

| A | B | C | D | E | F | G | I | J | |
|------------------|---------|-----------|---------------|------------|---------------------|------------|--------|--------|-------|
| Segment | Country | Product | Discount Band | Units Sold | Manufacturing Price | Sale Price | Profit | Sales | Date |
| Government | Canada | Carretera | None | 1618.5 | 3 | 20 | 16185 | 32370 | 41640 |
| Government | Germany | Carretera | None | 1321 | 3 | 20 | 13210 | 26420 | 41640 |
| Midmarket | France | Carretera | None | 2178 | 3 | 15 | 10890 | 32670 | 41791 |
| Midmarket | Germany | Carretera | None | 888 | 3 | 15 | 4440 | 13320 | 41791 |
| Midmarket | Mexico | Carretera | None | 2470 | 3 | 15 | 12350 | 37050 | 41791 |
| Government | Germany | Carretera | None | 1513 | 3 | 350 | 136170 | 529550 | 41974 |
| Midmarket | Germany | Montana | None | 921 | 5 | 15 | 4605 | 13815 | 41699 |
| Channel Partners | Canada | Montana | None | 2518 | 5 | 12 | 22662 | 30216 | 41791 |
| Government | France | Montana | None | 1899 | 5 | 20 | 18990 | 37980 | 41791 |
| Channel Partners | Germany | Montana | None | 1545 | 5 | 12 | 13905 | 18540 | 41791 |
| Midmarket | Mexico | Montana | None | 2470 | 5 | 15 | 12350 | 37050 | 41791 |

| | | | | | | | | | |
|------------------|--------------------------|---------|------|--------|----|-----|---------|----------|-------|
| Enterprise | Canada | Montana | None | 2665.5 | 5 | 125 | 13327.5 | 333187.5 | 41821 |
| Small Business | Mexico | Montana | None | 958 | 5 | 300 | 47900 | 287400 | 41852 |
| Government | Germany | Montana | None | 2146 | 5 | 7 | 4292 | 15022 | 41883 |
| Enterprise | Canada | Montana | None | 345 | 5 | 125 | 1725 | 43125 | 41548 |
| Midmarket | United States of America | Montana | None | 615 | 5 | 15 | 3075 | 9225 | 41974 |
| Government | Canada | Paseo | None | 292 | 10 | 20 | 2920 | 5840 | 41671 |
| Midmarket | Mexico | Paseo | None | 974 | 10 | 15 | 4870 | 14610 | 41671 |
| Channel Partners | Canada | Paseo | None | 2518 | 10 | 12 | 22662 | 30216 | 41791 |