Steven – Sale Manager:

Hi Isaac,

I hope you are doing well; we need to improve our **internet sales** **report** and want to move from static reports to **Visual Dashboards.**

Essentially, we want to focus it on how much we have **sold of what products** to **which clients** and how **it has been over time.**

Seeing as each **sales person** works on different products and customers it would be beneficial to be able to **filter them also.**

We measure our numbers against **budget** so I added that in a **spreadsheet** so we can compare our values against performance.

The budgets is for **2021** and we usually look **2 years back** in time when we do analysis of sales.

Let me know if you need anything else.

//Steve.

**Business Demand Overview**

* Reports – Sale Manager
* Values of change – Visual Dashboard and Improved sales reporting of internet products tp clients
* Necessary system – Power Bi, CRM System.
* Other relevant info -Budgets have been delivered in Excel for 2022.

**USER STORIES**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **NO#** | **As a(role)** | **I want(request/Demand)** | **So that I (User value)** | **Acceptance Criteria** |
| **1** | **Sales Manger** | **To get a Dashboard Overview of Internet Sales** | **Can Follow Better Which Customer and Products sales 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 who buys the most and who we can sale most to.** | **A Power BI dashboard which allows me to filter data for each Customer.** |
| **3** | **Sales Representative** | **A detailed Overview of Internet sales Per product** | **Can Follow up my products who sale 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 Budgets** | **A power BI Dashboard with Graphs and KPIs comparing against Budget.** |