# Title: Sales 360 - Beta Release

For Beta Release, these are broad areas that we will be working on

1. [Fields(of LCAD) revamp](https://freshworks.freshrelease.com/FSALES/issues/FSALES-16416)
2. [Sync with MCR](https://freshworks.freshrelease.com/FSALES/issues/FSALES-16491)
3. [Activities timelines sync](https://freshworks.freshrelease.com/FSALES/issues/FSALES-16503)
4. [Impact areas](https://freshworks.freshrelease.com/FSALES/issues/FSALES-16546)
5. [UFX components](https://freshworks.freshrelease.com/FSALES/issues/FSALES-16525)

We will go deep in to each area in the below sections

[Venkataraman Natarajan](https://confluence.freshworks.com/display/~venkataraman.natarajan) and [Swati Sharma](https://confluence.freshworks.com/display/~swati.sharma) will be adding more impact areas that are uncovered during discussions.

## **Fields(of LCAD) revamp**

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
|  | Description | i2p Done? | Owner | Status | Dependencies |
| 1 | [Sales 360-Last name field optional](https://freshworks.freshrelease.com/FSALES/issues/FSALES-16417) | Yes | [Swati Sharma](https://confluence.freshworks.com/display/~swati.sharma) | Ready for Grooming | No |
| 2 | [Sales 360-Subscription Type and status](https://freshworks.freshrelease.com/FSALES/issues/FSALES-16418) | Yes | [Swati Sharma](https://confluence.freshworks.com/display/~swati.sharma) | Open | Dependency with Freshmarketer team |
| 3 | [Sales 360-Create MCR Contact ID, Version](https://freshworks.freshrelease.com/FSALES/issues/FSALES-16419) | No | [Venkataraman Natarajan](https://confluence.freshworks.com/display/~venkataraman.natarajan) | Ready for Grooming | No |
| 4 | [Sales 360-Lifecycle stage field](https://freshworks.freshrelease.com/FSALES/issues/FSALES-16431) | No | [Venkataraman Natarajan](https://confluence.freshworks.com/display/~venkataraman.natarajan) | Open | No |
| 5 | [Create List field](https://freshworks.freshrelease.com/FSALES/issues/FSALES-16432) | No | [Swati Sharma](https://confluence.freshworks.com/display/~swati.sharma) | Open | No |
| 6 | [Relabelling owner to Sales owner](https://freshworks.freshrelease.com/FSALES/issues/FSALES-16513) | No | [Venkataraman Natarajan](https://confluence.freshworks.com/display/~venkataraman.natarajan) | Ready for Grooming | No |
| 7 | [Making secondary email unique](https://freshworks.freshrelease.com/FSALES/issues/FSALES-16530) | No | [Swati Sharma](https://confluence.freshworks.com/display/~swati.sharma) | Open | No |
| 8 | [Introduce External ID](https://freshworks.freshrelease.com/FSALES/issues/FSALES-16532) | No | [Venkataraman Natarajan](https://confluence.freshworks.com/display/~venkataraman.natarajan) | Open | No |
| 9. | [Rename Lead score to score](https://freshworks.freshrelease.com/FSALES/issues/FSALES-16535) | No | [Swati Sharma](https://confluence.freshworks.com/display/~swati.sharma) | Open | No |
| 10 | Store handle for [Facebook](https://freshworks.freshrelease.com/FSALES/issues/FSALES-16543), [Twitter](https://freshworks.freshrelease.com/FSALES/issues/FSALES-16544), [Linkedin](https://freshworks.freshrelease.com/FSALES/issues/FSALES-16545) | No | [Swati Sharma](https://confluence.freshworks.com/display/~swati.sharma) | Open | No |
| 11 | [Rename - Last activity date](https://freshworks.freshrelease.com/FSALES/issues/FSALES-16550) | No | [Swati Sharma](https://confluence.freshworks.com/display/~swati.sharma) | Open | No |
| 12 | [Recent Note - truncate to varchar(100)](https://freshworks.freshrelease.com/FSALES/issues/FSALES-16551) | No | [Swati Sharma](https://confluence.freshworks.com/display/~swati.sharma) | Open | No |
| 13 | [Introduce FreshID user id for user fields in LCAD in central payload](https://freshworks.freshrelease.com/FSALES/issues/FSALES-16552) | No | [Venkataraman Natarajan](https://confluence.freshworks.com/display/~venkataraman.natarajan) | Open | No |
| 14 | [Merge status and is\_deleted in Lead/Contact](https://freshworks.freshrelease.com/FSALES/issues/FSALES-16554) | No | [Sudharshan Jayasampath](https://confluence.freshworks.com/display/~sudharshan.jayasampath) | Open | No |
| 15 | [Review Sales account Fields with MCR](https://freshworks.freshrelease.com/FSALES/issues/FSALES-16557) | No | [Sudharshan Jayasampath](https://confluence.freshworks.com/display/~sudharshan.jayasampath)  [Venkataraman Natarajan](https://confluence.freshworks.com/display/~venkataraman.natarajan) | Open | No |

## **Sync with MCR**

MCR contract → <https://mcrapi.s3.amazonaws.com/draft/index.html>

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
|  | Description | i2p Done? | Owner | Status | Dependencies |
| 1 | [FSA → MCR Creating records](https://freshworks.freshrelease.com/FSALES/issues/FSALES-16492) | No | [Venkataraman Natarajan](https://confluence.freshworks.com/display/~venkataraman.natarajan) [Sudharshan Jayasampath](https://confluence.freshworks.com/display/~sudharshan.jayasampath) | Open | No |
| 2 | [FSA → MCR Updating records](https://freshworks.freshrelease.com/FSALES/issues/FSALES-16493) | No | [Venkataraman Natarajan](https://confluence.freshworks.com/display/~venkataraman.natarajan) [Sudharshan Jayasampath](https://confluence.freshworks.com/display/~sudharshan.jayasampath) | Open | No |
| 3 | [FSA → MCR Deleting records](https://freshworks.freshrelease.com/FSALES/issues/FSALES-16494) | No | [Venkataraman Natarajan](https://confluence.freshworks.com/display/~venkataraman.natarajan) [Sudharshan Jayasampath](https://confluence.freshworks.com/display/~sudharshan.jayasampath) | Open | No |
| 4 | [FSA → MCR Forgetting records](https://freshworks.freshrelease.com/FSALES/issues/FSALES-16497) | No | [Venkataraman Natarajan](https://confluence.freshworks.com/display/~venkataraman.natarajan) [Sudharshan Jayasampath](https://confluence.freshworks.com/display/~sudharshan.jayasampath) | Open | No |
| 5 | [MCR → FSA Creating records](https://freshworks.freshrelease.com/FSALES/issues/FSALES-16498) | No | [Venkataraman Natarajan](https://confluence.freshworks.com/display/~venkataraman.natarajan) [Sudharshan Jayasampath](https://confluence.freshworks.com/display/~sudharshan.jayasampath) | Open | No |
| 6 | [MCR → FSA Updating records](https://freshworks.freshrelease.com/FSALES/issues/FSALES-16499) | No | [Venkataraman Natarajan](https://confluence.freshworks.com/display/~venkataraman.natarajan) [Sudharshan Jayasampath](https://confluence.freshworks.com/display/~sudharshan.jayasampath) | Open | No |
| 7 | [MCR → FSA Deleting records](https://freshworks.freshrelease.com/FSALES/issues/FSALES-16500) | No | [Venkataraman Natarajan](https://confluence.freshworks.com/display/~venkataraman.natarajan) [Sudharshan Jayasampath](https://confluence.freshworks.com/display/~sudharshan.jayasampath) | Open | No |
| 8 | [MCR → FSA Forgetting records](https://freshworks.freshrelease.com/FSALES/issues/FSALES-16501) | No | [Venkataraman Natarajan](https://confluence.freshworks.com/display/~venkataraman.natarajan) [Sudharshan Jayasampath](https://confluence.freshworks.com/display/~sudharshan.jayasampath) | Open | No |
| 9 | [Move Default Dropdown choices to Formserv](https://freshworks.freshrelease.com/FSALES/issues/FSALES-16533) | No | [Venkataraman Natarajan](https://confluence.freshworks.com/display/~venkataraman.natarajan) [Sudharshan Jayasampath](https://confluence.freshworks.com/display/~sudharshan.jayasampath) | Open | Yes. Formserv |
| 10 | [Last Activity Type - Rename and Formserv](https://freshworks.freshrelease.com/FSALES/issues/FSALES-16534) | No | [Venkataraman Natarajan](https://confluence.freshworks.com/display/~venkataraman.natarajan) [Sudharshan Jayasampath](https://confluence.freshworks.com/display/~sudharshan.jayasampath) | Open | No |
| 11 | [250 Field Default + Custom](https://freshworks.freshrelease.com/FSALES/issues/FSALES-16555) | No | [Venkataraman Natarajan](https://confluence.freshworks.com/display/~venkataraman.natarajan) [Sudharshan Jayasampath](https://confluence.freshworks.com/display/~sudharshan.jayasampath) | Open | No |
| 12 | [Local Fields + 1 or Multiple forms?](https://freshworks.freshrelease.com/FSALES/issues/FSALES-16556) | No | [Venkataraman Natarajan](https://confluence.freshworks.com/display/~venkataraman.natarajan) [Sudharshan Jayasampath](https://confluence.freshworks.com/display/~sudharshan.jayasampath) | Open | Yes. Formserv |
| 13 | [Form Sync between Products and MCR](https://freshworks.freshrelease.com/FSALES/issues/FSALES-16559) | No | [Venkataraman Natarajan](https://confluence.freshworks.com/display/~venkataraman.natarajan) [Sudharshan Jayasampath](https://confluence.freshworks.com/display/~sudharshan.jayasampath) | Open | Yes. Formserv |
| 14 | [Central Data push + Consumers](https://freshworks.freshrelease.com/FSALES/issues/FSALES-16568) | No | [Venkataraman Natarajan](https://confluence.freshworks.com/display/~venkataraman.natarajan) [Sudharshan Jayasampath](https://confluence.freshworks.com/display/~sudharshan.jayasampath) | Open | No |

## **Activities Timelines Sync**

\* Venkat will be adding more details once there is clarity from MCR team.

**i2p Done?** - No

**Owner -** [Venkataraman Natarajan](https://confluence.freshworks.com/display/~venkataraman.natarajan)

## **Impact areas**

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
|  | Description | i2p Done? | Owner | Status | Dependencies |
| 1 | [Import CSV - to unify FM and Freshsales import.](https://freshworks.freshrelease.com/FSALES/issues/FSALES-16547) | No | [Swati Sharma](https://confluence.freshworks.com/display/~swati.sharma) | Open | Yes. Freshmarketer team |
| 2 | [Territory assignment for Contacts](https://freshworks.freshrelease.com/FSALES/issues/FSALES-16548) | No | [Swati Sharma](https://confluence.freshworks.com/display/~swati.sharma) | Open | No |
| 3 | [Hiding Lead modules and related impact areas](https://freshworks.freshrelease.com/FSALES/issues/FSALES-16563) | No | [Swati Sharma](https://confluence.freshworks.com/display/~swati.sharma) | Open | No |
| 4 | [Lead Scoring - Changes for S360](https://freshworks.freshrelease.com/FSALES/issues/FSALES-16564) | No | [Swati Sharma](https://confluence.freshworks.com/display/~swati.sharma) | Open | No |
| 5 | [Sales 360 is launched only in Forest plan. Need to find features that we need to discontinue/rethink](https://freshworks.freshrelease.com/FSALES/issues/FSALES-16565) | No | [Venkataraman Natarajan](https://confluence.freshworks.com/display/~venkataraman.natarajan) | Open | No |
| 6 | [Marketplace - Impact in Frontend and Backend apps](https://freshworks.freshrelease.com/FSALES/issues/FSALES-16566) | No | [Venkataraman Natarajan](https://confluence.freshworks.com/display/~venkataraman.natarajan) | Open | No |
| 7 | [Impact in FW integrations - Chat/Desk/Caller/Connect](https://freshworks.freshrelease.com/FSALES/issues/FSALES-16567) | No | [Venkataraman Natarajan](https://confluence.freshworks.com/display/~venkataraman.natarajan) | Open | Yes. iPaaS team |
| 8 | [Impact in Platforms - IRIS, Mail etc](https://freshworks.freshrelease.com/FSALES/issues/FSALES-16569) | No | [Venkataraman Natarajan](https://confluence.freshworks.com/display/~venkataraman.natarajan) | Open | No |
| 9 | [i18n Translation](https://freshworks.freshrelease.com/FSALES/issues/FSALES-16570) | No | [Venkataraman Natarajan](https://confluence.freshworks.com/display/~venkataraman.natarajan) | Open | No |
| 10 | [Impact areas in API](https://freshworks.freshrelease.com/FSALES/issues/FSALES-16571) | No | [Venkataraman Natarajan](https://confluence.freshworks.com/display/~venkataraman.natarajan) | Open | No |
| 11 | [Unify SDK](https://freshworks.freshrelease.com/FSALES/issues/FSALES-16572) | No | [Venkataraman Natarajan](https://confluence.freshworks.com/display/~venkataraman.natarajan) [Sudharshan Jayasampath](https://confluence.freshworks.com/display/~sudharshan.jayasampath) | Open | FM, FC |
| 12 | [Unify Webforms](https://freshworks.freshrelease.com/FSALES/issues/FSALES-16573) | No | [Sudharshan Jayasampath](https://confluence.freshworks.com/display/~sudharshan.jayasampath) [Venkataraman Natarajan](https://confluence.freshworks.com/display/~venkataraman.natarajan) | Open | FM |
| 13 | [Componentize Freshmarketer Subscription Type](https://freshworks.freshrelease.com/FSALES/issues/FSALES-16575) | No | [Venkataraman Natarajan](https://confluence.freshworks.com/display/~venkataraman.natarajan) | Open | FM |
| 14 | [Componentize Message](https://freshworks.freshrelease.com/FSALES/issues/FSALES-16576) | No | [Venkataraman Natarajan](https://confluence.freshworks.com/display/~venkataraman.natarajan) | Open | FM |

## **UFX components**

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
|  | Description | i2p Done? | Owner | Status | Dependencies |
| 1 | Left Nav bar   * Module renaming * Domain Sharing | No | [Venkataraman Natarajan](https://confluence.freshworks.com/display/~venkataraman.natarajan) [Sudharshan Jayasampath](https://confluence.freshworks.com/display/~sudharshan.jayasampath) | Open | Left nav bar to be done by Freshmarketer team. We will integrate in Freshsales. |
| 2 | Account provisioning across all products. FreshID will provision across all products. But Freshsales has to initiate through FreshID. | No | [Venkataraman Natarajan](https://confluence.freshworks.com/display/~venkataraman.natarajan)  FreshID team | Open | FreshID team |
| 3 | User management   * Freshsales UI changes to accommodate user management for Sales 360 * Creation of users across all products | No | [Venkataraman Natarajan](https://confluence.freshworks.com/display/~venkataraman.natarajan)  FreshID team | Open | FreshID team |
| 4 | Custom roles. For beta, we will be seeding 10 default roles + 4 default roles from each product. | No | [Venkataraman Natarajan](https://confluence.freshworks.com/display/~venkataraman.natarajan) | Open | All team in Sales 360 |
| 5 | One org - One Sales 360 | No | [Venkataraman Natarajan](https://confluence.freshworks.com/display/~venkataraman.natarajan) | Open | FreshID team |