**Business Demand Overview**:

* Value of Change: Visual dashboards and improved Sales reporting
* Necessary Systems: Power BI
* Other Relevant info: Budgets have been delivered in Excel file

**User Stories**:

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **No.** | **Role** | **Request** | **User Value** | **Acceptance Criteria** |
| 1 | Sales Manager | To get a dashboard overview of internet sales | Can follow better which products sells the best | A Power BI dashboard which updates data once a day |
| 2 | Sales Representative | A detailed overview of internet sales per customer | Can follow up with customers based on their purchase history | A Power BI dashboard which allows to filter data for each customer |
| 3 | Sales Representative | A detailed overview of internet sales per Product | Can check and analyze about the products that sells the most | A Power BI dashboard that allows to filter data for each product |
| 4 | Sales Manager | A dashboard overview of internet sales | Follow sales over time against budget | A Power BI dashboard with graphs and KPIs comparing against budget |