

Customer Discount Approval



Customer	Croma
Product	P1
Date	01-06-2023

Parameters	Discount	10%	COGS	30%	Avg NIP	\$6	GM (T)	\$100
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	Best Case	Realistic	Worst
Sale Units	100	50	20
Net Invoice Sales	\$600	\$300	\$120
Post Discount	\$60	\$30	\$12
Net Sales	\$540	\$270	\$108
COGS	\$162	\$81	\$32
Gross Margin	\$378	\$189	\$76
vs Target	\$278	\$89	-\$24