**Business Demand Overview**

* **Reporter: Steven – Sales manager**
* **Value of change:** Visual dashboards and improve sales reporting or follow up for sales force neccessary
* **Necessary System: Power BI, CRM Systerm**
* **Other Relevent 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 selfs 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 one 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 sells the most | A Power BI dashboard which allows me to filter data for each Products |
| 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. |