**Business Demand Overview**

* Reporter - Sales Manager
* Value of Change: Visual dashboards & improved sales reporting
* 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 sell best | A Power BI dashboard with updated data |
| 2 | Sales Rep | A detailed overview of Internet sales per customer | Can follow up with my customers that buy the most | A Power BI dashboard that allows me to filter data for each product |
| 3 | Sales Rep | A detailed overview of Internet sales per product | Can follow up with the products that sell the most | A Power BI dashboard that allows me to filter for each product |
| 4 | Sale Manager | A dashboard overview of Internet sales | Follow sales over time against the budget | A Power BI dashboard with graphs and KPI comparing against budget |