

Customer	Croma
Product(s)	P1
Date	3/11/2022

Parameters	Discount	10%	COGS	30%
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	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

Avg NIP	\$	6.00	GM Target	100,000
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