**BUSINESS DEMAND OVERVIEW**

* Reporter:
* Value of change:
* Necessary Systems: PowerBi, CRM System
* Other relevant info: Budgets have been delivered in Excel for 2021

**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 & products sells the best | A PowerBi dashboard which updates data once a day |
| 2 | Sales Representative | A detailed overview of internet Sales per Customers | Can Follow up on the customers that buys the most and who we can sell more too | A PowerBi 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 Products that sells the most | A PowerBi 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 PowerBi dashboard with graphs & KPIs comparing against budget. |