## Hi Yasin!

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 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.

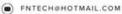
The budget is for 2021 and we usually look 2 years back in time when we do analysis of sales.

Let me know if you need anything else!

// Steven













## **Business Demand Overview:**

- Reporter: Steven – Sales Manager

- Value of Change: Visual dashboards and improved Sales reporting or follow up or sales force

- 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 /	So that I (user value)	Acceptance Criteria
		demand)		
1	Sales Manager	To get a dashboard	Can follow better	A Power BI
		overview of internet sales	which customers	dashboard which
			and products sells	updates data once
			the best	a day
2	Sales	A detailed overview of	Can follow up my	A Power BI
	Representative	Internet Sales per	customers that buys	dashboard which
		Customers	the most and who	allows me to filter
			we can sell ore to	data for each
				customer
3	Sales	A detailed overview of	Can follow up my	A Power BI
	Representative	Internet Sales per	Products that sells	dashboard which
		Products	the most	allows me to filter
				data for each
				Product
4	Sales Manager	A dashboard overview of	Follow sales over	A Power Bi
		internet sales	time against budget	dashboard with
				graphs and KPIs
				comparing against
				budget.