Kevin – Sales Manager:

Good morning Zuber,

I hope all is going well. Our company would like to improve our internet sales reports and move them from the current static reports we use to visual dashboards.

What we really want to be able to focus in on is which products we have sold, how many we have sold, to which clients we have sold, and what trends are present over time.

All of our salespeople work on different products and with different customers so we would really like to be able to filter results.

We measure our sales number against our budget – I have added that as a spreadsheet so that we can compare our results against our performance.

The budget is for the remainder of this year. We typically look back 2 years when analyzing our sales.

Please let me know if this all makes sense. Feel free to reach out if any additional information is needed.

Best Regards,

Kevin