# Title: Westwing - Mid Q2 2019 Aspirations

## 

|  |
| --- |
| **Aspirations - Mid Q2 - 2019** Freshsales, Westwing - 21 May 2019 |
| Mission:   * Build features on core objects and associated ones * Build and roll out integration faster * Evolve and maintain CSV import |

|  |  |  |  |
| --- | --- | --- | --- |
|  | **Name** | **Email** | **Git home (if applicable)** |
| **Tech Lead** | Vijayaragavan V | vijayaragavan.venkatarathinam | <https://github.com/vijayaragavanv> |
| **Product Owner** | Venkat  Swati Sharma  Vinay K  Aditi Balaji  Vipul Mishra | venkataraman.natarajan  swati.sharma  vinay.yevatkar  aditi.balaji  vipul.mishra |  |
| **Members** | Irfan Shaik | irfan.shaik | <https://github.com/irfu572> |
|  | Shaik Buden Saheb | buden.shaik | <https://github.com/buden1> |
|  | Ashish Muralidharan | ashish.muralidharan | <https://github.com/ashish-md> |
|  | Vaidhyanathan A | vaidhyanathan.ananthakrishnan | <https://github.com/vaidhyanathan-freshsales> |
|  | Nivedita Peddiraju | nivedita.peddiraju | <https://github.com/nive297> |
|  | Ayush Kalani | ayush.kalani | [https://github.com/](https://github.com/ankita-tandel)[ayush-kalani](https://github.com/ayush-kalani) |
|  | Bhuvanesh Babu | bhuvanesh.babu | <https://github.com/bhuvaneshcr> |
|  | *Pendry Sahithi* | pendry.sahithi | <https://github.com/sahithipendry> |
|  | *PujaBarathi Nagarajan* | pujabarathi.nagarajan | <https://github.com/PujaBarathiN> |
|  | Praveen Kumar V | praveenkumar.varadan | <https://github.com/praveenv92> |
|  | *Illakia Varatharaj* | illakia.varatharaj |  |
|  | Gowthaman Ravindran | gowthaman.ravindran | <https://github.com/GowthamanRavindran-E2085> |
|  | Anushia Manikandan | anushia.manikandan |  |

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

|  |
| --- |
| 1. Features shipped 2. Number of tickets resolved 3. Test cases automated - RSpec coverage 4. Number of UI test cases automated |

## **Previous Aspirations Link:**

[WestWing - Q2 2019 Aspirations](https://confluence.freshworks.com/display/freshsales/Westwing+-+Q2+2019+Aspirations)

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

|  |  |  |
| --- | --- | --- |
| Goal (from previous Aspirations) | Status | Deliverables |
| Import - Option to skip duplicate records during lead/contact import  [Ankita Tandel](https://confluence.freshworks.com/display/~ankita.tandel) [Praveenkumar Varadan](https://confluence.freshworks.com/display/~praveenkumar.varadan) | Done | [FSALES-7439](https://freshworks.freshrelease.com/issues/FSALES-7439) |
| **Core - Custom roles - Field level Permissions**  [Shaik Buden Saheb](https://confluence.freshworks.com/display/~shaikb) [Akshayvaliya Rakkanchath](https://confluence.freshworks.com/display/~akshayvaliya.rakkanchath) [Guruprasath V](https://confluence.freshworks.com/display/~guruprasath.v) | Done | [FSALES-8984](https://freshworks.freshrelease.com/issues/FSALES-8984) |
| Core - Upload lead/contact/account image  [Umashankar Masilamani](https://confluence.freshworks.com/display/~umashankar.masilamani) [Ashish Muralidharan](https://confluence.freshworks.com/display/~ashish.muralidharan) [Gowthaman Ravindran](https://confluence.freshworks.com/display/~gowthaman.ravindran) | Done | [FSALES-8805](https://freshworks.freshrelease.com/issues/FSALES-8805) |
| Restricting custom sales activity creation with default type  [Nivedita Peddiraju](https://confluence.freshworks.com/display/~nivedita.peddiraju) [Anushia Manikandan](https://confluence.freshworks.com/display/~anushia.manikandan) | Done | [FSALES-9662](https://freshworks.freshrelease.com/issues/FSALES-9662) |
| Increase limit for associated sales accounts for a contact to 25  [Ashish Muralidharan](https://confluence.freshworks.com/display/~ashish.muralidharan) [Gowthaman Ravindran](https://confluence.freshworks.com/display/~gowthaman.ravindran) | Done | [FSALES-8130](https://freshworks.freshrelease.com/issues/FSALES-8130) |
| Yarn (Build process)  [Bhuvanesh Babu](https://confluence.freshworks.com/display/~bhuvanesh.babu) [Sathishkumar Hari](https://confluence.freshworks.com/display/~sathishkumar.hari) [Illakia Varatharaj](https://confluence.freshworks.com/display/~illakia.varatharaj) | In QA | [FSALES-9603](https://freshworks.freshrelease.com/issues/FSALES-9603) |
| Core - Recycle bin  [Ayush Kalani](https://confluence.freshworks.com/display/~ayush.kalani) [Anushia Manikandan](https://confluence.freshworks.com/display/~anushia.manikandan) | In QA | [FSALES-8412](https://freshworks.freshrelease.com/issues/FSALES-8412) |
| Core- Make uniqueness customisable  [Irfan Shaik](https://confluence.freshworks.com/display/~irfan.shaik) [Praveenkumar Varadan](https://confluence.freshworks.com/display/~praveenkumar.varadan) | In QA | [FSALES-8108](https://freshworks.freshrelease.com/issues/FSALES-8108) |
| Security - Rails Vulnerability  [Irfan Shaik](https://confluence.freshworks.com/display/~irfan.shaik) [Gowthaman Ravindran](https://confluence.freshworks.com/display/~gowthaman.ravindran) | In QA | [FSALES-9088](https://freshworks.freshrelease.com/FSALES/issues/FSALES-9088), [FSALES-9500](https://freshworks.freshrelease.com/FSALES/issues/FSALES-9500) |
| Marketplace Apps - Zuora  [*Pendry Sahithi*](https://confluence.freshworks.com/display/~pendry.sahithi) | In Review(Marketplace) | [FSALES-9705](https://freshworks.freshrelease.com/issues/FSALES-9705) |
| Marketplace Apps - Chargify  [*Pendry Sahithi*](https://confluence.freshworks.com/display/~pendry.sahithi) | In QA(Marketplace) | [FSALES-9706](https://freshworks.freshrelease.com/issues/FSALES-9706) |
| Core - Sales goals  [Vaidhyanathan Ananthakrishnan](https://confluence.freshworks.com/display/~vaidhyanathan.ananthakrishnan) [Bhuvanesh Babu](https://confluence.freshworks.com/display/~bhuvanesh.babu) [Gowthaman Ravindran](https://confluence.freshworks.com/display/~gowthaman.ravindran) | In Review | [FSALES-2652](https://freshworks.freshrelease.com/issues/FSALES-2652) |
| Core - Sales goals - Swagger  [Vaidhyanathan Ananthakrishnan](https://confluence.freshworks.com/display/~vaidhyanathan.ananthakrishnan) | In Review | [FSALES-2652](https://freshworks.freshrelease.com/issues/FSALES-2652) |
| Integration - Docusign  [Shaik Buden Saheb](https://confluence.freshworks.com/display/~shaikb) [Anushia Manikandan](https://confluence.freshworks.com/display/~anushia.manikandan) | On Hold | [FSALES-5319](https://freshworks.freshrelease.com/issues/FSALES-5319) |
|  |  |  |

## **Success metric trend**

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| Metric | Mar 26 -  Till Date | Jan 22- Mar 26 | Nov 19 - Jan 22 (2018/19) | Oct 5 - Nov 18 | Since Aug 22 - Oct 5 | July 2018 | June 2018 | May 2018 | April 2018 | March 2018 | Feb 2018 | Jan 2018 | Dec 2017 |
| Features shipped | 3(Features) +  1(Major enhancement) | 1(Features) + 8(Major Enhancements) | 3 | 2 | 3 | 4 | 2 | 1 | 2 | 3 | 4 | 3 | 1 |
| Number of JIRA items resolved | 26 | 53 | 44 | 43 | 25 | 13 | 15 | 20 | 28 | 33 | 28 | 34 | 10 |
| Test cases automated - RSpec coverage | ~70% | ~71% | ~69% | 59% | 59% |  |  |  |  |  |  |  |  |
| Number of UI test cases automated | 127 - P0 and P1  234 - All  ~ 68.28% coverage for P0 and P1 | 91  ~62.52%  coverage for P0 and P1 | 18  ~ 64.43% coverage for P0 and P1 | 41  So far, ~70% coverage for P0 and P1 | 30 | 15 | 24 | 18 | 4 | 4 | 71 |  |  |

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

|  |  |  |
| --- | --- | --- |
| Goal | Status | Deliverables |
| **Core - Sales goals V2**  [Vaidhyanathan Ananthakrishnan](https://confluence.freshworks.com/display/~vaidhyanathan.ananthakrishnan) [Bhuvanesh Babu](https://confluence.freshworks.com/display/~bhuvanesh.babu) | Yet to start | [FSALES-8142](https://freshworks.freshrelease.com/issues/FSALES-8142) |
| Integration - Freshconnect changes inside Freshsales  [Nivedita Peddiraju](https://confluence.freshworks.com/display/~nivedita.peddiraju) | In Progress | [FSALES-10548](https://freshworks.freshrelease.com/FSALES/issues/FSALES-10548) |
| Core - Custom roles - Field permissions v2  [Buden Shaik](https://confluence.freshworks.com/display/~buden.shaik) | In Progress | [FSALES-10318](https://freshworks.freshrelease.com/FSALES/issues/FSALES-10318) |
| Core - Custom Module - Import  [Ashish Muralidharan](https://confluence.freshworks.com/display/~ashish.muralidharan) | In Progress | [FSALES-10177](https://freshworks.freshrelease.com/FSALES/issues/FSALES-10177) |
| Delight metrics and Security bugs | Yet to start | [Delight metrics - Q2](https://freshworks.freshrelease.com/FSALES/issues/filter/2242)  [Security High priority](https://freshworks.freshrelease.com/FSALES/issues/filter/1664) |

|  |  |
| --- | --- |
| Stretch goal | Deliverables |
| Marketplace | Improve API - Data API |

## **Identified risks**

|  |  |  |
| --- | --- | --- |
| Risk | Ask | Recurring |
|  |  |  |

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

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

## **Top contributors**

|  |  |
| --- | --- |
| Name | Impact |
| QA team [Anushia Manikandan](https://confluence.freshworks.com/display/~anushia.manikandan) [Praveenkumar Varadan](https://confluence.freshworks.com/display/~praveenkumar.varadan) [Gowthaman Ravindran](https://confluence.freshworks.com/display/~gowthaman.ravindran) [Illakia Varatharaj](https://confluence.freshworks.com/display/~illakia.varatharaj) | For improving coverage |

## **Plan/Roadmap/Vision - that extends beyond one month (or) next Aspirations**

[**Q2 Roadmap**](https://docs.google.com/spreadsheets/d/1cHue_6aNBiXBSbocsbRT4x9sPeH4aANcbTg7GRmtha0/edit#gid=0)

* Marketplace - Incremental framework support
* Core - Unified sales activity view
* Core - Calendar view
* Delight metrics
* Import through CSV - Enhancements