Business demand overview:

**-Reporter: Steven (sales manager)**

**-value of change: Visual dashboard and improve sales reporting or follow up sales force.**

**-necessary systems: Power bi, CRM system**

**-Other relevant info: budget have delivered in excel for 2021**

**User stories:**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| No. | 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 the 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 ore to** | **A power bi dashboard to which allows me to filter data for each customer** |
| 3 | **Sales Representative** | **A detailed overview of internet sales per customer** | **Can follow up my products that sales more** | **A power bi dashboard that 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** |