

## 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