

Customer Discount Approval



Customer	Croma
Product(s)	
Date	04-09-2024

Parameters	Discount	10%	COGS	\$0.3	Average NIP	\$6	GM Target	\$ 100,000
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	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	▼ -5500