Business Demand Overview

* Reporter : Shivam (Sales manager)
* Value of Change: Visual Dashboards And 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 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 the customers who buys the most and who we can sell ore to | A power bi dashboards which allows me to filter data for each customer |
| 3 | Sales Representative | A detailed overview of Internet sales per Products | Can follow the Products who buys the most and who we can sell ore to | A power bi dashboards which allows me to filter data for each customer |
| 4 | Sales Manager | A dashboards overview of internet sales | Follow sales over time against Budget | A power Bi dashboards with graphs and KPIs  Com[paring against budget |