# Title: Squad 4 - February 2018 Aspirations

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| **Aspirations - Feb 2018** FreshSales, Squad 4 - Pied Piper, 07/02/2018 |
| Mission:   * Build strong foundation for core objects related to forms. * Enhance Search and Filters. * Improve app performance. * Gmail based browser extension. |

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| **Squad 4 - Pied Piper** | **Name** | **Email** | **Git home (if applicable)** |
| **Product Owners** | Swati Sharma | [swati.sharma@freshworks.com](mailto:swati.sharma@freshworks.com) |  |
|  | Vinay Yevatkar | [vinay.yevatkar@freshworks.com](mailto:vinay.yevatkar@freshworks.com) |  |
|  | Sujitha Ravi | [sujitha.ravi@freshworks.com](mailto:sujitha.ravi@freshworks.com) |  |
| **Members** | Bhagirath Goud | [bhagirath.goud@freshworks.com](mailto:bhagirath.goud@freshworks.com) | <https://github.com/BhagirathGoud> |
|  | Amritendu Mondal | [amritendu.mondal@freshworks.com](mailto:amritendu.mondal@freshworks.com) | <https://github.com/amritendu-mondal> |
|  | Gonu Guntla Sai Krishna | [gonu.krishna@freshworks.com](mailto:gonu.krishna@freshworks.com) | <https://github.com/GSaiKrishna927> |
|  | Gayathri R | [gayathri.rukmadhavan@freshworks.com](mailto:gayathri.rukmadhavan@freshworks.com) | <https://github.com/gayuruk> |
|  | Robin Philip Thomas | [robin.thomas@freshworks.com](mailto:robin.thomas@freshworks.com) | <https://github.com/robin-philip-thomas> |
|  | Abhilash L R | [ab@freshworks.com](mailto:ab@freshworks.com) | <https://github.com/abhilashlr89> |
|  | Rohan Anand | [rohan.anand@freshworks.com](mailto:rohan.anand@freshworks.com) | <https://github.com/freshrohan> |
|  | Senthil Vel P | [senthil.palanisamy@freshworks.com](mailto:senthil.palanisamy@freshworks.com) | <https://github.com/senthilvel-1171> |
|  | Nitesh Kumar | [nitesh.kumar@freshworks.com](mailto:nitesh.kumar@freshworks.com) | <https://github.com/niteshkumar-16> |

## **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:**

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

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| Goal (from previous Aspirations) | Results | Deliverables |
| Sort by all fields for leads, contacts, accounts and deals - [Amritendu Mondal](https://confluence.freshworks.com/display/~amritendu.mondal), [Gayathri Rukmadhavan](https://confluence.freshworks.com/display/~gayathri.rukmadhavan) | Done | Unable to render Jira issues macro, execution error. |
| Horizontal scroll with 20 customisable columns - [Abhilash Latha Ramesh](https://confluence.freshworks.com/display/~abhilash.ramesh), [Gayathri Rukmadhavan](https://confluence.freshworks.com/display/~gayathri.rukmadhavan) | Done | Unable to render Jira issues macro, execution error. |
| Reports - List view revamp - [Robin Thomas](https://confluence.freshworks.com/display/~robin.thomas), [Vasutha](https://confluence.freshworks.com/display/~vasutha) | Done | Unable to render Jira issues macro, execution error. |
| Showing deal name and pipeline when stage is change in activity timeline - [Gonu Krishna](https://confluence.freshworks.com/display/~Gonu.Krishna) | Done | Unable to render Jira issues macro, execution error. |
| Allow "NULL" updation for Bulk update in List pages - [Bhagirath Goud](https://confluence.freshworks.com/display/~bhagirath.goud), [Senthil vel](https://confluence.freshworks.com/display/~senthilvelp) | Done | Unable to render Jira issues macro, execution error. |
| Improve frontend build speed for dev and test environments - [Abhilash Latha Ramesh](https://confluence.freshworks.com/display/~abhilash.ramesh) | Done | Unable to render Jira issues macro, execution error. |
| FreshID Integration - [Bhagirath Goud](https://confluence.freshworks.com/display/~bhagirath.goud), [Gayathri Rukmadhavan](https://confluence.freshworks.com/display/~gayathri.rukmadhavan) | In Staging | Unable to render Jira issues macro, execution error. |
| Chrome Gmail extension - [Abhilash Latha Ramesh](https://confluence.freshworks.com/display/~abhilash.ramesh), [Gayathri Rukmadhavan](https://confluence.freshworks.com/display/~gayathri.rukmadhavan) | In QA | Unable to render Jira issues macro, execution error. |
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## **Success metric trend (over the past 3 months)**

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| Metric | Dec 2017 | Jan 2018 |
| Features shipped | 5 | 7 |
| Number of Jira items resolved | 68 | 45 |
| Number of test cases automated (high + critical) | 600 - Done 37 - Pending 637 total | |

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

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| --- | --- |
| Name | Contribution |
| Senthil | For pro-actively maintaining the automation% > 90 for P1 and P2 cases, by automating the Squad enhancements in parallel (Filters, Sort, FreshID) |
|  |  |

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

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| Issue | Root cause | Recurring |
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## **Plan for next month (or) Aspirations**

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| Goal | Deliverables |
| Filtering by events - [Amritendu Mondal](https://confluence.freshworks.com/display/~amritendu.mondal) | Unable to render Jira issues macro, execution error. |
| Gmail Extension - Email based features - [Abhilash Latha Ramesh](https://confluence.freshworks.com/display/~abhilash.ramesh) | Unable to render Jira issues macro, execution error. |
| Sharing filter views - custom role/user/territory based - [Gonu Krishna](https://confluence.freshworks.com/display/~Gonu.Krishna) | Unable to render Jira issues macro, execution error. |
| GET Based filtering - [Rohan Anand](https://confluence.freshworks.com/display/~rohan.anand) |  |
| Dependent fields - [Robin Thomas](https://confluence.freshworks.com/display/~robin.thomas), [Bhagirath Goud](https://confluence.freshworks.com/display/~bhagirath.goud) | Unable to render Jira issues macro, execution error. |
| Searchable Reports - [Rohan Anand](https://confluence.freshworks.com/display/~rohan.anand) | Unable to render Jira issues macro, execution error. |

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| Stretch goal | Deliverables |
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## **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, ...)**

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

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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 |
| Robin |  |  |  |
| Sai |  |  |  |
| Amritendu |  |  |  |
| Gayathri |  |  |  |

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

* Form validation - process builder
* Custom objects with lookup fields
* Formula fields
* Proactive notifications based on increases/decreases in Lead score
* Improve implicit lead scoring by adding signals
* Predictive lead scoring
* Predictive deal scoring in collaboration with ML Team

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

## **Finally**

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