

Project Requirements Document: GB

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Client/Sponsor: GB

Purpose: Analysis of Automotive Sales Data.

Key dependencies:

Stakeholders:

Team members:

Stakeholder requirements:

- Must include fields for sales, order amount, unit list prices, product categories, purchase orders, payment type, invoice amount, transmission types, time.
- The dataset records Automotive Sales.
- Should show the monthly trend in total sales.
- Should show the distribution of unit list prices across different product categories.
- Should show the distribution of purchase orders based on approval status over time.
- Should show the percentage distribution of different payment types.
- Should show the relationship between wish list additions and actual purchases.
- Should show the sales performance for different transmission types.
- Should show the frequency of wish list additions over time.
- Should create a dashboard to reveal insights about Automotive Sales.
- Design charts so that stakeholders can view trends by month, quarter, and year.

Success criteria: [Clarify what success looks like for this project. Include explicit statements about how to measure success. Use SMART criteria]

Specific: BI insights must clearly identify the specific characteristics of an Automotive Sales, including how much sales we have per year for last 3 years. **Measurable:** Sales should be

evaluated using measurable metrics, including frequency and volume. **Action-oriented:** These outcomes must quantify the saleing amount under different circumstances to provide G team with insights. **Relevant:** All metrics must support the primary goal. **Time-bound:** Analyze data that spans at least one year to understand how sales change over time. Exploring data that spans multiple months will capture peaks and valleys in usage.

Dashboard should demonstrate an understanding of this goal and provide stakeholders with insights about Automotive Sales.

User journeys: (Document the current user experience and the ideal future experience.)

The team's ultimate goal is to communicate with the customers to increase the automotive sales amount and improve operational optimization. The dashboard you create should demonstrate an understanding of this goal and provide your stakeholders with insights.

Compliance and privacy: (Include compliance, privacy, or legal dimensions to consider.)

The datasets are fictionalized versions of the actual data this team works with. Because of this, the data is already anonymized and approved. However, you will need to make sure that stakeholders have data access to all datasets so they can explore the steps you've taken.

Accessibility: Dashboard needs to be accessible, with large print and text-to-speech alternatives I need to make sure stakeholders have access to all datasets so they can explore the steps I've taken. The dashboards should offer text alternatives including large print and text-to-speech.

Roll-out plan: (Detail the expected scope, priorities and timeline.)

The stakeholders have requested a completed BI tool in two weeks.