# Title: Westwing - Q3 2019 Aspirations

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| **Aspirations - Q3 - 2019** Freshsales, Westwing - 09 Jul 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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## **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:**

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

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

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| Goal (from previous Aspirations) | Status | Deliverables |
| 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) | Done | [FSALES-9603](https://freshworks.freshrelease.com/issues/FSALES-9603) |
| Core- Make uniqueness customisable  [Irfan Shaik](https://confluence.freshworks.com/display/~irfan.shaik) [Praveenkumar Varadan](https://confluence.freshworks.com/display/~praveenkumar.varadan) | Done | [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) | Done | [FSALES-9088](https://freshworks.freshrelease.com/FSALES/issues/FSALES-9088), [FSALES-9500](https://freshworks.freshrelease.com/FSALES/issues/FSALES-9500) |
| Marketplace Apps - Chargify  [*Pendry Sahithi*](https://confluence.freshworks.com/display/~pendry.sahithi) | Done | [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) | Done | [FSALES-2652](https://freshworks.freshrelease.com/issues/FSALES-2652) |
| Core - Sales goals - Swagger  [Vaidhyanathan Ananthakrishnan](https://confluence.freshworks.com/display/~vaidhyanathan.ananthakrishnan) | Done | [FSALES-2652](https://freshworks.freshrelease.com/issues/FSALES-2652) |
| Integration - Freshconnect changes inside Freshsales  [Nivedita Peddiraju](https://confluence.freshworks.com/display/~nivedita.peddiraju) [Uma Baskaran](https://confluence.freshworks.com/display/~uma.baskaran) | Done | [FSALES-10548](https://freshworks.freshrelease.com/FSALES/issues/FSALES-10548) |
| Core - Settings Page for Field permissions for custom modules  [Buden Shaik](https://confluence.freshworks.com/display/~buden.shaik)  [Guruprasath V](https://confluence.freshworks.com/display/~guruprasath.v) | Done | [FSALES-10341](https://freshworks.freshrelease.com/FSALES/issues/FSALES-10341) |
| Integration - Beamer integration with Freshsales  [Buden Shaik](https://confluence.freshworks.com/display/~buden.shaik) | Done | [FSALES-10496](https://freshworks.freshrelease.com/FSALES/issues/FSALES-10496) |
| Core - Recycle bin  [Ayush Kalani](https://confluence.freshworks.com/display/~ayush.kalani) [Anushia Manikandan](https://confluence.freshworks.com/display/~anushia.manikandan) | In Staging | [FSALES-8412](https://freshworks.freshrelease.com/issues/FSALES-8412) |
| Core - Custom Module - Import  [Ashish Muralidharan](https://confluence.freshworks.com/display/~ashish.muralidharan) | In Review | [FSALES-10177](https://freshworks.freshrelease.com/FSALES/issues/FSALES-10177) |
| Core - Custom roles - Field permissions v2  [Buden Shaik](https://confluence.freshworks.com/display/~buden.shaik) [Meenakshi Manikandaswamy](https://confluence.freshworks.com/display/~meenakshi.manikandaswamy) | In Testing (Branch) | [FSALES-10318](https://freshworks.freshrelease.com/FSALES/issues/FSALES-10318) |

## **Success metric trend**

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| Metric | May 21 - Till Date | 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) | 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 | 37 | 26 | 53 | 44 | 43 | 25 | 13 | 15 | 20 | 28 | 33 | 28 | 34 | 10 |
| Test cases automated - RSpec coverage | 70% | ~70% | ~71% | ~69% | 59% | 59% |  |  |  |  |  |  |  |  |
| Number of UI test cases automated | 24 - P0 and P1  6 - P2 and P3  67 - API automation    Total cases automated - 97    ~ 65.58%  coverage for P0 and P1 | 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**

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| --- | --- | --- |
| 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) |
| Marketplace Extensibility  [Bhuvanesh Babu](https://confluence.freshworks.com/display/~bhuvanesh.babu) | Yet to start | [FSALES-11935](https://freshworks.freshrelease.com/FSALES/issues/FSALES-11935) |
| Freshsales - Freshdesk Bundle | Yet to start | [FSALES-11763](https://freshworks.freshrelease.com/FSALES/issues/FSALES-11763) |
| Delight metrics and Security bugs | Yet to start | Delight metrics - Q3  [Security High priority](https://freshworks.freshrelease.com/FSALES/issues/filter/1664) |
| Sotheby's Go live items  [Buden Shaik](https://confluence.freshworks.com/display/~buden.shaik) [Nivedita Peddiraju](https://confluence.freshworks.com/display/~nivedita.peddiraju) | In Progress | [FSALES-11893](https://freshworks.freshrelease.com/FSALES/issues/FSALES-11893) |
| Outlook contacts sync  [Irfan Shaik](https://confluence.freshworks.com/display/~irfan.shaik) | In progress | [FSALES-10756](https://freshworks.freshrelease.com/FSALES/issues/FSALES-10756) |

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| Stretch goal | Deliverables |
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## **Identified risks**

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

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| Ask | Impact | Recurring |
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## **Top contributors**

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

* Sales Goals - Continuous improvements
* Core - Sales Activities - Manager view + Enhancements
* Delight metrics
* Import through CSV - Enhancements