

Customer Discount Approval



Customer Products Date	Croma P1 2024-03-17
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Parameters	Discount 12.5%	COGS 32%	Avg NIP \$ 5.65	GM Target \$ 100,000.00
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Sales Unit Net Invoice Sales Discount Net Sales COGS Gross Margin	2	Best Case	Realistic	Worst Case
		100000	50000	30000
		\$ 565,000	\$ 282,500	\$ 169,500
		\$ 70,625	\$ 35,313	\$ 21,188
		\$ 494,375	\$ 247,188	\$ 148,313
		\$ 158,200	\$ 79,100	\$ 47,460
		\$ 336,175	\$ 168,088	\$ 100,853

Vs Target	▲ \$ 236,175.00	▲ \$ 68,087.50	▲ \$ 852.50
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Lakshika Paiva