**Business Demand Overview**

**Reporter:** Steven - Sales Manager

**Value of Change:** Visual dashboards and improved sales reporting or follow-up for salesforce.

**Necessary systems:** PowerBI, CRM systems

**Other relevant info:** Budgets have been delivered in Excel for 2021

**User Stories**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **No #** | **As a (role)** | **I want (request/demand)** | **So that I (user value)** | **Acceptance criteria** |
| 1 | Sales Manager | To get a dashboard overview of internet sales | Can follow better which customers and 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 my customers that buys the most and who can sell more to | A Power BI dashboard which allows me to filter data for 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 for each product |
| 4 | Sales Manager | A dashboard overview of internet sales | Follow up sales over time against budget | A Power BI dashboard with graphs and KPIs to compare against budget |