**Business Requirement Document (BRD)**

An Ecommerce client has come to you for dashboard creation. They want to analyse the sales of their platform.

**Usecases to be covered**

1. Executive will be using this dashboard

2. Dashboard will be used for operational usecase as well

3. Entire Raw data should be available to user

**Data Files**

**Facts:**  **Dims:**

2018 Orders Categories Data

2019 Orders Customers Data

2020 Orders Locations Data

Regions Data

People Data

**KPIs to be covered**

Dashboard should include the following metrics:

1. Order Amount

- This Year Order Amount

- Last Year Order Amount

- Delta Order Amount

- Percentage Difference( Variance )

2. Order Quantity

- This Year Quantity

- Last Year Quantity

- Delta Quantity

- Percentage Difference( Variance )

3. Average Discount

- This Year Discount

- Last Year Discount

- Delta Discount

- Percentage Difference( Variance )

4. Average Delivery Days

- This Year Discount

- Last Year Discount

- Delta Discount

- Percentage Difference( Variance )

\* This year means whatever year user has selected

**Granularity to be covered**

- Region wise Orders

- Sales Channel wise Orders

- Categories wise Orders

- States wise Orders

- Sales team wise Orders

**Additional Functionality/ Business Logic to be Implemented**

- Delivery Days is difference between Order Date and Delivery Date in Days

- Business wants to see top Sales persons

- Business wants to see the contribution of Sales persons as compared to each other

- Earlier, there was a region called Midwest. Now company calls it Central. It should be reflected in the dashboard

- Users should clearly see the trend of KPIs

- Users should clearly see the min/max contributors in charts