

Column1	Column2
Customer	Croma
Product(s)	P1
Date	

Column1	Discount	COGS	Average NIP	GM Target
Parameters	10%	30%	\$ 6.00	\$ 1,00,000

Column1	Best Case	Realistic	Worst Case
Sales Unit	100000	50000	25000
Net Invoice Sales	600000	300000	150000
Post Discount	60000	30000	15000
Net Sales	540000	270000	135000
COGS	162000	81000	40500
Gross Margin	378000	189000	94500
vs Target	278000	89000	-5500