

Customer Discount Approval



Customer	Croma
Product(S)	
Date	07-03-2023

Parameters	Discount	10%	COGS	30%	AverageNIP	\$ 6.00	GM Target	\$ 1,00,000
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	Best Case		Realistic		Worst Case	
	100000		50000		25000	
Sales Unit						
Net invoice sales	\$	6,00,000.00	\$	3,00,000.00	\$	1,50,000.00
Post Discount	\$	60,000.00	\$	30,000.00	\$	15,000.00
Net Sales	\$	5,40,000.00	\$	2,70,000.00	\$	1,35,000.00
COGS	\$	1,62,000.00	\$	81,000.00	\$	40,500.00
Gross Margin	\$	3,78,000.00	\$	1,89,000.00	\$	94,500.00
VS Target	▲ \$	2,78,000.00	▲ \$	89,000.00	▲ \$	-5,500.00