**Business Demand Overview:**

- Reporter: Sales Manager
- Value of Change: Visual dashboards and improved Sales reporting or follow up or sales force
- Necessary Systems: Power BI, CRM System
- Other Relevant Info: Budgets have been delivered in Excel for 01/01/2021-01/01/202

**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 ore 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 KPIs comparing against budget. |