**Business Demand Overview**

* Reporter: Steven- Sales Manager
* Value of Change:Improve Sale report, Visual Dashboard
* Necessary Systems: Power BI, CRM System
* Other Relevant info: budgets have been delivered in Excel for 2024

**User Stories :**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **No#** | **As a (role)** | **I want (request/demand)** | **So that I (user value)** | **Acceptance Criteria** |
| 1 | Sale Manager | To get a dashboard overview of Internet Sales | Can follow better which clients and products sells the best | A power BI dashboard which updates data once a day. |
| 2 | Sale Representative | A detail 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 |
| 3 | Sale Representative | A detail overview of Internet Sales per Products | Can follow up my products that sell most | A power BI dashboard which allows me to filter data for each product |
| 4 | Sale Manager | A dashboard overview of Internet Sale | Follow sales over time against budget | A Power BI dashboard with graphs and KPIs comparing against budget |