

Functional Requirement Document (SRS)

Purpose

This document defines the functional requirements for an Excel-based dashboard solution designed to analyse Amazon seller sales data and meet the approved business requirements.

System Overview

The system is an Excel-based analytical solution using pivot tables to summarize sales data and present insights through an interactive dashboard.

User Roles

Role	Description
Business User	View dashboard and insights
Business Analyst	Analysis, validation, UAT

KPI Dashboard

FR ID	Functional Requirement
FR-01	System shall calculate and display total sales
FR-02	System shall display total orders
FR-03	System shall calculate and display total profit
FR-04	System shall display total commission, product cost, and bank credit

Time-Based Filtering

FR ID	Functional Requirement
FR-05	System shall allow filtering by year
FR-06	System shall allow filtering by month
FR-07	System shall allow filtering by day
FR-08	Dashboard shall update dynamically based on selected time filters

SKU & State Analysis

FR ID	Functional Requirement
FR-09	System shall display top 5 SKUs by sales
FR-10	System shall display top 5 states by sales
FR-11	System shall allow filtering by SKU and State

Trend Analysis

FR ID	Functional Requirement
FR-12	System shall display month-wise sales trend

Order-Level Details

FR ID	Functional Requirement
FR-13	System shall allow order ID based search
FR-14	System shall display transaction-level order details including SKU, sales amount, commission, product cost, and profit

Business Rules

- Profit = Sale Amount – (Product Cost + Commission)
- Returned transactions reduce net revenue
- Pivot tables act as the single source of truth

Non-Functional Requirements

- Dashboard should be easy to interpret
- Filters should respond instantly
- Data accuracy must match pivot calculations

FRD - Dashboard Mapping

Dashboard Section	FR IDs
KPI Cards	FR-01 to FR-04
Date Filters	FR-05 to FR-08
SKU & State Charts	FR-09 to FR-11
Monthly Trend Chart	FR-12
Order Details Panel	FR-13, FR-14