**Business Demand Overview:**

* Reporter – Sales Manager
* Value of Change – Visual dashboard to improve sales reporting
* Necessary Systems – SQL, Power BI, CRM System
* Other Relevant Info: Budget have been delivered in Excel for 2023

**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 for internet sales | Can follow better which customers and product 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 more 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 KPI comparing against budget. |