**Business Request –**

We need to improve our internet sales reports 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 the 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 budget is for 2022 and we usually look 2 years back in time when we do analysis of sales

**Fill out Business demand Overview & user stories**

**Business Demand Overview**

* Reporter: Steven – Sales manager
* Value of Change: Visual Dashboards & Improved sales reporting
* Necessary System: CRM System, Power Bi
* Other Relevant Info: Budgets have been delivered in Excel for 2021

**user stories**

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| --- | --- | --- | --- | --- |
| **No.** | **As a (role)** | **I want (request/Demand)** | **So that I (user value)** | **Acceptance Criteria** |
| 1 | Sales Manager | To Get Dashboard overview of internet Sales | Can follow better which customer 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 customers | Can I follow up my customers that buys the most and who we can sell more too | 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 I follow up my products that sells 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 |

Fact Table and Dimension Table