

**AHI Leadership Requirements**

#	User Story Part I		User Story Part II Solution Criteria	
Role	As AHI Leadership		1. Access to data analytics for segment analysis	
Need	I need to identify and understand current and evolving segments		2. Interactive dashboard with real-time segment updates	
Value	To align marketing efforts effectively		3. Data visualization of segment trends	

#	User Story Part I		User Story Part II Solution Criteria	
Role	As AHI Leadership		1. Identify emerging market patterns through data insights	
Need	I need to target and engage with emerging markets		2. Real-time notification system for market trends	
Value	To grow our customer base		3. Access to emerging market reports on demand	

#	User Story Part I		User Story Part II Solution Criteria	
Role	As AHI Leadership		1. Integrated data feed from multiple sources	
Need	I need access to data feeds from all pertinent sources		2. Real-time data sync with existing systems	
Value	To make informed decisions quickly		3. Ability to filter data based on source	

#	User Story Part I		User Story Part II Solution Criteria	
Role	As AHI Leadership		1. On-demand reporting capability	
Need	I need on-demand reports		2. Downloadable report format options	
Value	To view critical metrics as needed			

**Marketing Requirements**

#	User Story Part I		User Story Part II Solution Criteria	
Role	As a Marketing team member		1. Real-time market trend analysis tools	
Need	I need to track current market trends in skincare in real-time		2. Trend visualization for easy monitoring	
Value	To adjust campaigns accordingly			

#	User Story Part I		User Story Part II	
Role	As a Marketing team member		1. Real-time views analysis for products	
Need	I need to monitor customer interest in AHI products		2. Detailed product preference reports	
Value	To tailor our marketing efforts			

#	User Story Part I		User Story Part II	
Role	As a Marketing team member		1. Comparative analysis tools for market position	
Need	I need competitive analysis data		2. Insights on competitor performance	

Value	To understand our position in the market		
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#	User Story Part I		User Story Part II
Role	As a Marketing team member		1. Category-based market share analytics
Need	I need to calculate AHI’s market share and trends by category		2. Real-time updates on category trends
Value	To assess performance across segments		

Finance Requirements

#	User Story Part I		User Story Part II
Role	As a Finance team member		1. Secure invoicing system
Need	I need secure invoicing and order processing		2. Real-time order processing updates
Value	To ensure compliant and safe transactions		

#	User Story Part I		User Story Part II
Role	As a Finance team member		1. Inventory tracking dashboard
Need	I need real-time inventory and availability reports		2. Product availability notifications
Value	To adjust forecasts accurately		

#	User Story Part I		User Story Part II
Role	As a Finance team member		1. On-demand reporting on sales data
Need	I need on-demand financial and forecasting metrics		2. Historical data trends for forecasting
Value	To prepare accurate financial reports		

IT Requirements

#	User Story Part I		User Story Part II
Role	As an IT team member		1. Compatibility with existing systems
Need	I need the App to interface with new hardware and software		2. Regular testing for integration checks
Value	To ensure continued functionality		

#	User Story Part I		User Story Part II
Role	As an IT team member		1. Compliance with IT security standards
Need	I need to ensure compatibility with security upgrades		2. Security upgrade testing reports
Value	To protect data integrity		

#	User Story Part I		User Story Part II
Role	As an IT team member		1. Scalable data storage solutions
Need	I need storage that meets operational needs		2. Monitoring storage usage trends
Value	To optimize App performance		

Customer Requirements

#	User Story Part I		User Story Part II
Role	As an AHI customer		1. User-friendly product catalog
Need	I need easy access to all AHI products		2. Search functionality
Value	To quickly find the products I need		

#	User Story Part I		User Story Part II
Role	As an AHI customer		1. Secure payment gateway
Need	I need secure invoicing options		2. Invoice confirmation

Value	To feel confident in purchasing products		
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#	User Story Part I		User Story Part II
Role	As an AHI customer		1. Order status tracking
Need	I need reliable order processing		2. Real-time updates on order progress
Value	To ensure my orders are fulfilled accurately		

#	User Story Part I		User Story Part II
Role	As an AHI customer		1. Order confirmation page
Need	I need transaction confirmations		2. Confirmation emails
Value	To know my orders have been placed		