**Business Demand Overview:**

* Reporter: John– 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: Cost have been delivered in Excel for 2011 – 2014.

**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 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 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 |
| **3** | Sales Representative | A detailed overview of 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 sales | Follow sales over time against cost | A Power BI dashboard with graphs and KPIs comparing against cost. |