**Business Demand Overview:**

* Requester: Steven – Sales Manager
* Value of Change: Live dashboards and improved Sales reporting or follow up or sales force
* Necessary Systems: SQL Database, Power BI, CRM System
* Other Relevant Info: Budgets have been delivered in Excel for 2025

Steps to Complete:

1. Gather necessary data
2. Ensure all data is present and accurate
3. Engineer any missing or enhancing data points
4. Load data into Power BI
5. Create dashboard
6. Review project, ensuring all stakeholder needs are met
7. Create documentation of dashboard
8. Share with team and provide demo/user guide

**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 up my customers that buys the most and who we can sell more to | 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 | 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. |