# Title: Hacker Hostel - Q2 2019 Aspirations

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| **Aspirations - Q2 2019** Freshsales, Hacker Hostel - 26 Mar 2019 |
| Mission:   * Build foundation for core objects related to forms. * Enhancements in:   1. Lead scoring   2. Lead Assignment (Territory assignment)   3. Deal pipelines   4. Authentication flow / FreshID.   5. APIs   6. Forms - formservice |

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## **Success metrics - KPIs (Key Performance Indicators)**

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| 1. Features shipped 2. Number of Jira items resolved 3. Test cases automated - RSpec coverage 4. Number of UI test cases automated |

**Previous Aspirations Link:**

[Squad 4 (Hacker Hostel) - Q1 2019 Aspirations](https://confluence.freshworks.com/pages/viewpage.action?pageId=206576847)

**Results: How did we do since last Aspirations? (Planned vs Delivered)**

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| Goal (from previous Aspirations) | status | ticket | demo screenshot |
| Custom roles v1  Devs: [Gonu Krishna](https://confluence.freshworks.com/display/~Gonu.Krishna) [Umashankar Masilamani](https://confluence.freshworks.com/display/~umashankar.masilamani) [Akshayvaliya Rakkanchath](https://confluence.freshworks.com/display/~akshayvaliya.rakkanchath)  QAs: [GuruPrasath Vijayakumar](https://confluence.freshworks.com/display/~guruprasath.vijayakumar) [Meenakshi Manikandaswamy](https://confluence.freshworks.com/display/~meenakshi.manikandaswamy) [Praveen Ravichandran](https://confluence.freshworks.com/display/~praveen.ravichandran) [Ramkumar Ramani](https://confluence.freshworks.com/display/~ramkumar.ramani) | In Staging | [FSALES-3595](https://freshworks.freshrelease.com/issues/FSALES-3595) | [screenshot](https://i.imgur.com/5eprRqY.png) |
| Deal stage probabilities and Deal rotting  Devs: [Prabhu Balaji](https://confluence.freshworks.com/display/~prabhu.balaji) [Umashankar Masilamani](https://confluence.freshworks.com/display/~umashankar.masilamani)  QA: [Dheenadhayalan Gunasekaran](https://confluence.freshworks.com/display/~dheenadhayalan.gunasekaran) | Done | [FSALES-7575](https://freshworks.freshrelease.com/issues/FSALES-7575) | [screenshot1](https://i.imgur.com/wzZ2yRC.png)  [screenshot2](https://i.imgur.com/nZmoU6A.png) |
| Lookup Fields  Devs: [Bhagirath Goud](https://confluence.freshworks.com/display/~bhagirath.goud)  QA: [Meenaloshani Murugan](https://confluence.freshworks.com/display/~meenaloshani.murugan) | done | [FSALES-2000](https://freshworks.freshrelease.com/issues/FSALES-2000) | [screenshot](https://i.imgur.com/n8xMrcg.png) |
| Formula Fields  Dev: [Robin Thomas](https://confluence.freshworks.com/display/~robin.thomas)  QA: [Dheenadhayalan Gunasekaran](https://confluence.freshworks.com/display/~dheenadhayalan.gunasekaran) | In Testing(Branch) | [FSALES-2006](https://freshworks.freshrelease.com/issues/FSALES-2006) | [screenshot](https://i.imgur.com/LQnA396.png) |
| Custom modules API Changes - V0.1  Devs: [Bhagirath Goud](https://confluence.freshworks.com/display/~bhagirath.goud)  QA: [Meenaloshani Murugan](https://confluence.freshworks.com/display/~meenaloshani.murugan) | In Testing(Branch) | [FSALES-8392](https://freshworks.freshrelease.com/issues/FSALES-8392) |  |
| Integration - Custom sync between Marketo and Freshsales  [Umashankar Masilamani](https://confluence.freshworks.com/display/~umashankar.masilamani) | Done | [FSALES-7022](https://freshworks.freshrelease.com/issues/FSALES-7022) |  |
| Jira tickets resolved - (Enhancements + Production Bugs + Tech Debts)  [Bhagirath Goud](https://confluence.freshworks.com/display/~bhagirath.goud) [Robin Thomas](https://confluence.freshworks.com/display/~robin.thomas) [Sivasubramanian Ramar](https://confluence.freshworks.com/display/~sivasubramanian.ramar) [Gonu Krishna](https://confluence.freshworks.com/display/~Gonu.Krishna) [Prabhu Balaji](https://confluence.freshworks.com/display/~prabhu.balaji) [Umashankar Masilamani](https://confluence.freshworks.com/display/~umashankar.masilamani) [Akshayvaliya Rakkanchath](https://confluence.freshworks.com/display/~akshayvaliya.rakkanchath) | Done | [1699](https://freshworks.freshrelease.com/issues/filter/1699) |  |
| Post production sanity test suite and false failures [Meenaloshani Murugan](https://confluence.freshworks.com/display/~meenaloshani.murugan) [Dheenadhayalan Gunasekaran](https://confluence.freshworks.com/display/~dheenadhayalan.gunasekaran) | Done [Fixing false failures] |  |  |
| Automation regression suite runtime reduction [Meenaloshani Murugan](https://confluence.freshworks.com/display/~meenaloshani.murugan) | Done |  |  |
| RCA Automation [GuruPrasath Vijayakumar](https://confluence.freshworks.com/display/~guruprasath.vijayakumar) | Done |  |  |

## **Success metric trend (over the past 3 months)**

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| Metric | Jan - March 2019 | Since November 19 | November | October | July 2018 | June 2018 |
| Features shipped | 2 | 0 | 1 | 0 | 0 | 2 |
| Number of JIRA items resolved | 35 | 40 | 33 | 18 | 33 | 15 |
| Rspec test cases covered | 68%(total coverage) | 70.23%(total coverage) | 67.68% (total coverage) | 59.95% (total coverage) |  |  |

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| Test automation metric | Last Aspirations | Jan - Mar | Testcases |
| Total Automation coverage (High & critical) | 84% | 92% | 926 |
| New test cases | 138 test cases | 124 test cases | Done - 23  In progress -16  Not automated - 53 |
| Regression suite pass percentage | 97% | 87% |  |

## **Plan for next month (or) Aspirations**

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| Goal | Deliverables |
| Page for imports(showing imports in - progress, completed, failed)  [Sivasubramanian Ramar](https://confluence.freshworks.com/display/~sivasubramanian.ramar) | [FSALES-8242](https://freshworks.freshrelease.com/issues/FSALES-8242) |
| Ability to hide default fields from form and Revamp forms page  [Prabhu Balaji](https://confluence.freshworks.com/display/~prabhu.balaji) [Robin Thomas](https://confluence.freshworks.com/display/~robin.thomas) | [FSALES-9655](https://freshworks.freshrelease.com/issues/FSALES-9655) |
| Custom modules UI changes  [Bhagirath Goud](https://confluence.freshworks.com/display/~bhagirath.goud) [Akshayvaliya Rakkanchath](https://confluence.freshworks.com/display/~akshayvaliya.rakkanchath) | [FSALES-8991](https://freshworks.freshrelease.com/issues/FSALES-8991) |
| Display Lookup information in Lead / Contact / Account / Deal detail pages  [Bhagirath Goud](https://confluence.freshworks.com/display/~bhagirath.goud) [Akshayvaliya Rakkanchath](https://confluence.freshworks.com/display/~akshayvaliya.rakkanchath) | [FSALES-9035](https://freshworks.freshrelease.com/issues/FSALES-9035) |
| Custom roles : Field level Permissions  [Akshayvaliya Rakkanchath](https://confluence.freshworks.com/display/~akshayvaliya.rakkanchath) [Shaik Buden Saheb](https://confluence.freshworks.com/display/~shaikb) | [FSALES-8984](https://freshworks.freshrelease.com/issues/FSALES-8984) |
| Ability to upload custom image for Leads/Contacts/Account  [Umashankar Masilamani](https://confluence.freshworks.com/display/~umashankar.masilamani) [Ashish Muralidharan](https://confluence.freshworks.com/display/~ashish.muralidharan) | [FSALES-8805](https://freshworks.freshrelease.com/issues/FSALES-8805) |
| Optimising Ember production builds  [Robin Thomas](https://confluence.freshworks.com/display/~robin.thomas) | [FSALES-8843](https://freshworks.freshrelease.com/issues/FSALES-8843) |

## **Plan/Roadmap/Vision - that extends beyond one month**

Custom Modules full support - admin UI, filters, list page, bulk actions, landing page, reports, search

Custom Roles V3 - support email and phone permissions

Landing page customizations - column customization, related lists customizations

List page customizations - column resizing, quick actions

Onboarding- product and feature

Web form V2 - support attachment upload