

Sheet#	SheetName	Description
2	My Scenario Planning Tool	Analysis of scenario of best case, realistic case and worst case based on discount, COGS, Average NIP and GM target selection criteria and its values for the project.

AtliQ Hardwares

Customer	Johnson & Johnson
Product(s)	USB Drive 3.0
Date	1/2/2024

Parameters	Discount	COGS	Average NIP	GM Target
Values	13%	30%	\$5.00	\$100,000.00

Calculations	Best Case	Realistic	Worst Case
Sales Unit	\$100,000.00	\$70,000.00	\$32,000.00
Net Invoice Sales	\$500,000.00	\$350,000.00	\$160,000.00
Post Discount	\$65,000.00	\$45,500.00	\$20,800.00
Net Sales	\$435,000.00	\$304,500.00	\$139,200.00
COGS	\$130,500.00	\$91,350.00	\$41,760.00
Gross Margin	\$304,500.00	\$213,150.00	\$97,440.00
vs Target	\$204,500.00	\$113,150.00	-\$2,560.00