Project Name	Sales Lead Qualifier
Online team meeting	https://fau.zoom-x.de/j/61899002491?pwd=WGFlL2tSS2lVWFhqZG9PWmMzVFg4dz09
Production system (if any)	(none yet)
Test system (if any)	(none yet)
GitHub repository	https://github.com/amosproj/amos2023ws06-sales-lead-qualifier
GitHub feature board	https://github.com/orgs/amosproj/projects/30/views/2
GitHub impediments backlog	https://github.com/orgs/amosproj/projects/31/views/1
Team T-shirt (white female)	https://www.shirtinator.de/s/PRS_LRm2Qx6vXMtaeB835A
Team T-shirt (white male)	https://www.shirtinator.de/s/-mNT0jHvSWGYH5w2QbGisQ
Team T-shirt (black female)	https://www.shirtinator.de/s/EIuAi2y0QS-VMak3P_gdjg
Team T-shirt (black male)	https://www.shirtinator.de/s/nVtVQvA1TjyCIkyXQhqNsw
Team T-shirt (all in shopping cart)	https://www.shirtinator.de/loadBasket/Wgfl6csWaoA
AMOS Happy	https://happy-amos.appspot.com/Project?project=4809731176660992&course=6210557241720832
Slack (team channel)	https://app.slack.com/client/T02J8GLTXDH/C061LNFLW13
Availabilites (Poll)	https://terminklick.stuve.fau.de/poll/AMOSP6/vote/
Extended Project Description	https://docs.google.com/document/d/1HpfIwUUQqyQtFd1dMRjyoHYrDoZcacl_/edit

Goals	A deliverable product that satisfies the customers needs, Quality and Testing, User Satisfaction
	Apply best practice, deliver high quality code & documentation (by standards of the industry partner)
Meeting norms	Be punctual
	If attendance is not possible write a signal message to the team at least 1 day before.
	Find a balance for meeting/working time
Working norms	Be productive and do not have major crunch times.
	Automated testing, automated linting (to achieve uniform code style)
	Work with branches (bugs, features, ..)
	Work with development, staging and production stages
	Use technologies as defined by the industry partner (Programming language, AI framework, etc)
	Always review code before merging (by pull request)
Coordination norms	Work items are assigned to specific team members, the member feels responsible for its completion and to notify the team about issues
	Team members may form small groups / teams to work on components or tasks together
Communication norms	Communicate in case a meeting does not work out as early as possible, at least the day before
	Main channel is Slack, SD should communicate privately in case of specific issues
	Communicate technical issues in a corresponding slack channel of our team.
	Criticism should always be constructive, we do not tolerate bullying
Consideration norms	Discuss Issues with the team
	Transparency, providing clear information to customer
	Valuing customer's feedback
	Each team member's opinion is valued equally
Cont. improvement norms	Implement feedback of the team from previous weeks
Rewards	Everyone gets a drink of their choice (people in the same city can meet up) and post a picture in our group chat
Sanctions	A reason for being late on a meeting needs to be given.
Signatures	
Scrum Master	Nico Hambauer
Product owner	Simon Zimmermann
Product owner	Tetiana Kraft
Software developer	Felix Zailskas
Software developer	Ahmed Sheta
Software developer	Lucca Baumgärtner
Software developer	Resit Berkay Bozkurt
Software developer	Ruchita Nathani
Software developer	Fabian-Paul Utech

Software developer	Sophie Heasman

Last Name	First Name	GitHub User Name	Email Address	Private/ Google mail
Baumgärtner	Lucca	luccalb	lucca.baumgaertner@fau.de	kontakt@luccabaumgaertner.de
Bozkurt	Resit Berkay	rbbozkurt	resit.b.bozkurt@campus.tu-berlin.de	resitberkaybozkurt@gmail.com
Hambauer	Nico	nicohambauer	nico.hambauer@fau.de	
Heasman	Sophie	soapyheas	sophie.heasman@campus.tu-berlin.de	
Nathani	Ruchita	ruchita-nathani	ruchita.nathani@fau.de	ruchita.fau@gmail.com
Sheta	Ahmed	ultiwinter	ahmed.sheta@fau.de	
Utech	Fabian-Paul	ur-tech	f.utech@campus.tu-berlin.de	f.utech@gmx.net
Zailskas	Felix	felix-zailskas	felix.zailskas@campus.tu-berlin.de	felixzailskas@gmail.com
Zimmermann	Simon	Tims777	tim.simon.zimmermann@fau.de	

#	Meeting Day	Product Owners	Software Developers	Release Manager	Scrum Master	Comment
1	2023-10-18	Simon, Tetiana	Lucca, Resit Berkay, Ruchita, Ahmed, Fabian-Paul, Felix, Sophie	N/A	Nico	
2	2023-10-25	Simon	Lucca, Resit Berkay, Ruchita, Ahmed, Fabian-Paul, Felix, Sophie	Lucca	Nico	
3	2023-11-08	Simon	Lucca, Resit Berkay, Ruchita, Ahmed, Fabian-Paul, Felix, Sophie	Resit Berkay	Nico	
4	2023-11-15	Simon	Lucca, Resit Berkay, Ruchita, Ahmed, Fabian-Paul, Felix, Sophie	Ruchita	Nico	
5	2023-11-22	Simon	Lucca, Resit Berkay, Ruchita, Ahmed, Fabian-Paul, Felix, Sophie	Ahmed	Nico	
6	2023-11-29	Simon	Lucca, Resit Berkay, Ruchita, Ahmed, Fabian-Paul, Felix, Sophie	Fabian-Paul	Nico	
7	2023-12-06	Simon	Lucca, Resit Berkay, Ruchita, Ahmed, Fabian-Paul, Felix, Sophie	Felix	Nico	Mid-term due
8	2023-12-13	Simon	Lucca, Resit Berkay, Ruchita, Ahmed, Fabian-Paul, Felix, Sophie	Sophie	Nico	
9	2023-12-20	Simon	Lucca, Resit Berkay, Ruchita, Ahmed, Fabian-Paul, Felix, Sophie	Lucca	Nico	
10	2024-01-10	Simon	Lucca, Resit Berkay, Ruchita, Ahmed, Fabian-Paul, Felix, Sophie	Resit Berkay	Nico	
11	2024-01-17	Simon	Lucca, Resit Berkay, Ruchita, Ahmed, Fabian-Paul, Felix, Sophie	Ruchita	Nico	
12	2024-01-24	Simon	Lucca, Resit Berkay, Ruchita, Ahmed, Fabian-Paul, Felix, Sophie	Ahmed	Nico	
13	2024-01-31	Simon	Lucca, Resit Berkay, Ruchita, Ahmed, Fabian-Paul, Felix, Sophie	Fabian-Paul	Nico	
14	2024-02-07	Simon	Lucca, Resit Berkay, Ruchita, Ahmed, Fabian-Paul, Felix, Sophie	Felix	Nico	Demo day!
15	2024-02-14	Simon	Lucca, Resit Berkay, Ruchita, Ahmed, Fabian-Paul, Felix, Sophie	Lucca	Nico	Retrospective

Product Vision	Project Mission
The reason of existence of the envisioned product (beyond this project).	The mission of this particular project (in the context of the product vision).

Term	Definition
Base Data Collector (BDC)	One of our main two software components which fullfills the task of collecting data about a lead from various online sources.
Expected Value Predictor (EVP)	The other main software component which takes the enhanced data about a lead and estimates the expected value of that lead.
Software Component	Major part of our product, which is mostly independent from other components (i.e. can be run separately).
Lead	Potential customer of SumUp which has already declared their interest in purchasing products or services (through the online form).
Controller	Software component that orchestrates BDC and EVP, leading them to an efficient collaboration.
Internal Data Source	Our industry partner providing us with their data about leads. This can be both previously collected or "live data" from new leads.
Provided Data	Data from the internal data source that serves as primary input for BDC. This data contains few features and is possibly irregular.
(Data) Feature	A common property among multiple data records (e.g. first / last name, phone number).
External Data Source	Third party providing us with data about a lead. In theory this can be the lead themselves (e.g. via information on their website).
Collected Data	All data about a lead, which has been collected from an external data source.
Enhanced Data	Combination of provided and collected data, possibly enriched by some derived features.
Output Data	Data which is produced by the EVP. It contains only features that are relevant for decision making from a sales point of view.
Expected Value	The revenue to be expected from a lead (expected value = life-time value of lead x probability of lead becoming a customer).
Lead Quality Index	An index in the range from 0 to 1, which is based on the leads expected value and can be used to rank or classify leads.

Sprint	Sprint goal
1	Get Communication and Team Work going and establish a good working mode during meetings and with industry partner
2	Develop prototypes of BDC and EVP and possibly of the Controller, evaluate some first external data sources, do research on AI and AWS.
3	Establish further data sources and identify the challenges of collecting data. Put together all components and establish an automated build toolchain.
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Sprint	Goal	Feature Name	Est. Size	Est. Remaining	Real Size	Real Remaining
Release						
Total			0	0		
Sprints						
1			0	0	0	0
2			0	0	0	0
3			0	0	0	0
...				0		0
Features						
1						
2						
3						

Sprint	Goal	Feature Name	Est. Size	Est. Remaining	Real Size	Real Remaining
Release						
Total			0	0		
Sprints						
1			0	0	0	0
2			0	0	0	0
3			0	0	0	0
...				0		0
Features						
1						
2						
3						

#	Feature Definition of Done	Sprint Release Definition of Done	Project Release Definition of Done

Type	Link / reference

#	Context	Name	Version	License	Comment
1	pkg:pypi/numpy@1.26.1	numpy	1.26.1	BSD 3-Clause	
2	pkg:pypi/requests@2.31.0	requests	2.31.0	Apache-2.0	
3	pkg:pypi/sci-kit@1.3.2	scikit-learn	1.3.2	BSD 3-Clause	
4	pkg:pypi/pydantice@2.4.2	pydantic	2.4.2	MIT	
5	pkg:pypi/pytest@2.31.0	pytest	2.31.0	MIT	
6	pkg:pypi/pipreqs@0.4.13	pipreqs	0.4.13	Apache-2.0	
7	pkg:pypi/cyclonedx-bom@3.11.7	cyclonedx-bom	3.11.7	Apache-2.0	
8	pkg:pypi/pipenv@2023.10.24	pipenv	2023.10.24	MIT	
9	org.python.docs/3.10	Python Standard Library	3.10	PSF-2.0	os, typing, queue, threading
10	pkg:pypi/email-validator@2.1.0.post1	email-validator	2.1.0.post1	CC0 1.0	
11	pkg:pypi/pandas@2.1.3	pandas	2.1.3	BSD 3-Clause	
12	pkg:pypi/phonenumbers@8.13.25	phonenumbers	8.13.25	Apache-2.0	

Last Name	First Name	Value					
Baumgärtner	Lucca	3		**3.00**	**OK**		
Bozkurt	Resit Berkay						
Hambauer	Nico						
Heasman	Sophie						
Nathani	Ruchita	3		0	No size		
Sheta	Ahmed	3		1	Trivial size		
Utech	Fabian-Paul	3		2	Small size		
Zailskas	Felix	3		3	Medium size		
Zimmermann	Simon			5	Large size		
				8	Very large size		
				13	Too large (size)		