# Title: Hacker Hostel - Q3 2019 Aspirations

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| **Aspirations - Q3 2019** Freshsales, Hacker Hostel - 09 Jul 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   7. Custom Modules |



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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:**

[Hacker Hostel - Mid Q2 2019 Aspirations](https://confluence.freshworks.com/pages/viewpage.action?pageId=218072117)

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

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| Goal (from previous Aspirations) | status | ticket | demo screenshot |
| 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) [Dheenadhayalan Gunasekaran](https://confluence.freshworks.com/display/~dheenadhayalan.gunasekaran) | In Testing (Branch) | [FSALES-9655](https://freshworks.freshrelease.com/issues/FSALES-9655) |  |
| Custom modules settings page to configure modules and fields                                     &  List page, Filtering support for Custom modules  [Bhagirath Goud](https://confluence.freshworks.com/display/~bhagirath.goud) [Akshayvaliya Rakkanchath](https://confluence.freshworks.com/display/~akshayvaliya.rakkanchath) [Umashankar Masilamani](https://confluence.freshworks.com/display/~umashankar.masilamani) [Meenaloshani Murugan](https://confluence.freshworks.com/display/~meenaloshani.murugan) [GuruPrasath Vijayakumar](https://confluence.freshworks.com/display/~guruprasath.vijayakumar) | Done | [FSALES-10183](https://freshworks.freshrelease.com/FSALES/issues/FSALES-10183)  [FSALES-10173](https://freshworks.freshrelease.com/FSALES/issues/FSALES-10173)  [FSALES-10172](https://freshworks.freshrelease.com/FSALES/issues/FSALES-10172)  [FSALES-10171](https://freshworks.freshrelease.com/FSALES/issues/FSALES-10171) |  |
| Support Bulk actions for Custom Modules                                   &  Clone and forget for custom modules  [Prabhu Balaji](https://confluence.freshworks.com/display/~prabhu.balaji)  [Meenaloshani Murugan](https://confluence.freshworks.com/display/~meenaloshani.murugan)  [GuruPrasath Vijayakumar](https://confluence.freshworks.com/display/~guruprasath.vijayakumar) | Done | [FSALES-10174](https://freshworks.freshrelease.com/FSALES/issues/FSALES-10174)  [FSALES-11194](https://freshworks.freshrelease.com/FSALES/issues/FSALES-11194) |  |
| Enhancement to the Landing page Lookup sections to support customization of default sections  [Prabhu Balaji](https://confluence.freshworks.com/display/~prabhu.balaji) [Dheenadhayalan Gunasekaran](https://confluence.freshworks.com/display/~dheenadhayalan.gunasekaran) | Done | [FSALES-10169](https://freshworks.freshrelease.com/FSALES/issues/FSALES-10169) |  |
| Optimize Lead list page loading and updates  [Sivasubramanian Ramar](https://confluence.freshworks.com/display/~sivasubramanian.ramar) [Bhagirath Goud](https://confluence.freshworks.com/display/~bhagirath.goud) [Praveenkumar Varadan](https://confluence.freshworks.com/display/~praveenkumar.varadan) | Done | [FSALES-10292](https://freshworks.freshrelease.com/FSALES/issues/FSALES-10292)  [FSALES-9779](https://freshworks.freshrelease.com/FSALES/issues/FSALES-9779)  [FSALES-11736](https://freshworks.freshrelease.com/FSALES/issues/FSALES-11736)  [FSALES-1045](https://freshworks.freshrelease.com/FSALES/issues/FSALES-1045) |  |
| Inline edit keyboard actions  [Naveen Baskaran](https://confluence.freshworks.com/display/~naveen.baskaran) [Meenakshi Manikandaswamy](https://confluence.freshworks.com/display/~meenakshi.manikandaswamy) | In Testing (Branch) | [FSALES-5082](https://freshworks.freshrelease.com/FSALES/issues/FSALES-5082) |  |
| Formula Fields  Dev: [Robin Thomas](https://confluence.freshworks.com/display/~robin.thomas)  QA: [Dheenadhayalan Gunasekaran](https://confluence.freshworks.com/display/~dheenadhayalan.gunasekaran) | Done | [FSALES-2006](https://freshworks.freshrelease.com/issues/FSALES-2006) |  |
| Jira tickets resolved - (Enhancements + Production Bugs + Tech Debts) | Done | <https://freshworks.freshrelease.com/FSALES/issues/filter/2307> |  |

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

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| Metric | May 21, 2019 till date | March-May | Jan - March 2019 | Since November 19 | November | October | July 2018 |
| Features shipped | 3 | 2 | 2 | 0 | 1 | 0 | 0 |
| Number of JIRA items resolved |  | 52 | 35 | 40 | 33 | 18 | 33 |
| Rspec test cases covered | 78.89%(total coverage) | 78.89%(total coverage) | 68%(total coverage) | 70.23%(total coverage) | 67.68% (total coverage) | 59.95% (total coverage) |  |

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| Test automation metric | Last Aspirations | May - till date |
| Total Automation coverage (High & critical)  (Total Automated P0 and P1) / (Total P0 and P1) | 87% | 78% |
| New test cases | 167 test cases | 156 test cases |
| Regression suite pass percentage | 94% | 85% |

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

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| Goal | Deliverables |
| Optimize application load time (Reduce application bootstrap time) | [FSALES-11973](https://freshworks.freshrelease.com/FSALES/issues/FSALES-11973)  [FSALES-11349](https://freshworks.freshrelease.com/FSALES/issues/FSALES-11349) |
| Improve update of Contact, Deal and Account entities | [FSALES-11952](https://freshworks.freshrelease.com/FSALES/issues/FSALES-11952) |
| Provide realtime notification on entity updates on landing pages of LCAD | [FSALES-10987](https://freshworks.freshrelease.com/FSALES/issues/FSALES-10987) |

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

Custom Modules full support - import, landing page, reports, search

Custom Roles V3 - support email and phone permissions

List page customizations - column resizing

Onboarding- product and feature

Web form V2 - support attachment upload