Business Demand Overview

Reporter : Steven – Sales Manager

Value of Change : Visual Dashboards and improve sales reporting

Necessary Systems : SQL and PowerBI

Other Relevant Info.: Budgets have been delivered in Excel for 2021

**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 which customer and product sells the best | A PowerBI dashboard which updates data once a day |
| 2 | Sales Representative | A detailed overview of Internet sales per customer | Can follow up my customers that buys the most and to whom we can sell more | A Power BI dashboard which allows me to filter data for each customer |
| 3 | Sales Representative | A detailed overview of Internet sales per Product | 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 | To get a dashboard overview of internet sales | Follow sales over time against budget | A PowerBI dashboard with graphs and KPIs comparing against budget |