Global Bike Sales Business Request

**Business Request Overview:**

* **Reporter:** Steven – Sales Manager
* **Value of change:** Visual dashboards and improved sales reporting for salesforce members.
* **Necessary systems:** Power BI, CRM system
* **Other relevant info:** Budgets have been delivered in Excel for 2022. Performance data is 2 years old.

**Business Request:**

* Improve internal sales reports.
* Move from static to visual dashboards.
* Quantity of products sold to which clients over time.
* Filters for Salesforce.
* Budget data to compare against performance.
* Budget data is current, performance is 2 years old.

**User Stories:**

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| **No.** | **Role** | **Request/demand** | **User Value** | **Acceptance Criteria** |
| 1. | Sales manager | Dashboard of internet sales | Follow best-selling customers and products | Power BI dashboard which updates data continuously once a day. |
| 2. | Sales rep | Detailed overview of internet sales per customer. | Ability to follow up on customers who purchase the most. | Power BI dashboard which allows me to filter data for each customer. |
| 3. | Sales rep | Detailed overview of internet sales per customer. | Ability to follow up on products which sell the most. | Power BI dashboard which allows me to filter data for each product. |
| 4. | Sales manager | Dashboard overview of sales. | Follow sales over time against budget. | Power BI dashboard with graphs and KPIs comparing against budget. |