**Business Demand Overview:**

* Reporter: Sales Manager
* Value of Change: Visual dashboard and improve Sales reporting for Salesforce
* Necessary Systems: Power BI, CRM System
* Other Relevant Info: Budgets 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 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** |