Business Request

Requesting Department – Sales and Marketing team

Value addition – In detail visual dashboard in power bi and improved sales reporting from statis excel reporting to dynamic BI reporting.

Necessary system – Power BI, SQL Server, other data files

**Requirements per user type**

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| --- | --- | --- | --- | --- |
| **No #** | **Role** | **Request** | **Value Addition** | **Acceptance Criteria** |
| **1** | Sales Manager | To get a Power BI dashboard with overview of internet sales | Can follow better on 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 with my customers who buys the most and adding more profit to the company | 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 and also the products which sells the less | 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. |