# Title: Squad 4(Hacker Hostel) - July 2018 Aspirations

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| **Aspirations - July 2018** Freshsales, Squad 4 - 06 Jul 2018 |
| 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 |

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

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| 1. Features shipped 2. Number of Jira items resolved |

**Previous Aspirations Link:**

[Squad 4 - June 2018 Aspirations](https://confluence.freshworks.com/display/freshsales/Squad+5+-+June+2018+Aspirations)

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

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| --- | --- | --- |
| Goal (from previous Aspirations) | Results | Deliverables |
| Field dependency [Feature]  [Bhagirath Goud](https://confluence.freshworks.com/display/~bhagirath.goud) [Robin Thomas](https://confluence.freshworks.com/display/~robin.thomas) | Done - In Production | Unable to render Jira issues macro, execution error. |
| Field dependency V2- Support for Default fields [Enhancement]  [Bhagirath Goud](https://confluence.freshworks.com/display/~bhagirath.goud) [Robin Thomas](https://confluence.freshworks.com/display/~robin.thomas) | Done - In Production | Unable to render Jira issues macro, execution error. |
| Inline Edit for Core Modules [Feature]  [Abhilash Latha Ramesh](https://confluence.freshworks.com/display/~abhilash.ramesh) [Robin Thomas](https://confluence.freshworks.com/display/~robin.thomas) | Done - In Production  Appreciation from customer: https://lh3.googleusercontent.com/-J2lAvr\_mJFs/Wz4OCe5prjI/AAAAAAAABco/3y3nDqKYlucDVF6NGW0tqKjy379kOt-\_wCL0BGAYYCw/h1920/4054899434398538007%253Faccount\_id%253D2 | Unable to render Jira issues macro, execution error. |
| Allowing Admins to edit labels of "Lead stage" / "Deal stage" default choices. [Enhancement]  [Nitesh Kumar](https://confluence.freshworks.com/display/~niteshk) | Dev complete - In Testing | Unable to render Jira issues macro, execution error. |
| Freshconnect - Freshsales Integration  [Bhagirath Goud](https://confluence.freshworks.com/display/~bhagirath.goud) [abhilash.ramesh@freshworks.com](https://confluence.freshworks.com/display/~abhilash) | Dev complete - In Testing | Unable to render Jira issues macro, execution error. |
| Jira tickets Resolved  [Bhagirath Goud](https://confluence.freshworks.com/display/~bhagirath.goud) [Robin Thomas](https://confluence.freshworks.com/display/~robin.thomas) [Nitesh Kumar](https://confluence.freshworks.com/display/~niteshk) [Gonu Krishna](https://confluence.freshworks.com/display/~Gonu.Krishna) | Done - In Production | |  |  |  |  |  |  |  |  |  |  |  | | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | |  |  |  |  |  |  |  |  |  |  |  | | type | key | summary | assignee | reporter | priority | status | resolution | created | updated | due | | JQL and issue key arguments for this macro require at least one Jira application link to be configured | | | | | | | | | | | |
| AUTOMATION - Automate Dependent fields completely [Senthil vel](https://confluence.freshworks.com/display/~senthilvelp) | In Progress |  |
| AUTOMATION - Revamp Filters cases - [Gayathri Rukmadhavan](https://confluence.freshworks.com/display/~gayathri.rukmadhavan) | In Progress |  |
| AUTOMATION - Inline Edit (New feature) - @Dheena | In Progress |  |

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

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| --- | --- | --- | --- | --- |
| Metric | March 2018 | April 2018 | May 2018 | June 2018 |
| Features shipped | 0 | 1 | 0 | 2 |
| Number of JIRA items resolved | 25 | 10 | 32 | 15 |
| Number of test cases automated | 71 | 22 | 24 | 35 |

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

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| Goal | Deliverables |
| Hiding / Renaming Modules | Unable to render Jira issues macro, execution error. |
| Tagging feature for "Leads" / "Contacts" etc. | Unable to render Jira issues macro, execution error. |
| Hiding fields from Lead / Contact Forms | Unable to render Jira issues macro, execution error. |
| Support for OR logic in Lead assignment rules (Territories) | Unable to render Jira issues macro, execution error. |
| Dependent Fields - V3 (Support to make Dependent field optional mandatory based on value chosen in Controlling field)  [Bhagirath Goud](https://confluence.freshworks.com/display/~bhagirath.goud) [Robin Thomas](https://confluence.freshworks.com/display/~robin.thomas) | Unable to render Jira issues macro, execution error. |
| Reduce number of Jira items  [Bhagirath Goud](https://confluence.freshworks.com/display/~bhagirath.goud) [Robin Thomas](https://confluence.freshworks.com/display/~robin.thomas) [Nitesh Kumar](https://confluence.freshworks.com/display/~niteshk) [Gonu Krishna](https://confluence.freshworks.com/display/~Gonu.Krishna) | |  |  |  |  |  |  |  |  |  |  |  | | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | |  |  |  |  |  |  |  |  |  |  |  | | type | key | summary | assignee | reporter | priority | status | resolution | created | updated | due | | JQL and issue key arguments for this macro require at least one Jira application link to be configured | | | | | | | | | | | |
| AUTOMATION - Revamp Filters cases - [Gayathri Rukmadhavan](https://confluence.freshworks.com/display/~gayathri.rukmadhavan) |  |
| AUTOMATION - Complete Automate Dependent fields completely - [Senthil vel](https://confluence.freshworks.com/display/~senthilvelp) |  |
| AUTOMATION - Complete Inline Edit (New feature) - @Dheena |  |

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

* Formula fields in collaboration with Form service Team
* Custom objects in collaboration with Form service Team
* Predictive deal scoring for all customer accounts in collaboration with ML Team