**Business Demand Overview:**

* **Reporter:** Mohammed \_ Sales Manager
* **Value of Change:**  Visual Dashboard and improved Sales Reporting
* **Necessary Systems:**  Power BI ,CRM Systems
* **Other Relevant Info:** Budget have been delivered in Excel for 2023

**User Stories:**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **#** | **As a (role)** | **I want (request / demand)** | **So that I (user value)** | **Acceptance Criteria** |
| **1** | Sales Manager | A dashboard overview of internet sales | Can follow better which customers and products sells the best | A power bi dashboard which updates one a day |
| **2** | Sales representative | A detailed overview of internet sales per customer | Can follow up my customers that buys the most and who we can sell more | A power bi dashboard which allows me to filter data from each customer |
| **3** | Sales representative | A detailed overview of internet sales per product | Can follow up my products that sells the most | A power bi dashboard which allows me to filter data from each Product |
| **4** | Sales manager | A dashboard overview of internet sales | Follow sales overtime against budget | A power bi dashboard with graphs and KPIs comparing against budget |