**Business Overview :**

* Reporter : Steven -Sales Manger
* Value of change : Visual dashboards and improve Sales reporting or follow up
* Necessary System : Power Bi, CRM system
* Other Relevant : Budget has been delivered in Excel for 2022

**User Stories :**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| No. | As a role | I want (request/demand) | So that  (user value) | Acceptance criteria |
| 1 | Sales Manger | To get dashboard overview of Internet Sales | Can follow better which products and customers sales the best | A power Bi dashboard which updates once a day |
| 2 | Sales Represantative | A detail overview of Internet Sales per Customers | Can follow up my customers that buys the most and who we can sell more too | A power Bi dashboard which allows me to filter data for each customer |
| 3 | Sales Represantative | A detail overview of Internet Sales per Products | Can follow up which product sales 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 overtime over budget | A power Bi dashboard with graphs and KPIs comparing against budget |