# Business Demand Overview:

* Reporter: Steven – Sales Manager
* Value of Change: Visual Dashboard and improved Sales reporting or follow-up for sales force.
* Necessary System : Power BI, CRM System
* Other Relevant Info: Budgets have been delivered in Excel for 2021

# User Stories

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| --- | --- | --- | --- | --- |
| **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 customers and products sells the best | A Power BI dashboard which updates data once a day |
| 2 | Sale 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 | Sale 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 overtime against budget | A Power BI dashboard with graphs and KPIs comparing against budget |