**Business Demand Overview:**

* Reporter: Steven – Sales Manager
* Value of Change: Visual Dashboards and improve Sales reporting, follow up for sales force
* Necessary System: Power BI, CRM
* Other Relevant Info: Budgets 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 | 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 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 KPIS comparing against budget |