**Business Request**

* To improve internet sales report, move static reports to visual dashboard.
* Focus on how much sold of what products, to which clients and how it has been over time.
* Filter sales person also
* Compare budget values against performance

**Business Demand Overview**

* Reporter: Steven – Sales Manager
* Value of Change: Visual dashboards, improved sales reporting or follow-up for sales force
* Necessary Systems: Power BI, CRM System
* Other relevant info: Budgets has been delivered in Excel

**User Stories**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **No#** | **As a (role)** | **I want (request/demand)** | **So that I (User Value)** | **Acceptance Criteria** |
| 1 | Sales Manager | To get visual dashboard overview of internet sales | Can follow better with which customers and product sells the best | A Power BI dashboard which updates data once a day |
| 2 | Sales representative | A detailed overview of internet sales per customers | Can follow up on which customers buys the most | A Power BI dashboard that filters the data by customers |
| 3 | Sales representative | A detailed overview of internet sales per products | Can follow up on which product sells the most | A Power BI dashboard that filter the data by products |
| 4 | Sales Manager | A dashboard overview of internet sales | Can follow sales over time against budget | A Power BI dashboard with graphs and KPI comparing against budget |