

## **FRS – Functional Requirements Specification**

**Title:** *Superstore Analytics Dashboard – Functional Requirements*

**Version:** 1.0

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### **1. Data Sources**

- raw\_superstore\_data.xls → cleaned in Power Query → loaded into Power BI

### **2. KPIs**

- Total Sales
- Total Profit
- Total Orders
- Profit Margin (%)

### **3. Charts & Visuals**

1. **Sales Overview** – Line chart of monthly sales over time
2. **Profit by Category** – Bar chart grouped by Category & Sub-Category
3. **Regional Map** – Map visual with sales per region
4. **Customer Segment Analysis** – Pie chart for sales by customer segment
5. **Year-over-Year Growth** – KPI cards with % change

### **4. Filters (Slicers)**

- Year
- Region
- Category

### **5. Interactivity**

- Drill-down from year → month → day
- Hover tooltips for each data point
- Click on category to filter other visuals

### **6. Data Refresh**

- User replaces CSV/XLS in data/ folder and clicks “Refresh” in Power BI