**Business Demand Overview:**

* Reporter: Steven – Sales Manager
* Value of Change:
* Improved sales reporting,
* Visual dashboard
* Follow up sales force
* Necessary System: Power BI, CRM system
* Other relevant information: 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 report 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 | To get 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 | To get 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 | To get a dashboard report of internet sales | Can follow sales over time against budget | A Power BI dashboard with graphs and KPIs comparing against budget |