# Title: Squad 4 (Hacker Hostel) - Q1 2019 Aspirations

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| **Aspirations - Q1 2019** Freshsales, Squad 4 - 22 Jan 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 |

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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:**

[Squad 4 (Hacker Hostel) - Mid Q4 2018 Aspirations](https://confluence.freshworks.com/display/freshsales/Squad+4+%28Hacker+Hostel%29+-+Mid+Q4+2018+Aspirations)

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

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| Goal (from previous Aspirations) |  |  |
| Revamp of Landing pages for Lead / Contact / Account / Deal  [Robin Thomas](https://confluence.freshworks.com/display/~robin.thomas) [Dheenadhayalan Gunasekaran](https://confluence.freshworks.com/display/~dheenadhayalan.gunasekaran) [GuruPrasath Vijayakumar](https://confluence.freshworks.com/display/~guruprasath.vijayakumar) | Done | Unable to render Jira issues macro, execution error. Unable to render Jira issues macro, execution error. |
| Provide search for territory name and sort on territory list page  [Prabhu Balaji](https://confluence.freshworks.com/display/~prabhu.balaji) [Dheenadhayalan Gunasekaran](https://confluence.freshworks.com/display/~dheenadhayalan.gunasekaran) | Done | Unable to render Jira issues macro, execution error. |
| Changes in user addition flow using FreshID user-join-flow to fix a security issue.  [Prabhu Balaji](https://confluence.freshworks.com/display/~prabhu.balaji) [Meenaloshani Murugan](https://confluence.freshworks.com/display/~meenaloshani.murugan) | Done | Unable to render Jira issues macro, execution error. |
| Improve module switch performance (TECH DEBT)  [Akshayvaliya Rakkanchath](https://confluence.freshworks.com/display/~akshayvaliya.rakkanchath) [Dheenadhayalan Gunasekaran](https://confluence.freshworks.com/display/~dheenadhayalan.gunasekaran) | Done  Initial app load time:  **11.632 s**  Post implementation:  **11.355 s**  Net improvement:  **0.278 s (2.4%)** | Unable to render Jira issues macro, execution error. |
| Improve landing page performance (TECH DEBT)  [Akshayvaliya Rakkanchath](https://confluence.freshworks.com/display/~akshayvaliya.rakkanchath) [Dheenadhayalan Gunasekaran](https://confluence.freshworks.com/display/~dheenadhayalan.gunasekaran) | In Testing  Initial app load time:  **11.355 s**  Post implementation expectation:  **7.725 s**\*  Net improvement:  **3.63 seconds (32%)** | Unable to render Jira issues macro, execution error. |
| Moving away from Segment for tracking Product events in our Internal CRM    [Prabhu Balaji](https://confluence.freshworks.com/display/~prabhu.balaji) [GuruPrasath Vijayakumar](https://confluence.freshworks.com/display/~guruprasath.vijayakumar) | Done | Unable to render Jira issues macro, execution error. |
| Lookup Fields  [Bhagirath Goud](https://confluence.freshworks.com/display/~bhagirath.goud) [Meenaloshani Murugan](https://confluence.freshworks.com/display/~meenaloshani.murugan) | In Testing | Unable to render Jira issues macro, execution error. |
| Upgrade babel package to 6.x (TECH DEBT)  [Robin Thomas](https://confluence.freshworks.com/display/~robin.thomas) | Done | Unable to render Jira issues macro, execution error. |
| Capturing completed time in Tasks  [Sivasubramanian Ramar](https://confluence.freshworks.com/display/~sivasubramanian.ramar) [GuruPrasath Vijayakumar](https://confluence.freshworks.com/display/~guruprasath.vijayakumar) | In Testing | Unable to render Jira issues macro, execution error. |
| Jira tickets resolved - (Enhancements + Production Bugs + Tech Debts)  [Bhagirath Goud](https://confluence.freshworks.com/display/~bhagirath.goud) [Robin Thomas](https://confluence.freshworks.com/display/~robin.thomas) [Sivasubramanian Ramar](https://confluence.freshworks.com/display/~sivasubramanian.ramar) [Gonu Krishna](https://confluence.freshworks.com/display/~Gonu.Krishna) [Prabhu Balaji](https://confluence.freshworks.com/display/~prabhu.balaji) [Umashankar Masilamani](https://confluence.freshworks.com/display/~umashankar.masilamani) | Done | |  |  |  |  |  |  |  |  |  |  | | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | |  |  |  |  |  |  |  |  |  |  | | key | summary | type | created | updated | assignee | reporter | priority | status | resolution | | JQL and issue key arguments for this macro require at least one Jira application link to be configured | | | | | | | | | | |
| Automation - Complete the Backlog automation  [Meenaloshani Murugan](https://confluence.freshworks.com/display/~meenaloshani.murugan) | Done |  |
| Fix false failures in automation and increase pass percentage  [Dheenadhayalan Gunasekaran](https://confluence.freshworks.com/display/~dheenadhayalan.gunasekaran) [Meenaloshani Murugan](https://confluence.freshworks.com/display/~meenaloshani.murugan) | Done |  |

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

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| Metric | Since November 19 | November | October | July 2018 | June 2018 |
| Features shipped | 0 | 1 | 0 | 0 | 2 |
| Number of JIRA items resolved | 40 | 33 | 18 | 33 | 15 |
| Rspec test cases covered | 70.23%(total coverage) | 67.68% (total coverage) | 59.95% (total coverage) |  |  |

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| Test automation metric | Till January |
| Total Automation coverage (High & critical) | 84% |
| Regression suite pass percentage | 97.22% |
| Backlog automation cases completed (High & critical) | 80 cases (64%) |

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

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| Goal | Deliverables |
| Custom roles  [Gonu Krishna](https://confluence.freshworks.com/display/~Gonu.Krishna) | Unable to render Jira issues macro, execution error. |
| Formula Fields  [Robin Thomas](https://confluence.freshworks.com/display/~robin.thomas) | Unable to render Jira issues macro, execution error. |
| Deal stage probabilities and Deal rotting  [Prabhu Balaji](https://confluence.freshworks.com/display/~prabhu.balaji) [Umashankar Masilamani](https://confluence.freshworks.com/display/~umashankar.masilamani) | Unable to render Jira issues macro, execution error. |
| Custom Objects V1  [Bhagirath Goud](https://confluence.freshworks.com/display/~bhagirath.goud) |  |
| Reduce number of default fields in forms and provide the customisation to add them in Admin settings  [Prabhu Balaji](https://confluence.freshworks.com/display/~prabhu.balaji) |  |

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

* Custom Objects - V2
* Form customisation with respect to Roles