**Business Requirement Document**

**Project Title: Superstore Sales Performance & Profitability Analysis  
Prepared By: Kunal Vishwakarma  
Date:   
Version: 1.0**

**Objectives :-**

* **To analyse overall and categorical sales of the superstore.**
* **Analyse the impact of discount on profit**
* **Geographical insights on the regional sales**

**Scope :-**

1. **Import and clean 9000+ row of sales data**
2. **Build KPI like** 
   1. **Total Sales**
   2. **Total Discount**
   3. **Total Profit**
   4. **Average Discount**
   5. **Profit margin in percentage**
3. **Dashboard describing** 
   1. **the trends in Sales**
   2. **Geo maps**
   3. **Discount vs Profit scatter plot**

**Requirements**

**Functional Requirements**

|  |  |  |
| --- | --- | --- |
| ID | Description | Priority |
| FR01 | **Import and clean the Superstore dataset** | **High** |
| FR02 | **Aggregate sales and profit by product category and region** | **High** |
| FR03 | **Create dynamic filtering by date, region, segment** | **High** |
| FR04 | **Visualize sales trends over time** | **Medium** |
| FR05 | **Show impact of discounts on profit** | **High** |
| FR06 | **Exportable dashboard report (PDF/Image)** | **Low** |