

## Customer Discount Approval

Customer Croma  
Product(s) P1  
Date 2/1/2024

Parameters	Discount	COGS	Average NIP	GM Target
	10%	30%	\$6.00	\$100,000.00

Calculations-Scenarios	Best Case		Realistic		Worst Case	
Sales Unit	100000		50000		25000	
Net Invoice Sales	\$	600,000	\$	300,000	\$	150,000
Post Discount	\$	60,000	\$	30,000	\$	15,000
Net Sales	\$	540,000	\$	270,000	\$	135,000
COGS	\$	162,000	\$	81,000	\$	40,500
Gross Margin	\$	378,000	\$	189,000	\$	94,500
vs Target	\$	278,000	\$	89,000	\$	-5,500