# Title: Squad 2 - Q1 2019 Aspirations



|  |
| --- |
| **Aspirations - Q1 2019** Freshsales, Squad 222 Jan 2019 |
| Mission:   * Provide better reporting in CRM space * Continue evolving integrated phone in Freshsales * Powerful automations - Workflow, Sales Campaign * Plans & Billings |

|  |  |  |  |
| --- | --- | --- | --- |
|  | **Name** | **Email** | **Git home (if applicable)** |
| **Tech Lead** | Sivalingam | [sivalingam.selvasekaran@freshworks.com](mailto:sivalingam.selvasekaran@freshworks.com) |  |
| **Squad Lead** | Manikandan | [manikandan.subramaniam@freshworks.com](mailto:manikandan.subramaniam@freshworks.com) |  |
| **Product Owner** | Swati | [swati.sharma@freshworks.com](mailto:swati.sharma@freshworks.com) |  |
|  | Aditi | [aditi.balaji@freshworks.com](mailto:aditi.balaji@freshworks.com) |  |
| **Members** | Kathirvalavan | [kathirvalavan.soundarajan@freshworks.com](mailto:kathirvalavan.soundarajan@freshworks.com) |  |
|  | Rohan | [rohan.anand@freshworks.com](mailto:rohan.anand@freshworks.com) |  |
|  | Bivil | [bivil.jacob@freshworks.com](mailto:bivil.jacob@freshworks.com) |  |
|  | Mudhabir | [mudhabir.ahmed@freshworks.com](mailto:mudhabir.ahmed@freshworks.com) |  |
|  | Prakash | [prakash.thiyagarajan@freshworks.com](mailto:prakash.thiyagarajan@freshworks.com) |  |
|  | Varshitha | [lakshmisai.varshitha@freshworks.com](mailto:lakshmisai.varshitha@freshworks.com) |  |
|  | Ajeet | [ajeet.pandey@freshworks.com](mailto:ajeet.pandey@freshworks.com) |  |
|  | Teja | [venkatasurya.tejamatcha@freshworks.com](mailto:venkatasurya.tejamatcha@freshworks.com) |  |
|  | Athish | [athishpranav.sethuram@freshworks.com](mailto:athishpranav.sethuram@freshworks.co) |  |
|  | Ramkumar | [ramkumar.ramani@freshworks.com](mailto:ramkumar.ramani@freshworks.com) |  |

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

|  |
| --- |
| 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 2 - Q4 2018 Aspirations**](https://confluence.freshworks.com/pages/viewpage.action?pageId=202547499)

## **Results: How did we do since last Aspirations? (Planned vs Delivered - Summaries the results and provide applicable links)**

|  |  |  |
| --- | --- | --- |
| Goal (from previous Aspirations) | Results | Deliverables |
| Task and appointment workflow | Done | Unable to render Jira issues macro, execution error. |
| Add Sales Account to Sales campaign | Done | Unable to render Jira issues macro, execution error. |
| SMS Integration (Twilio & ClickSend) | Done | Unable to render Jira issues macro, execution error. Unable to render Jira issues macro, execution error. |
| Is Empty and Is Not Empty in Reports Filters | Done | Unable to render Jira issues macro, execution error. |
| Sales Sequence : Performance Enhancement | Done | Unable to render Jira issues macro, execution error. |
| Do not allow duplicates in sales campaigns | Done | Unable to render Jira issues macro, execution error. |
| Change in UK (GBP) pricing | Done | Unable to render Jira issues macro, execution error. |
|  |  | <https://freshworks.freshrelease.com/issues/FSALES-8825> |

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

|  |  |  |  |
| --- | --- | --- | --- |
| Metric | Since Last Aspirations | Mid Q4 2018 | Aug 2018 |
| Features/Enhancements shipped | 4 | 2 | 3 |
| Number of Jira items resolved | 53 | 38 | 40 |
| Test cases automated - RSpec coverage | 58.7 % | 55% | 36% |
| Automation coverage (High & critical) | 50% | 48% | 53% |

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

|  |  |
| --- | --- |
| Goal | Deliverables |
| Teams |  |
| Audit logs |  |
| Tagging in WorkFlow |  |
| Create Deal Action in WorkFlow |  |
| Increasing the custom field limits |  |

## **Top contributors (since** **last Aspirations - please leave this section blank if data not available)**

|  |  |
| --- | --- |
| Name | Contribution |
| [Rohan Anand](https://confluence.freshworks.com/display/~rohan.anand) | SMS Integration |
| [Bivil Jacob](https://confluence.freshworks.com/display/~bivil.jacob) | Deduplicates in sales campaigns (First Feature) |
| [Lakshmisai Varshitha](https://confluence.freshworks.com/display/~lakshmisai.varshitha) [Prakash Thiyagarajan](https://confluence.freshworks.com/display/~prakash.thiyagarajan) | Task and appointment workflow |
| [Ramkumar Ramani](https://confluence.freshworks.com/display/~ramkumar.ramani) | Pre-requisite automation |
| [Mudhabir Ahmed](https://confluence.freshworks.com/display/~Mudhabir.Ahmed) | UK (GBP) pricing change |

## **Top Issues (faced since last Aspirations)**

|  |  |  |
| --- | --- | --- |
| Issue | Root cause | Recurring |
|  |  |  |

|  |  |
| --- | --- |
| Stretch goal | Deliverables |
|  |  |

## **Identified risks**

|  |  |  |
| --- | --- | --- |
| Risk | Mitigation strategy | Recurring |
|  |  |  |

## **Do you have any specific asks? (any help needed to address constraints, unblocking, ...)**

**(Please keep this list engineering related - this section is optional)**

|  |  |  |
| --- | --- | --- |
| Ask | Impact | Recurring |
|  |  |  |

## **Peer appreciation**

|  |  |  |  |
| --- | --- | --- | --- |
| Name | Appreciated by | Impact | In their own words |
|  |  |  |  |

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

* freshreport platform migration
* Product Module
* User Workflows
* Sales campaigns enhancements based on internal asks
* Workflows UX enhancements

## **Demo/Deep dives/Miscellaneous items/...**