**CommonSun Inc**

Document to show time line and Improvement in Existing CRM system

Time Line :

1. One hour Spent on planning for task completion

As part of planning

1. Need to create trigger to handle the condition, instead of wrting 2 trigger on same object club both the condition in one Trigger as part of code best practice.
2. Same for Opportunity trigger, added both the condition in One trigger and added logic in handler Apex class.
3. Usually as per the best practice we need to write the logic less trigger,
4. All the logic and condition should be in handler only.
5. Because it was mention to write only trigger and Apex as part of the task , did the same.
6. There is open condition/Assumption for assigning task to Sales Repetitive, either we can create different queue and teams to assign capacity based assignments of lead
7. 3 Hours spent on writing code logic
8. 1 Hour in writing test class to cover the Apex Class and Trigger code.

There was git Setup issue in my system to want able to commit the changes in my repository, but added zip file commit in repository and shared with you.

**How It will improve the process and beneficial for the Company to accelerate the revenue generation.**

1. This solution can provide equal lead assignments to the Sales representative to handle and convert lead in Opportunity and then account.
2. These will help to Qualify the lead as record should have email and phone so that sales representative will not west time over them, and they can have only refined and quality Lead record.
3. Updating opportunity and calculating the revenue dynamically will show Sales representative to work on required lead and next action required for that to achieve the target. This calculation using custom filed will help in reporting also.