**Business Demand Overview:**

* Reporter: Jacob – 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

**User Stories:**

|  |  |  |  |
| --- | --- | --- | --- |
| **As a (role)** | **I want (request / demand)** | **So that I (user value)** | **Acceptance Criteria** |
| Sales Manager | To get a dashboard overview of internet sales | Can follow better which customers and products sells the best  Follow sales over time against budget | A Power BI dashboard which updates data once a day  A Power BI dashboard with graphs and KPIs comparing against budget |