## Business Demand Overview:

* Reporter: Steven – Sales Manager
* Value of Change: Visual dashboards and improved Sales reporting or follow up sales systems
* Necessary Systems: Power BI & CRM System
* Other Relevant information: Budgets have been delivered in Excel for 2021

## User Stories:

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| No # | As a (role) | I want (Request/Demand) | So that (User Value) | Acceptance criteria |
| 1 | Sales Manager | To get dashboard overview of internet sales | Can follow better which customers and products sell 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 sell the most | A power Bi dashboard which allows me to filter data for each product |
| 4 | Sales Manager | To get dashboard overview of internet sales | Follow Sales over time against budget | A power Bi dashboard with graphs and KPI’s comparing against budget |