

Customer Discount Approval



Customer	Croma
Product(s)	
Date	20-07-2023

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

	Best Case	Realistic	Worst Case
Sales Unit	100000	50000	25000
Net Invoice Sale	\$600,000.0	\$300,000.0	\$150,000.0
Post Discount	\$60,000.0	\$30,000.0	\$15,000.0
Net Sales	\$540,000.0	\$270,000.0	\$135,000.0
COGS	\$162,000.0	\$81,000.0	\$40,500.0
Gross Margin	\$378,000.0	\$189,000.0	\$94,500.0

	▲	▲	▲
vs Target	\$278,000.0	\$89,000.0	\$5,500.0

Customer Discount Approval
