**Business Request**

Aaliyah – Sales Manager

Hi Malik!

I hope you are doing well. We need to improve our internet sales reports and want to move from static reports to visual dashboards.

Essentially, we want to focus it on how much we have sold of what products, to which clients and it how it has been over time.

Seeing as each sales person works on different products and customers it would be beneficial to be able to filter them also.

We measure our numbers against budget so I added that in a spreadsheet so we can compare our values against performance.

Let me know if you need anything else!

//Aaliyah

**Overview and User Stories**

-Report: Aaliyah - Sales Manager

-Value of Change: Visual dashboards and improved Sales reporting

-Necessary Systems: Power BI, CRM system

-Other Relevant Info: Spreadsheet of Budget

**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**  **Also follow sales over time against budget** | **A Power BI dashboard which updates data once a day**  **Has graphs** |
| **2** | **Sales Rep** | **A detailed overview of Internet Sales per Customer** | **Can follow up with my customers that buy the most and who can sell more products to** | **A Power BI dashboard which allows me to filter data for each customer** |
| **3** | **Sales Rep** | **A detailed overview of Internet Sales per Product** | **Can follow up with products that sell the most** | **A Power BI dashboard which allows me to filter data for each product** |