Business Demand Overview:

* Reporter: ABC – Sales Manager
* Value of Change – Visual dashboards and improved sales reporting
* Necessary systems - Power BI, 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 and products sells the best | A Power BI dashboard which updates data once a day |
| 2 | Sales Representative | A detailed overview of internet sales per customer | Can follow up my customers that buys the most and who we can sell more to | A Power BI dashboard which allows me to filter data for each customer |
| 3 | Sales Representative | A detailed overview of internet sales per products | Can follow up my products that sell 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 over time against budget | A Power BI dashboard with graphs and KPIs comparing against budget |