

**Business Demand Overview:**

- Reporter to – Sales Manager
- Value of Change: Visual dashboards and improved Sales reporting or follow up or sales force
- Necessary Systems: Power BI, CRM System
- Other Relevant Info: Budgets 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 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 Representative | A detailed overview of Internet Sales per Customers | Can follow up my customers that buys the most and who we can sell ore to | A Power BI dashboard which allows me to filter data for each customer |
| 3    | Sales Representative | A detailed overview of Internet Sales per Products  | Can follow up my Products that sells the most                            | A Power BI dashboard which allows me to filter data for each Product  |
| 4    | Sales Manager        | A dashboard overview of internet sales              | Follow sales over time against budget                                    | A Power Bi dashboard with graphs and KPIs comparing against budget.   |