Business Demand Overview:

* Reporter: Domonic
* Value of Change: Visual dashboards and improved Sales reporting or follow up for sales force
* Necessary Systems: Power Bi, CRM system
* Other Relevant Info: Budget has been delivered in Excel for 2022

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 the best | A power BI dashboard which updates data once a day |
| 2 | Sales representative | An overview of internet sales per customer | Can follow up customers that busy most and who we can sell more to | A Power Bi dashboard which allows me to filter data for each customer |
| 3 | Sales representative | An overview of internet sales per Products | Can follow up Product that sells the most | 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 |