**Business Demand Overview:**

- Reports: Stephen – sales manger

- Value of change: Visal dashboards and improve sales reporting

- Necessary system: Power BI, CRM system

- Other relevant information: Budget have been delivered in Excel for 2021

**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 internet sale** | **Can follow better which customer and products sells the best** | **A Power BI dashboard which updates the data once a day** |
| **2** | **Sales Representative** | **A detailed overview of internet sales per costumer** | **Can follow up my customers that buys the most and who can sell** | **A Power BI which allows me to filter data for each customer** |
| **3** | **Sales Representative** | **A detailed overview of internet sales per products** | **Can follow up my product that sales the most** | **A Power BI which allows me to filter data for each products** |
| **4** | **Sales Manager** | **A dashboard overview of internet sales** | **Follow sales over time against budget** | **A Power BI dashboard with graphs and KPI** |