Business demand overview

* Reporter – Sale Manager
* Value of change – Visual dashboards and improved sales reporting
* Necessary systems – power BI
* Other relevant information - Budget have been delivered in excel for 2021

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| --- | --- | --- | --- | --- |
| No | As a (Role) | I want(Request/demand) | So that I(user value | Acceptance criteria |
| 1 | Sales manager | To get dashboard overview of internet sales | Follow up which customers and products sells the best | A power BI dashboard which updates data once a day |
| 2 | Sales representative | Detailed overview of internet sales per customer | Follow up best selling customer and try to sell more to them | Power BI dashboard which filters data for each customer |
| 3 | Sales representative | Detailed overview of internet sales per product | Follow up bestselling product | Power BI dashboard which filters data for each product |
| 4 | Sales Manager | Dashboard overview of internet sales | Follow sales over time against budget | A power BI dashboard with graphs and KPI’s comparing against budget. |