

Customer Discount Approval



Customer	Croma
Product(s)	P1
Date	

Parameters	Discount	5.0%	COGS	20%	Avg NIP	\$5.00	GM Target	\$100,000.00
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		Best Case	Realistic	Worst Case
	Sales Unit	100000	50000	25000
	Net Invoice Sales	\$500,000.00	\$250,000.00	\$125,000.00
	Post Discount	\$25,000.00	\$12,500.00	\$6,250.00
	Net Sales	\$475,000.00	\$237,500.00	\$118,750.00
	COGS	\$95,000.00	\$47,500.00	\$23,750.00
	Gross Margin	\$380,000.00	\$190,000.00	\$95,000.00
vs Target		▲ \$280,000.00	■ \$90,000.00	▼ -\$5,000.00