**Business Demand Overview:**

* Reporter: Steven- Sales Manager
* Value of Change – Visual Dashboard and improved Sales reporting or follow-up for sales force
* Necessary Systems: Power BI, CRM System
* Other Relevant info: Budget 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 Customers | Can follow up my customers that buys the most and who we can sell ore to | A Power BI dashboard which allows me to filter data for each customer |
| 3 | Sales Representative | A detailed overview of Internet Sales per Products | 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 sales over time against budget | A Power BI dashboard with graphs and KPIs comparing against budget |