

Business Demand Overview:

- Reporter: Sales Manager
- Value of Change: Visual dashboard and improvements in sales reporting
- Necessary Systems: Power BI, CRM System
- Other Relevant Info: Budget have been delivered in Excel for 2021

User Stories:

#	As a (role)	I want(request/demand)	So that I (user value)	Acceptance Criteria
1	Sales Manager	To get a dashboard overview of sales	Can follow better which customers and products sells the bets	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 buy the most and who we can sell more to.	Power BI dashboard which allows filter data for each customer
3	Sales Representative	A detailed overview of Internet Sales per Products	Can follow up my products that buy the most and who we can sell more to.	Power BI dashboard which allows filter data for each product
4	Sales Manager	A dashboard overview of internet sales	Follow sales over time against budget	Power BI dashboard with graphs and KPIs comparing against budget