Business Demand Overview:

- **Reporter:** Sales Manager

- **Value of Change:** Visual Dashboards & Improved Sales Reporting

- **Necessary Systems:** Power BI, CRM System

- **Other Relevant Information:** Budget for 2021 has been delivered in Excel.

User Stories:

No.	As a (Role)	I want (Request/Demand)	So that (User value)	Acceptance Criteria
1	Sales manager	To get dashboard overview of internet sales	Can follow better which customers and products sell the best	Power BI dashboard which updates data once a day
2	Sales representative	Detailed overview of Internet Sales per customer	Can follow up my customers that buys the most and who we can sell are to	Power BI dashboard which allows me to filter data for each customer
3	Sales representative	Detailed overview of Internet Sales per product	Can follow up my products that sell the most	Power BI dashboard which allows me to filter data for each product
4	Sales Manager	Dashboard overview of Internet Sales	Follow sales over time against budget	Power BI dashboard with graphs and KPIs comparing against budget