# Title: Westwing - Q2 2019 Aspirations

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| **Aspirations - Q2 - 2019** Freshsales, Westwing - 26 Mar 2019 |
| Mission:   * Build features on core objects and associated ones * Build and roll out integration faster * Evolve and maintain CSV import |

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| --- | --- | --- | --- |
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| **Tech Lead** | Vijayaragavan V | vijayaragavan.venkatarathinam | <https://github.com/vijayaragavanv> |
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**Welcome**

Anushia Manikandan

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

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

## **Previous Aspirations Link:**

[Squad 1 - Q1 2019 Aspirations](https://confluence.freshworks.com/display/freshsales/Squad+1+-+Q1+2019+Aspirations)

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

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| Goal (from previous Aspirations) | Previous Status | Current Status | Deliverables |
| **Core - Multicurrency - V2** [Aravinth Chandran](https://confluence.freshworks.com/display/~aravinthchandran) [Gayathri](https://confluence.freshworks.com/display/~gayathri.rukmadhavan)  [arun infant ignatius](https://confluence.freshworks.com/display/~arunm@freshdesk.com) | In progress | Done | [FSALES-8215](https://freshworks.freshrelease.com/issues/FSALES-8215) |
| Core - Onboard central publisher gem to push backend events from Freshsales to Central  [Shaik Buden Saheb](https://confluence.freshworks.com/display/~shaikb) [Balasubramanian Perumal](https://confluence.freshworks.com/display/~balasubramanian.perumal) | In QA | Done | [FSALES-6407](https://freshworks.freshrelease.com/issues/FSALES-6407) |
| Import - Allow contacts phone no. to be used in related contacts for deal import  [Ankita Tandel](https://confluence.freshworks.com/display/~ankita.tandel) [Praveenkumar Varadan](https://confluence.freshworks.com/display/~praveenkumar.varadan) | In QA | Done | [FSALES-5602](https://freshworks.freshrelease.com/issues/FSALES-5602) |
| Migration - CLI tool for migrating data for GTM [Vaidhyanathan Ananthakrishnan](https://confluence.freshworks.com/display/~vaidhyanathan.ananthakrishnan) [Gowthaman Ravindran](https://confluence.freshworks.com/display/~gowthaman.ravindran) | In QA | Done | [FSALES-7130](https://freshworks.freshrelease.com/issues/FSALES-7130) |
| Integration - Custom sync between Marketo and Freshsales  [Umashankar Masilamani](https://confluence.freshworks.com/display/~umashankar.masilamani) | Yet to start | Done | [FSALES-7022](https://freshworks.freshrelease.com/issues/FSALES-7022) |
| Core - Enhancements to Multiple sales accounts of contacts  [Ashish Muralidharan](https://confluence.freshworks.com/display/~ashish.muralidharan) [Praveenkumar Varadan](https://confluence.freshworks.com/display/~praveenkumar.varadan) [Gowthaman Ravindran](https://confluence.freshworks.com/display/~gowthaman.ravindran) | In progress | Done | [FSALES-7693](https://freshworks.freshrelease.com/issues/FSALES-7693) |
| Core - updated\_at since filter support in index api of sales activities  [Vaidhyanathan Ananthakrishnan](https://confluence.freshworks.com/display/~vaidhyanathan.ananthakrishnan) | In QA | Done | [FSALES-7551](https://freshworks.freshrelease.com/issues/FSALES-7551) |
| Core - Allow sales activities to be scheduled in future  [Nivedita Peddiraju](https://confluence.freshworks.com/display/~nivedita.peddiraju) [Anushia Manikandan](https://confluence.freshworks.com/display/~anushia.manikandan) | In progress | Done | [FSALES-5762](https://freshworks.freshrelease.com/issues/FSALES-5762) |
| **Core - Make Contact email uniqueness customisable**  [Irfan Shaik](https://confluence.freshworks.com/display/~irfan.shaik) [Gowthaman Ravindran](https://confluence.freshworks.com/display/~gowthaman.ravindran) | Yet to start | Done | [FSALES-8281](https://freshworks.freshrelease.com/issues/FSALES-8281) |
| Integration - Adapting New Gallery View  [Shaik Buden Saheb](https://confluence.freshworks.com/display/~shaikb) [Gowthaman Ravindran](https://confluence.freshworks.com/display/~gowthaman.ravindran) | In QA | Done | [FSALES-7424](https://freshworks.freshrelease.com/issues/FSALES-7424) |
| Integration - Docusign  [Arun Infant Ignatius](https://confluence.freshworks.com/display/~arun.ignatius) [Shaik Buden Saheb](https://confluence.freshworks.com/display/~shaikb) [Anushia Manikandan](https://confluence.freshworks.com/display/~anushia.manikandan) | In progress | In QA | [FSALES-5319](https://freshworks.freshrelease.com/issues/FSALES-5319) |
| **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) | Yet to start | In QA | [FSALES-7439](https://freshworks.freshrelease.com/issues/FSALES-7439) |
| Yarn (Build process)  [Bhuvanesh Babu](https://confluence.freshworks.com/display/~bhuvanesh.babu) [Sathishkumar Hari](https://confluence.freshworks.com/display/~sathishkumar.hari) | Yet to start | In QA | [FSALES-9603](https://freshworks.freshrelease.com/issues/FSALES-9603) |
| Marketplace Apps - Zuora  [*Pendry Sahithi*](https://confluence.freshworks.com/display/~pendry.sahithi) | Yet to start | Ready for QA | [FSALES-9705](https://freshworks.freshrelease.com/issues/FSALES-9705) |
| Marketplace Apps - Chargify  [*Pendry Sahithi*](https://confluence.freshworks.com/display/~pendry.sahithi) | Yet to start | Ready for QA | [FSALES-9706](https://freshworks.freshrelease.com/issues/FSALES-9706) |
| Marketplace Apps - Quote generation - POC  [*Pendry Sahithi*](https://confluence.freshworks.com/display/~pendry.sahithi) | Yet to start | Done | [FSALES-9713](https://freshworks.freshrelease.com/issues/FSALES-9713) |
| **Core - Recycle bin**  [Ayush Kalani](https://confluence.freshworks.com/display/~ayush.kalani) | Yet to start | In Progress | [FSALES-8412](https://freshworks.freshrelease.com/issues/FSALES-8412) |
| **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) | Yet to start | In Progress | [FSALES-2652](https://freshworks.freshrelease.com/issues/FSALES-2652) |

## **Success metric trend**

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| Metric | Jan 22- Till Now | 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 | 1(Features) + 8(Major Enhancements) | 3 | 2 | 3 | 4 | 2 | 1 | 2 | 3 | 4 | 3 | 1 |
| Number of JIRA items resolved | 53 | 44 | 43 | 25 | 13 | 15 | 20 | 28 | 33 | 28 | 34 | 10 |
| Test cases automated - RSpec coverage | ~71% | ~69% | 59% | 59% |  |  |  |  |  |  |  |  |
| Number of UI test cases automated | 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**

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| Goal | Status | Deliverables |
| **Core - Custom roles - Field level Permissions**  [Shaik Buden Saheb](https://confluence.freshworks.com/display/~shaikb) [Akshayvaliya Rakkanchath](https://confluence.freshworks.com/display/~akshayvaliya.rakkanchath) | In Progress | [FSALES-8984](https://freshworks.freshrelease.com/issues/FSALES-8984) |
| **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) |
| **Core-** **Make uniqueness customisable**  [Irfan Shaik](https://confluence.freshworks.com/display/~irfan.shaik) | In Progress | [FSALES-8108](https://freshworks.freshrelease.com/issues/FSALES-8108) |
| Import - CSV Option to skip matched record  [Ankita Tandel](https://confluence.freshworks.com/display/~ankita.tandel) | In Progress | [FSALES-6035](https://freshworks.freshrelease.com/issues/FSALES-6035) |
| Core - Upload lead/contact/account image  [Umashankar Masilamani](https://confluence.freshworks.com/display/~umashankar.masilamani) [Ashish Muralidharan](https://confluence.freshworks.com/display/~ashish.muralidharan) | In Progress | [FSALES-8805](https://freshworks.freshrelease.com/issues/FSALES-8805) |
| FS Immediate - 6 items  [*Pendry Sahithi*](https://confluence.freshworks.com/display/~pendry.sahithi)[*Puja Barathi Nagarajan*](https://confluence.freshworks.com/display/~pujabarathi.nagarajan) | In Progress | [Board view](https://freshworks.freshrelease.com/issues/filter/1621) |
| Increase limit for associated sales accounts for a contact to 25  [Ashish Muralidharan](https://confluence.freshworks.com/display/~ashish.muralidharan) | In QA | [FSALES-8130](https://freshworks.freshrelease.com/issues/FSALES-8130) |
| Restricting custom sales activity creation with default type  [Nivedita Peddiraju](https://confluence.freshworks.com/display/~nivedita.peddiraju) | In Progress | [FSALES-9662](https://freshworks.freshrelease.com/issues/FSALES-9662) |

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

## **Identified risks**

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| Risk | Ask | Recurring |
|  |  |  |

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

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| Ask | Impact | Recurring |
|  |  |  |

## **Top contributors**

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| --- | --- |
| Name | Impact |
| *Pendry Sahithi* | Completed 3 Marketplace apps in a short time. |

## **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 - Sales goals - Enhancements
* Core - Unified sales activity view
* Import for task/appointments/notes/sales activities
* Import through CSV - Enhancements