# Title: Squad 1 - March 2018 Aspirations

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| **Aspirations - March 2018** Freshsales, Squad 1 - 07 Mar 2018 |
| Mission:   * Build and roll out integration faster. * Build features on core objects and associated ones. * Evolve and Maintain CSV import, Migration from other CRMs |

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

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| 1. Features shipped 2. Number of Jira items resolved 3. Number of test cases automated |

## **Previous Aspirations Link:**

[Squad 1 - February 2018 Aspirations](https://confluence.freshworks.com/pages/viewpage.action?pageId=94175359)

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

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| Goal (from previous Aspirations) | Results | Deliverables |
| CSV Import - Saving last mapping of import and auto map  [Ujjawal Narayan](https://confluence.freshworks.com/display/~ujjawal.narayan)[Praveen Kumar V](https://confluence.freshworks.com/display/~praveenkumar.varadan) | Done | Unable to render Jira issues macro, execution error. |
| Core - Real time email notification for entity assigned and entity Transferred with Settings  [Shaik Buden Saheb](https://confluence.freshworks.com/display/~shaikb) | Done | Unable to render Jira issues macro, execution error. |
| Core - Show avatar in reminder notification for task and appointment  [Shaik Buden Saheb](https://confluence.freshworks.com/display/~shaikb) [Uma Baskaran](https://confluence.freshworks.com/display/~uma.baskaran) | Done | Unable to render Jira issues macro, execution error. |
| Trello - Marketplace app development POC  [arun infant ignatius](https://confluence.freshworks.com/display/~arunm@freshdesk.com) | Done |  |
| Core - When account is deleted, ask consent from user to delete its associated entities  [Shaik Buden Saheb](https://confluence.freshworks.com/display/~shaikb) | Done | Unable to render Jira issues macro, execution error. |
| Integrations -  Listing new integrations in third party integrations page | Done | Unable to render Jira issues macro, execution error. |
| Integration - Xero  [Smita Singh](https://confluence.freshworks.com/display/~smita.singh) | In Progress | Unable to render Jira issues macro, execution error. |
| Integration - Update Freshdesk ticket sync to latest UI  [Aravinth Chandran](https://confluence.freshworks.com/display/~aravinthchandran) | In Progress | Unable to render Jira issues macro, execution error.  Unable to render Jira issues macro, execution error. |
| Integration - Marketplace Onboarding | In Progress |  |
| Integrations - Google contact sync  [Irfan Shaik](https://confluence.freshworks.com/display/~irfan.shaik) | In Progress | Unable to render Jira issues macro, execution error. |
| CSV Import - Import history and filtering based on past imports  [Ujjawal Narayan](https://confluence.freshworks.com/display/~ujjawal.narayan) | Ready for QA | Unable to render Jira issues macro, execution error. |
| CRM Migration - Support large files migration from Salesforce  [Aravinth Chandran](https://confluence.freshworks.com/display/~aravinthchandran) | In QA | Unable to render Jira issues macro, execution error. |
| Core - When a user is assigned a record, give option to transfer all related activities to the user  [Shaik Buden Saheb](https://confluence.freshworks.com/display/~shaikb) [Praveenkumar Varadan](https://confluence.freshworks.com/display/~praveenkumar.varadan) | In QA | Unable to render Jira issues macro, execution error. |
| CSV Import - Provide option to update based on custom fields  [Ujjawal Narayan](https://confluence.freshworks.com/display/~ujjawal.narayan) | Not Done | Unable to render Jira issues macro, execution error. |

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| Freshpipe L2 issues [Irfan Shaik](https://confluence.freshworks.com/display/~irfan.shaik) | **Feb 2018 aspiration** | **Jan 2018 aspiration** |
| **Total tickets** | 48 | 29 |
| **Resolved** | 35 | 22 |
| **Pending** | 13 | 7 |

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

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| Metric | Feb 2018 | Jan 2018 | Dec 2017 |
| Features shipped | 4 | 3 | 1 |
| Number of JIRA items resolved | 28 | 34 | 10 |
| Number of test cases automated(high + critical) | 71 - Done;  212 - Pending. (Integrations)  796 - Total | 147 - Done; 341 - Pending.  854 - Total | N.A. |

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

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| Goal | Deliverables |
| Core - Update last activity mode/time based on default sales activities as well [Shaik Buden Saheb](https://confluence.freshworks.com/display/~shaikb) | Unable to render Jira issues macro, execution error. |
| Core - Move Integrations tab below deals in Account and contact page  [Shaik Buden Saheb](https://confluence.freshworks.com/display/~shaikb) | Unable to render Jira issues macro, execution error. |
| Core - Show notes of related contacts in Deals and Accounts notes section  [Shaik Buden Saheb](https://confluence.freshworks.com/display/~shaikb) | Unable to render Jira issues macro, execution error. |
| Integration - Marketplace Onboarding  [Irfan Shaik](https://confluence.freshworks.com/display/~irfan.shaik) | Unable to render Jira issues macro, execution error. |
| Integration - Segment integration - Transform fields from payload to default & custom fields  [Vijayaragavan Venkatarathinam](https://confluence.freshworks.com/display/~vijayaragavan) | Unable to render Jira issues macro, execution error. |
| Notification - Fetch notification through ember frontend component.  [Shaik Buden Saheb](https://confluence.freshworks.com/display/~shaikb) | Unable to render Jira issues macro, execution error. |
| Reports - Custom reports for sales activities  [Shaik Buden Saheb](https://confluence.freshworks.com/display/~shaikb) | Unable to render Jira issues macro, execution error. |

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| Stretch goal | Deliverables |
| Core - Freshsales onboarding to Central  [Vijayaragavan Venkatarathinam](https://confluence.freshworks.com/display/~vijayaragavan) | Unable to render Jira issues macro, execution error. |
| To consolidate and pick backlog bugs to be taken during sprints  [Vijayaragavan Venkatarathinam](https://confluence.freshworks.com/display/~vijayaragavan) |  |

## **Identified risks**

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| Risk | Mitigation strategy | Recurring |
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## **Do you have any specific asks? (any help needed to address constraints, unblocking, ...)**

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| Ask | Impact | Recurring |
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## **Peer appreciation**

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| Name | Appreciated by | Impact | In their own words |
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## **Plan/Roadmap/Vision - that extends beyond one month**

* Integration - Documents - Pandadoc, Dropbox
* Integration - E-Signature - Docusign, Echosign, GetAccept
* Reseller Portal