**Business demand overview:**

**Reporter:** Steven-sales manager

**Value of change:** Visual dashboard and improve sales reporting or forecast

**Necessary Systems:** Power BI, CRM system

**Other relevant information:** Budgets have been delivered in excel for 2021

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 customer | Can follow up my customers who buy the most and whom I 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 | 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 KPI comparing, against budget |