

**Business Demand Overview:**

- Reporter: Mark P. - Sales Manager
- Value of Change: Visual dashboards and improved Sales reporting
- Necessary Systems: Power BI, CRM System
- Other Info: Budgets have been delivered in Excel

**User Stories:**

No #	As a (role)	Request / Demand	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 on 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 on 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 the budget