

# Voith Paper: Transforming sales costs into consulting revenue

we can't sell to Mexico

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**Possible Risks**  
no profits, means no money for research and development  
- new firms cannot enter to increase supply or decrease costs  
- inefficient use of resources  
- high fixed costs + low marginal costs = extreme economies of scale

**2008-2009 Profit and Revenue**  
The profits for the years 2008 and 2009 increased by 50% every time we lower the prices of avocados.  
TheCaseSolutions.com

**Revenue**  
The revenue for 2008 and 2009 increased by almost 50% as we lowered the prices of avocados.  
TheCaseSolutions.com

**Projected profit and revenue for 2010**  
since we have made a good amount of avocados, the profit will increase by twice as much as it did before because Mexico will be providing for us year round.  
TheCaseSolutions.com

**How did you arrive to these predictions?**  
we looked at the profits before Mexico started sending us avocados, and we weren't making a lot of profit. After we joined forces, our sells increased by 75%.  
TheCaseSolutions.com

**One-Minute Elevator Pitch**  
we help to the problem of having excess and expired low or nothing left inventory sale.  
To make production and design our models, we help people in a different manner to have.  
TheCaseSolutions.com

**The Next Time Change**  
if we can find a distributor in Mexico we can sell our avocados there and increase our profits.  
TheCaseSolutions.com

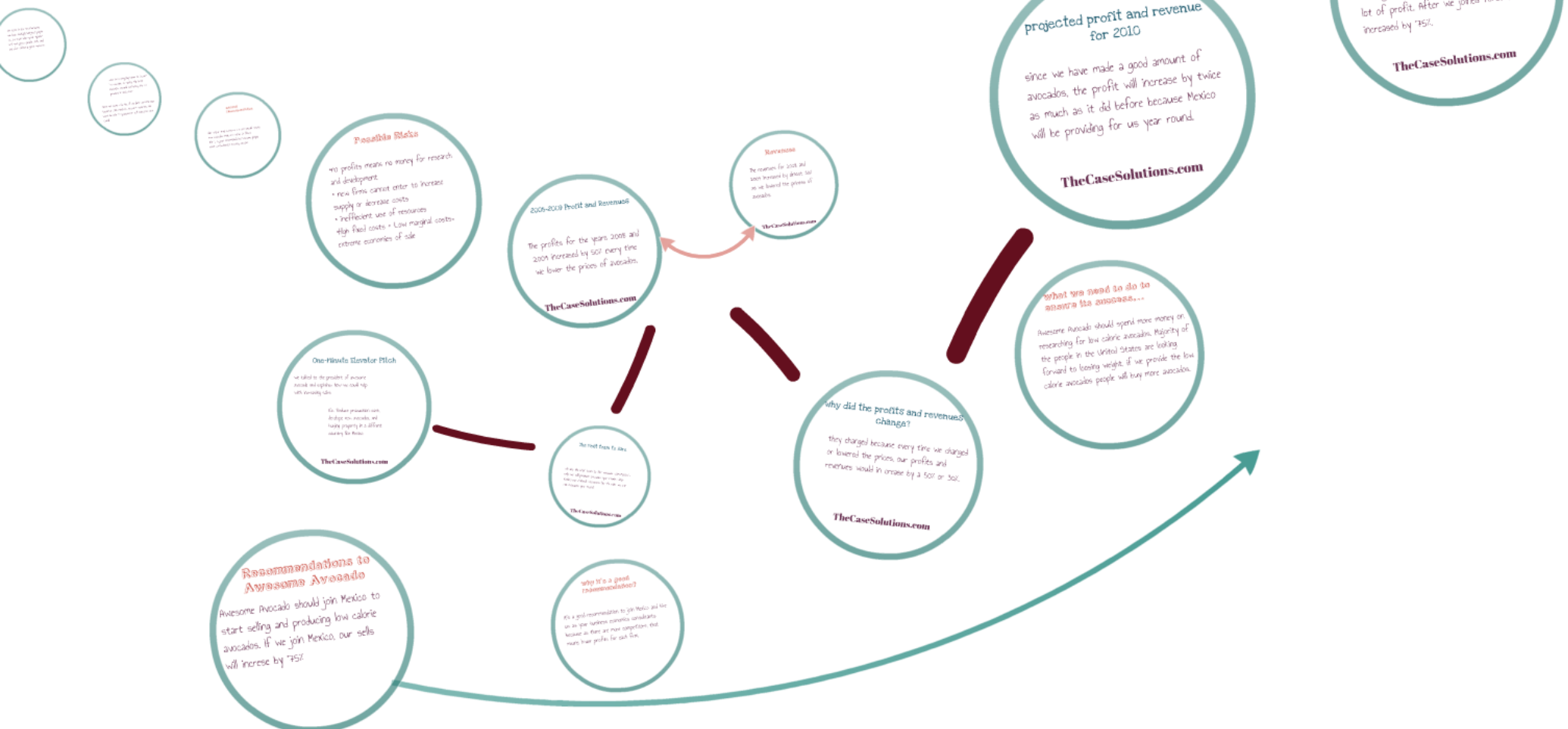
**Why did the profits and revenues change?**  
they changed because every time we changed or lowered the prices, our profits and revenues would increase by a 50% or 50%.  
TheCaseSolutions.com

**What you need to do to ensure the success...**  
Awesome Avocado should spend more money on researching for low calorie avocados. Majority of the people in the United States are looking forward to losing weight. If we provide the low calorie avocados, people will buy more avocados.

**Recommendations to Awesome Avocado**  
Awesome Avocado should join Mexico to start selling and producing low calorie avocados. If we join Mexico, our sells will increase by 75%.

**Why it's a good recommendation?**  
It's a good recommendation to join Mexico and sell in the United States because most of the people in the United States are looking for low calorie avocados. If we join Mexico, our sells will increase by 75%.

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## One-Minute Elevator Pitch

we talked to the president of awesome avocado and explained how we could help with increasing sales

Ex. Reduce production cost, develop new avocados, and buying property in a different country like Mexico

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## The Best team to Hire

We are the best team to hire because with Mexico's help we will produce avocados year round, since Mexico has natural resources like the rain, we can sell avocados year round.

**[TheCaseSolutions.com](http://TheCaseSolutions.com)**

## 2008-2009 Profit and Revenues

The profits for the years 2008 and 2009 increased by 50% every time we lower the prices of avocados.

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## Revenues

The revenues for 2008 and 2009 increased by almost 30% as we lowered the price of avocados.

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why did the profits and revenues  
change?

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or lowered the prices, our profits and  
revenues would increase by a 50% or 30%.

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## projected profit and revenue for 2010

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## how did we arrive to these predictions?

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