

Breakout Group East 1

Case Study

Our criteria is based on:

1. Gross profit
2. Volume
3. Return Rate

We automatically dismissed any company with an overdue balance. We also took into consideration how we get paid. COD is better than Net30.

Top Customers:

1. Vanamax
2. M & B Collision
3. BP Customs

Bottom Customers:

1. M & M Auto
2. M & D Used Cars
3. JD Auto Leader