Business Demand Overview

* Reporter – Jack
* Value of change : Visual Dashboard and improved sales reporting
* Necessary Systems: Tableau, CRM
* Other Relvevant 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 of internet sales | Can follow better which customers and products sells the best | A Tableau dashboard which updates data once a day. |
| 2 | Sales Representative | A detailed overview of sales per customers | Can follow up my customers that buys the mode and who we can sell more to | A Tableau dashboard which allows me to filter data for each customer |
| 3 |  | A detailed overview of sales per customers | Can follow up my Product that sell most | A Tableau 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 Tableau Dashboard with graphs and KPIs comparing against budget. |