Business Demand Overview

- **Reporter-**Sales Manager

- **Value of Change-**Visual Dashboards+Improved Sales reporting+Follow up for Sales force

- **Necessary Systems-**PowerBi,CRM System (Customer Relationship Management)

- **Any other relevant info-**Budgets delivered in excel for 2023,2024

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 which products and customers sells the best	A Power BI Dashboard that updates data once a day
2.	Sales Representative	A detailed overview of Sales per customer	Can follow up my customers that buys the most and who we can sell more to	A Power BI Dashboard that filters data for each customer
3.	Sales Representative	A detailed overview of Sales per Product	Can follow up my products that sell the most	A Power BI Dashboard that filters data for each product
4.	Sales Manager	A dashboard overview of internet sales	Follow sales over time against budget	A Power BI Dashboard containing graphs and KPIs comparing sales against Budget