**SAMPLE BUSINESS REQUEST**

Steven – Sales Manager

Hi Sonny,

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 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 2023 and we usually look 2 years back in time when we do analysis of sales.

Let me know if you need anything else.

**SAMPLE BUSINESS REQUEST OVERVIEW**

* REPORTER – Steven (Sales Manager)
* Value of Change – Visual Dashboard and improve Sales reporting
* Necessary Systems: Power BI and Customer Relationship Management (CRM) System
* Other Relevant Info- Budgets have been delivered in Excel

**USER STORIES:**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **NUMBER #:** | **ROLE** | **REQUEST/DEMAND** | **USER VALUE** | **ACCEPTANCE CRITERIA** |
| 1 | Sales Manager | To get a dashboard overview of interest 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 to filter data for each customer. |
| **3** | Sales Representative | A detailed overview of Internet Sales per Product | Can follow up my product that sells the most | A Power BI dashboard which allows 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 KPI’s |