**Business Requirements**

* Total sales of each product over time
* Customer purchase quantity over time
* Find the best product sales wise
* Filtering sales person
* Comparing the values against output performance
* Budget 2021 (2 years)

**Business demand overview**

* Reporter – Stevan – Sales Manager
* Value of Change: Interactive dashboard and improved Sales reporting
* Required systems: Power Bi

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| Sl.no | Role in Company | Request/Demand | User Outcome | Acceptance Criteria |
| 1 | Sales Manager | Dashboard overview of internet sales | Can follow performance of company | Power BI dashboard update once a day |
| 2 | Sales Representative | Detailed overview of internet sales per customer | Highest buying customers and increase sales | Power bi dash board to filter data according to each customer |
| 3 | Sales Representative | Detailed overview of internet sales per product | Highest selling products and increase the sales of other products | Power bi dash board to filter data according to each product |