**Business Demand Overview:**

* Reporter: Steven – Sales Manager
* Value of Change: Visual Dashboard and improved sales reporting
* Necessary Systems: Power BI

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| --- | --- | --- | --- | --- |
| **No** | **As a (Role)** | **I want (request/demand)** | **So that I (user value)** | **Acceptance criteria** |
| 1. | Sales Manager | A 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 Manager | A dashboard overview of internet sales | Follow sales over time against budget | A Power BI Dashboard with graphs and KPIs Comparing against budget. |
| 3. | Sales Representative | A detailed overview of internet sales per customer | Can follow up my customers that buys the most and who we can sell more to | A Power BI Dashboard which allows me to filter data for each customer. |
| 4. | Sales Representative | A detailed overview of internet sales per product | Can follow up on products that sells the most | A Power BI Dashboard which allows me to filter data for each product. |

* Other Relevant Info: Budgets have been delivered in Excel file for 2021

User Stories: