**Business Demand Overview**

* Reporter: Steven – Sales Manager
* Value of Change: Visual dashboards and improved Sales reporting or follow
* Necessary Systems: Power Bi, CRM System
* Other Relevant info: Budget have been delivered in Excel for 2024

**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 are too | A Power Bi dashboard which allows me to filter data for each customers |
| **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 Products |
| **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 |