**Business Demand Overview:**

* Reporter: Alice-Sales Manger
* Value of Change: Visual Dashboards and improved sales reporting or follow up of sales force
* Necessary Systems: Power BI, CRM system
* Other Relevant Info: Budgets have been delivered in excel for 2023

**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 Products | Can follow up my customers that buys the most and who we 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 Products | Can follow up my products that sells the most | A Power BI dashboard which allows me to filter days 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 |