**Business Demand Overview:**

* Client: Christopher – Sales Manager
* Value of Change: Visual dashboards and improved sales reported
* Necessary Systems: Power BI, MS SQL Server, CRM system

**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 Manager | To get a dashboard overview of internet sales | Follow sales over time against budget | A power BI dashboard with graphs and KPIs comparing against budget |
| 3 | Sales 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 |
| 4 | Sales Representative | A detailed overview of internet sales per product | Can follow up my products that sells the most | Power BI dashboard which allows me to filter data for each product |