24,160.00 |
| Government | Canada | VTT | High | $623.00 | $250.00 | $350.00 | $218,050.00 | $26,166.00 | $191,884.00 | | $161,980.00 | $29,904.00 |
| 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 |
| 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 |
| 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 |
| Enterprise | France | Carretera | High | $1,023.00 | $3.00 | $125.00 | $127,875.00 | $17,902.50 | $109,972.50 | | $122,760.00 | -$12,787.50 |
| 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 |
| Enterprise | Canada | Montana | None | $345.00 | $5.00 | $125.00 | $43,125.00 | $0.00 | $43,125.00 | | $41,400.00 | $1,725.00 |
| Enterprise | Canada | Velo | None | $345.00 | $120.00 | $125.00 | $43,125.00 | $0.00 | $43,125.00 | | $41,400.00 | $1,725.00 |
| 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 |
| Small Business | Mexico | Carretera | Low | $494.00 | $3.00 | $300.00 | $148,200.00 | $1,482.00 | $146,718.00 | | $123,500.00 | $23,218.00 |
| Enterprise | United States of America | Montana | Low | $663.00 | $5.00 | $125.00 | $82,875.00 | $828.75 | $82,046.25 | | $79,560.00 | $2,486.25 |
| Channel Partners | Germany | Paseo | Low | $766.00 | $10.00 | $12.00 | $9,192.00 | $91.92 | $9,100.08 | | $2,298.00 | $6,802.08 |