**Business Demand Overview:**

* **Reporter:** Steve - Sales Manager
* **Value of Change:** Sales static report to Visual Dashboard for improved sales reporting for sales force
* **Necessary Systems:** Microsoft SQL Server, Power BI, Excel, CRM System
* **Other Relevant Info:** The budget of 2025 has been delivered in Excel format(.xlsx).

**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 to internet sales. | Can follow-up on costumers and products that sells the best. | A power BI dynamic dashboard which updates data once a day. |
| **2** | Sales Manager | To get a dashboard overview to internet sales against budget. | Can follow sales over time and compare them with the budget. | A Power BI dashboard with graphs and KPIs comparing against budget. |
| **3** | Sales Representative | The detailed overview of internet sales per costumer. | Can follow up on costumers that buys the most and whom we can sell to. | A Power BI dashboard which allows me to filter data for each customer |
| **4** | Sales Representative | The detailed overview of internet sales per product. | Can follow up on products that sells the most. | A Power BI dashboard which allows me to filter data for each Product. |