Discovery Phase



LUXURIOUS ANIMALS

Content

- 1. Business Goals & Challenges
- 2. Discovery goals
- 3. ooVoo.com existing site analysis
- 4. Competitive design analysis
- 5. UX analysis of current site
- 6. Stakeholder interviews
- 7. Conclusions and Recommendations
- 8. Appendix



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Business Goals & Challenges

- 1. Communicate mulitple messages/segments ie: Business vs. Consumer, Web vs Download, etc.
- 2. Increase traffic to either region V'Spot or Download
- 3. Adapt look and feel to brand refresh
- 4. Increase SEO integration to improve results
- 5. Morph site into destination location

Stakeholder Interviews

Stakeholder Interviews Interviewees









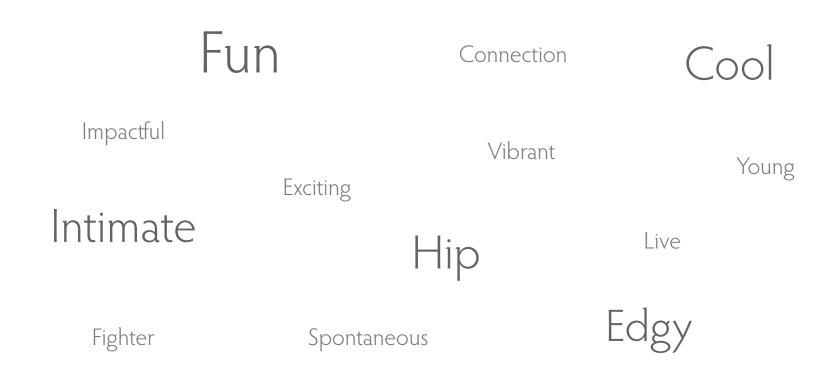


Robert Jackman - Chairman Scott Richardson - Product Map Seth Cummings - Product Map Lara Peterson - Consumer Promotions Frank Miele - Rewards / MyAccount Roberta Lynn - Support Matt de Ganon - Brand Marketing Josh Weisler - SEO Brian Liebler - Ad Sales Brogan Taylor - Business Susan Ferrari - Research Ariel Maayan - Seperia (SEO)

Aurli Bokovza - PR

Stakeholder Interviews Brand Descriptors

If you had to describe ooVoo in three (3) words, what adjectives would you use?



Stakeholder Interviews Brand Elevator Pitch

If you had to describe ooVoo in one sentence, what would you say?

The ooVoo Brand

ooVoo is a facilitation and love of people being together.

ooVoo is a fun place for people to spend time chatting with their closest friends.

ooVoo is live video calls.

ooVoo is a new breed of video chat targeted to a younger consumer with incredible quality, clarity and flexibility - providing a spontaneous way for the next generation to text/chat.

Stakeholder Interviews Brand Differentiation

If you had to describe ooVoo in one sentence, what would you say?

ooVoo vs. its competitors

If you are familiar with Skype - then we are similar but offer a higher level of quality.

ooVoo is a much more user-oriented company than its peer group.

We're a video chat service that is #2 to Skype but better in terms of audio/video quality across all platforms.

ooVoo is the world's leading provider of cloud drive quality video chat.

Stakeholder Interviews The ooVoo Consumer

What does your audience do on the website?

- 1. Download ooVoo product.
- 2. Research the brand and how to use ooVoo.
- 3. Buy packages.
- 4. Get support.

Competitive Analysis Stakeholder's Conclusions

Two kinds of competitors: Business and Consumer
There is no competitors that goes after both sectors well.

Current competitors: **Skype**, **Tinychat**, **Tango** Future competitors: **Google** and **Microsoft**

Skype's home page is clean and clear but navigation can be difficult after the home page. However, their brand message is a bit disjointed and focuses on a much older, international demographic while trying to be fun and even a bit young.

Tinychat brings their users and social functionality to the forefront of the experience. That said, their website is cluttered and provides a difficult search experience.

Tango is much more simple than ooVoo but at the same time is much more plain and boring from a brand perspective.

Discovery Goals

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LUXURIOUS ANIMALS

Discovery Goals

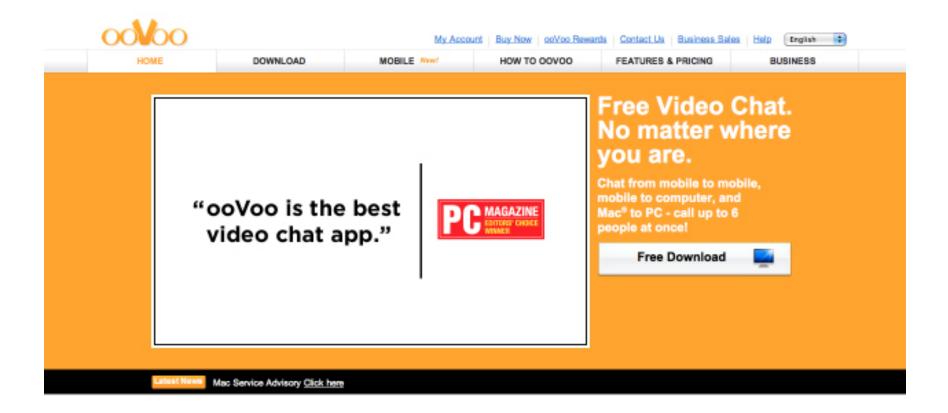
Goals of Meeting:

- 1. Communicate Key Discovery Learnings
- 2. Close URL Strategy
- 3. Close Content Strategy
- 4. Present Initial Visualizations

Next Steps:

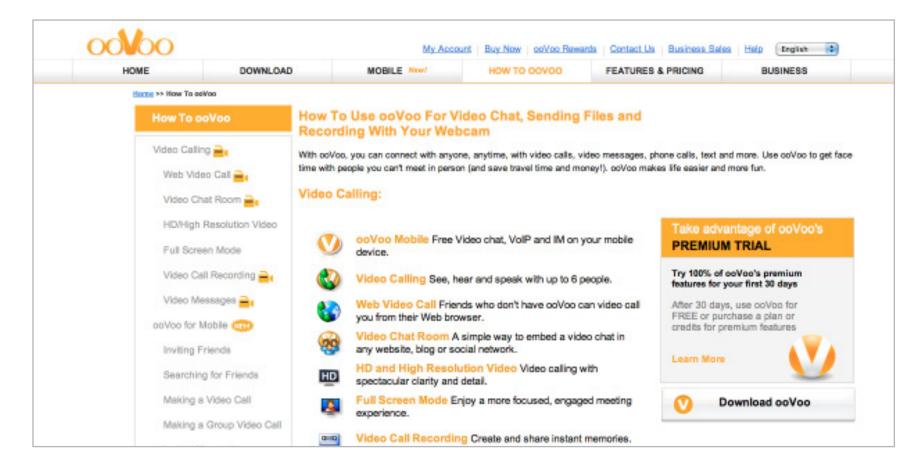
- 1. Develop Messaging & Product Matrix
- 2. Wireframes

ooVoo.com Existing Site *Home Page*



ooVoo.com Existing Site

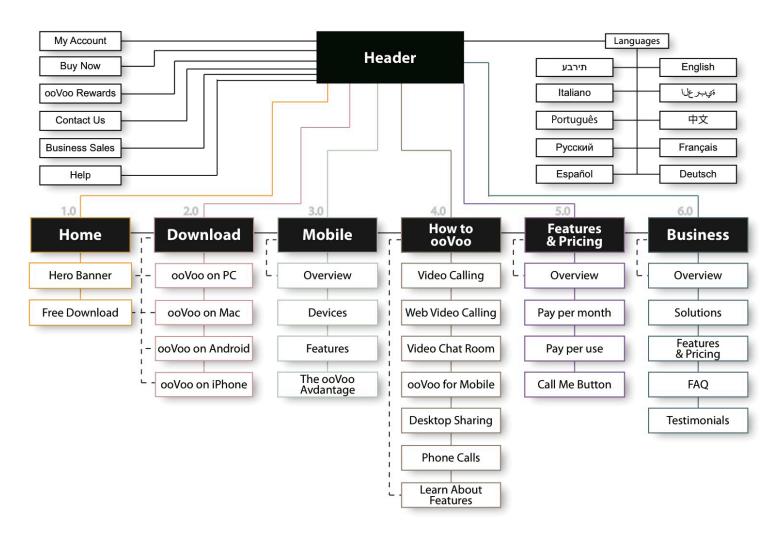
How To Page



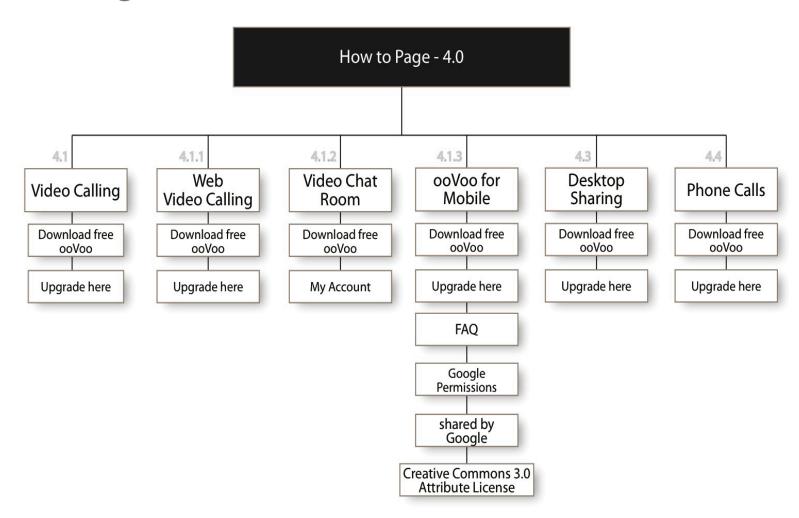
ooVoo.com Existing Site Flowcharts

ooVoo.com Existing Site

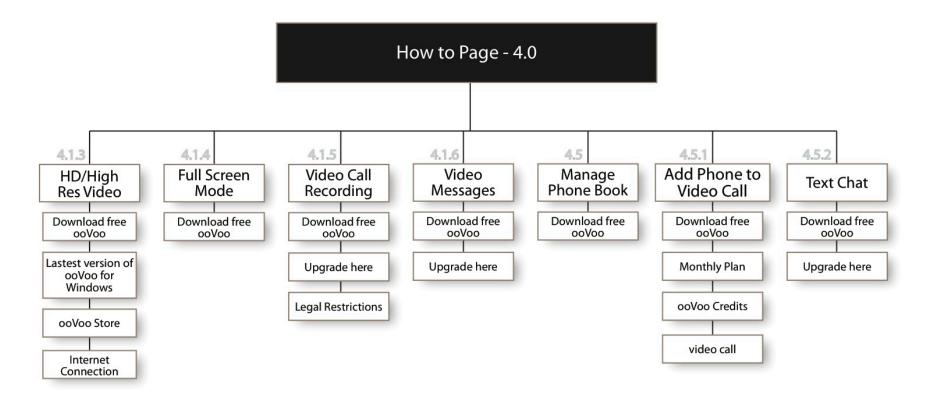
Header



ooVoo.com Existing Site How To Page

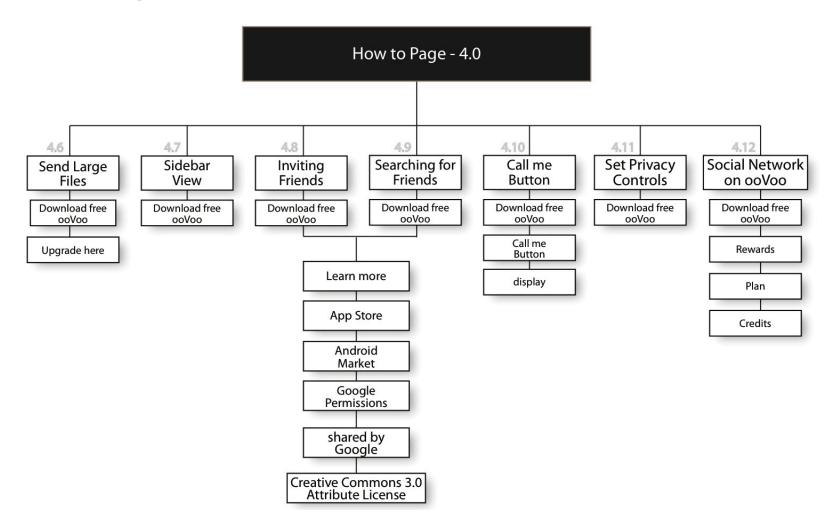


ooVoo.com Existing Site How To Page (cont.)



ooVoo.com Existing Site

How To Page (cont.)



ooVoo.com Existing Site Conclusions

Several nav items going to similar content

Several redundancies that dilute the message and distract the user

Home page: doesn't speak to either lifestyle or business. The company's product seems like a utility.

How to page: cluttered, confusing and currently has 20 secondary sections

Business section: looks like an afterthought

Competitive Analysis Design and Trends

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LUXURIOUS ANIMALS

Competitive Design Analysis

Competitors at-a-glance

















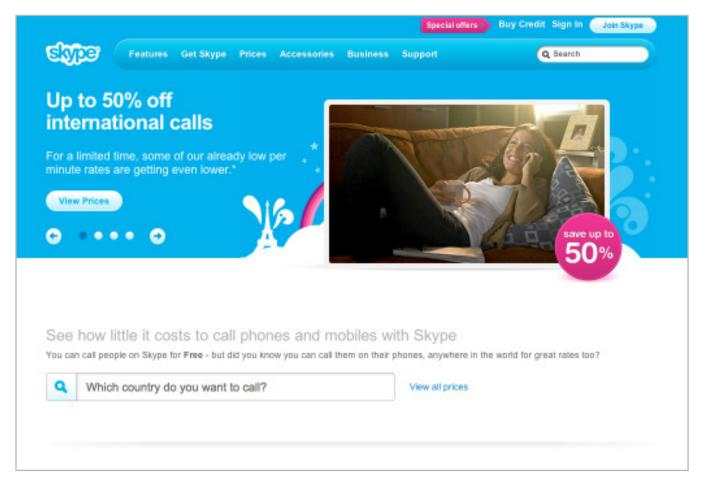








Competitive Design Analysis - Consumer and Business



Stakeholder's thoughts:

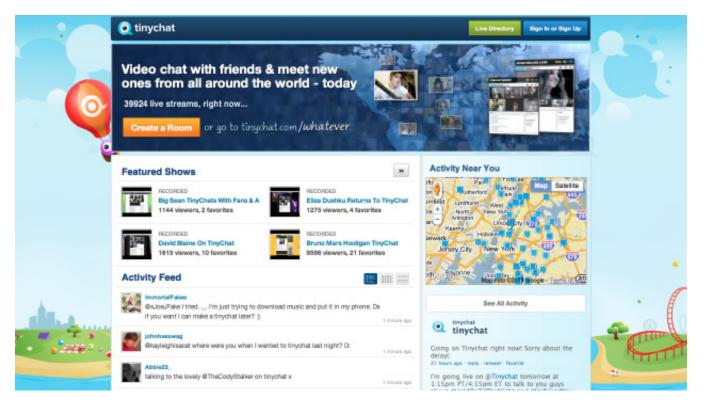
It's really easy to navigate. But since a lot of the business features are lumped in with other features skype has to offer, there isn't a really call to action that represents Skype as a business tool.

Our thoughts:

Skype is a destination site, in that you can sign in and start chatting, but it's not a place to come back and hang out, business is not the frontrunner, it's falls in line with other features of the site. The brand is hip, trendy, young, fun and international.

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Competitive Design Analysis - Consumer



Stakeholder's thoughts:

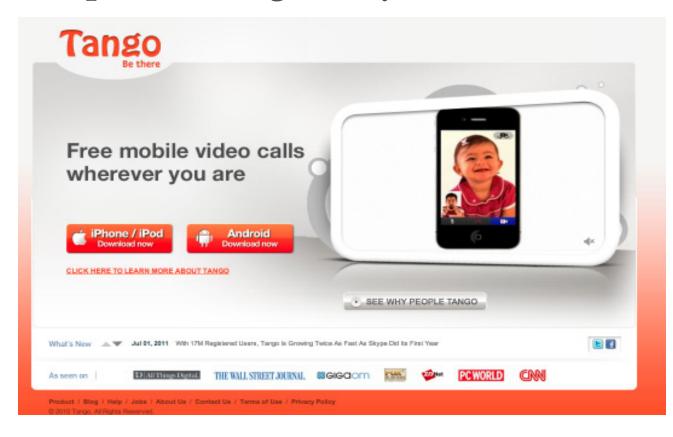
Tiny Chat you is a destination site, live chat rooms to sign into, you can connect to Facebook. Tiny Chat is about connectig internationally, staying connected with friends, fun.

Our thoughts:

The social is definitely cool, but can be a little overbearing from a UX perspective. You can start chatting with people immediately, but it becomes difficult to find more info about the product. Feature information is secondary to experiencing the product first hand. It's frustrating to be forced to give Tiny Chat personal information before reading about or experiencing first hand what TinyChat is all about.

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Competitive Design Analysis - Consumer



Stakeholder's thoughts:

Tango could be perceived as more business friendly because they aren't really pushing this as a business product, they use a lot of examples of being about to stay connected with your family and friends. While is closer to finding the happy medium between social life and business, it doesn't seem to reflect any definitive personality. The underlying theme is that tango is a tool.

Our thoughts:

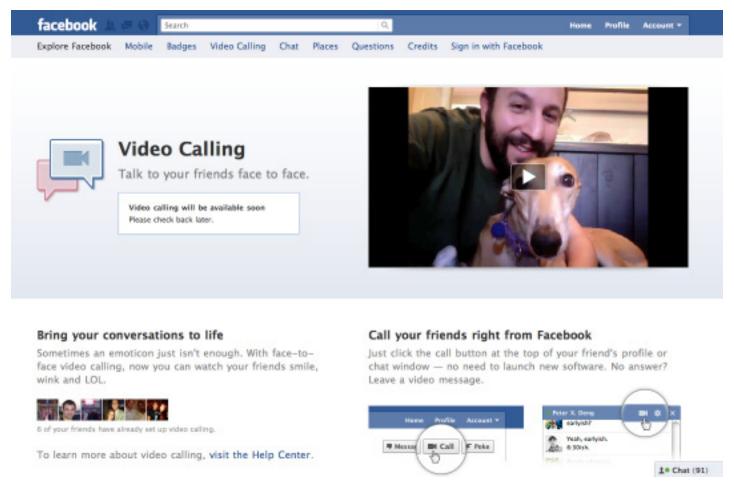
Tango is simple, straight to the point, easy to navigate. I know immediately what product I'm getting. Tango is working on coming out with a Window's PC version. They lack personality and don't take a strong definitive side as to whether they are a business tool or a social product.

Competitive Design Analysis - Consumer and Business



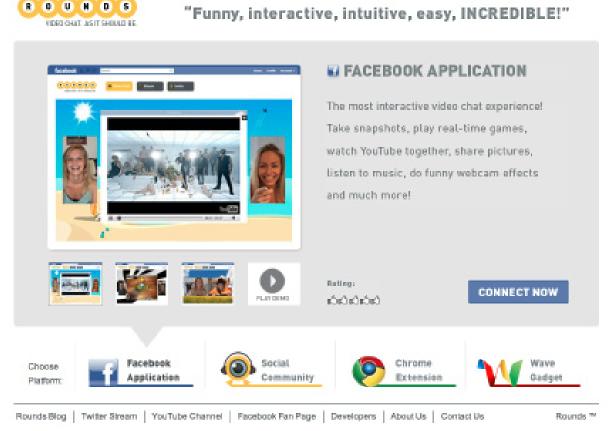
Mac Facetime is similar to tango, except the brand does reflect a lifestyle, bridges the gap between business and social, owns up to being a home name brand, a lifestyle-oriented. Stay in touch with relatives and friends.

Competitive Design Analysis - Consumer



Facebook is a social brand that companies wouldn't hold meetings on. The biggest accessibility is access to your closest friends.

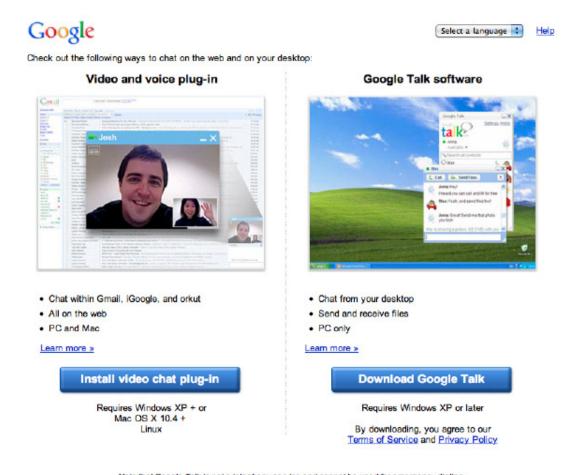
Competitive Design Analysis-Consumer



Rounds has a great video demo that shows how the product is used by the public. they have a very simple and straight-forward message. The site appears like they have a small company.

Brand appears fun and casual.

Competitive Design Analysis-Consumer and Business



Note that Google Talk is not a telephony service and cannot be used for emergency dialing

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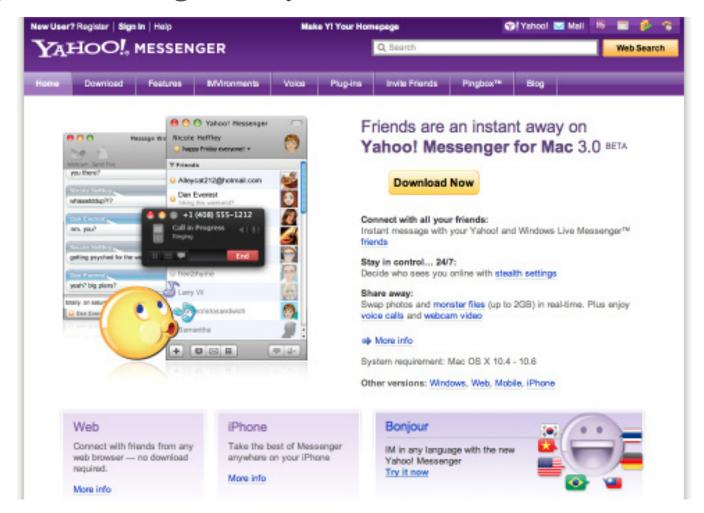
Google provides a product showcase. Their brand is personal and approachable for lifestyle and businesss.

Competitive Design Analysis - Consumer and Business



Aim is very social oriented way to keep int ouch but we would not mind meeting over aim. Simple, easy, no account necessary. Copy and paste a link to give to your friends to share a chat room. Super duper simple and scaled back.

Competitive Design Analysis - Consumer and Business



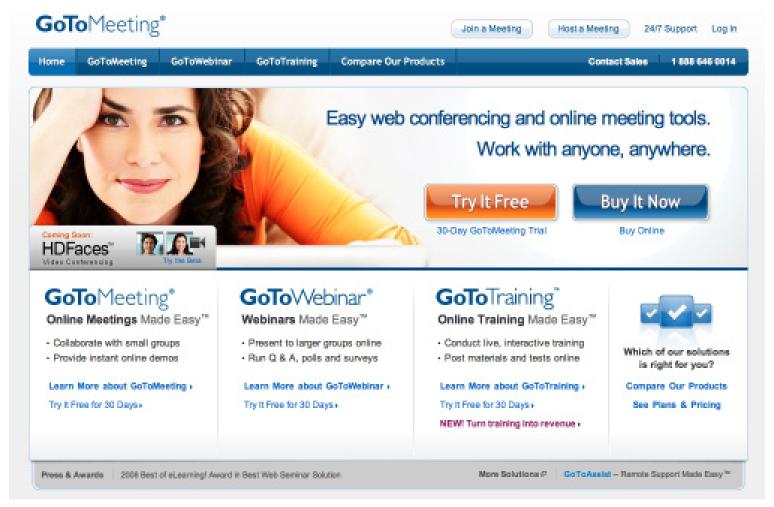
Yahoo appears to a business and lifestyle consumer with a place on international.

Competitive Design Analysis - Business



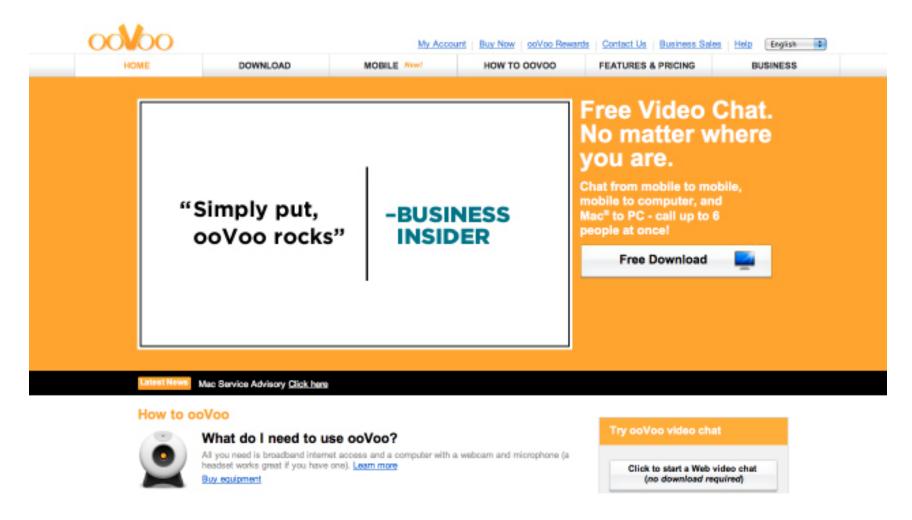
More business oriented, less lifestyle to an older demographic.

Competitive Design Analysis - Business



GoToMeeting is business oriented only and a tool kit for your company.

Competitive Design Analysis-Consumer and Business Site design as of July 20, 2011



Competitive Design Analysis - Consumer and Business Site design as of August 3, 2011



Competitive Analysis

Luxurious Conclusions

What is ooVoo.com doing well?

- -Convincing people to download without learning about the product.
- -Using friends as the unpaid salesperson to convince people to download.
- -Captured both a lifestyle and business market unlike other competitive websites.

Where does ooVoo.com need to be?

- -A destination site.
- -A place for social gatherings.
- -Make "higher quality video chat" a stronger value proposition.
- -Speak to both the lifestyle crowds and business crowds equally yet be voiced for the proper audience.

UX Analysis

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LUXURIOUS ANIMALS

UX Analysis oovoo.com Web Analytics

Traffic Statistics

Traffic overview:

Direct traffic - 65.5%

Google (search engine) - 14.86%

ooVoo.com (referral) - 4.64%

m.oovoo.com (referral) - 2.13%

Facebook.com (referral) - 1.59%

Average time of pages:

Home.Page.en (00:00:48)

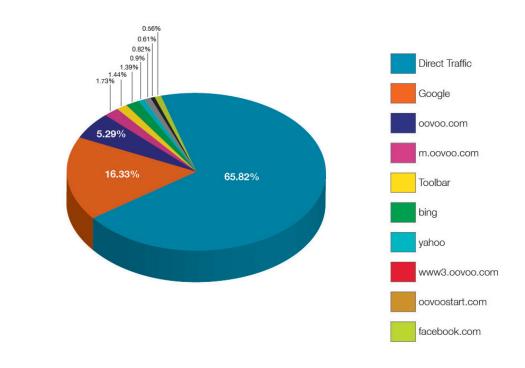
Download.Page.en (00:00:30)

home.aspx (00:00:17)

Next.downloadwin.en (00:02:46)

Click.dw.Button.win (00:00:13)

All Traffic Sources



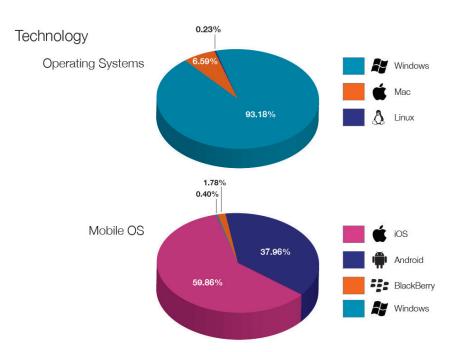
UX Analysis ooVoo.com Web Analytics

Technical Statistics

Browsers being used: IE - 68.07%, Firefox - 11.04%, Chrome - 9.83%, Safari - 8.64%, Opera - 1.25%

Android users are 35.84% of all visitors from a mobile device and spend an average of 3 minutes on the site. iPod users are 31.50% and iPhone at 19.08%

Operating Systems: Windows - 89.84%, Mac - 6.25%, Linux - 0.22%



UX Analysis ooVoo.com Web Analytics

Demographic Statistics

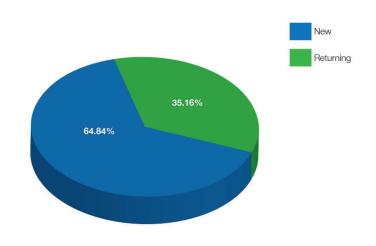
Out of all visitors 64.53% of them were new visitors and 35.47% were returning visitors.

The peak time period for all traffic happens between 7pm and 11pm (5.28% - 5.58%) (time zone not specified)

Language: English (US) - 76.63%, Russian - 4.27%, Spanish (Spain) - 3.36%, French (Standard) - 2.72%, English - 2.16%

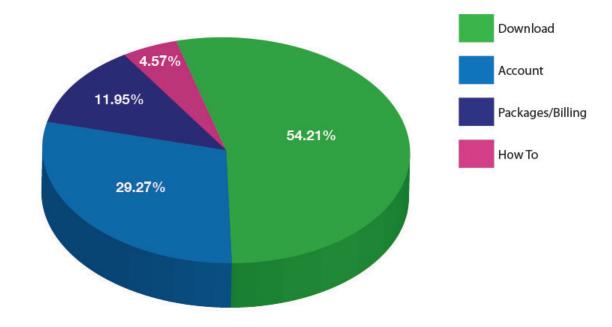
City Demographics - Visitors: New York - 3.81%, Tehran - 1.66%, Houston - 1.32%, Tunis - 0.99%, Los Angeles - 0.96%

New and Returning Visitors



UX Analysis ooVoo.com Web Analytics

Page Content Visited



UX Analysis Conclusions

Direct traffic is great, potential for being a destination site.

The 35% returning visitors are users looking for upgrades, help and support.

Opportunity for SEO to make a bigger impact.

Conclusions and Recommendations

Conclusions and Recommendations Overview

ooVoo is currently aiming to become a more lifestyle, home name brand. While it has been a tool for business interaction, it wants and attempts to bridge the gap between social and business.

ooVoo is:

intimate chatting with your friends higher quality video

Conclusions and Recommendations UX Overview

The business button on the site currently marks that you can toggle between the two kinds of interactions. It's the opposite approach that Skype takes where business falls in line with other features and doesn't take as much presence as their push for being a social platform.

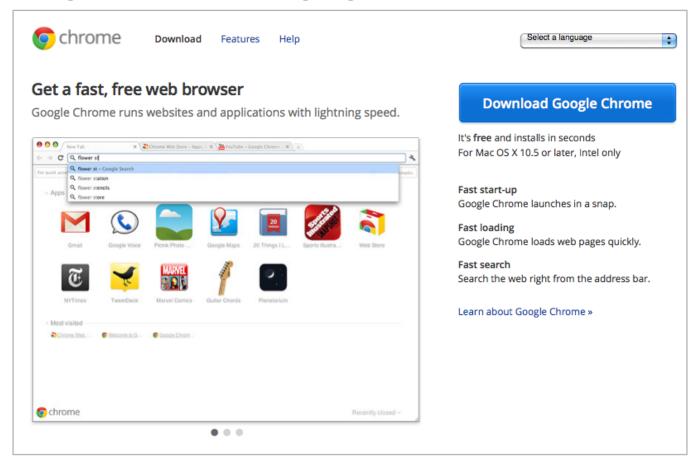
Functional:

Invite friends while we're downloading the app Auto-detect the system you are using for download

Conclusions and Recommendations

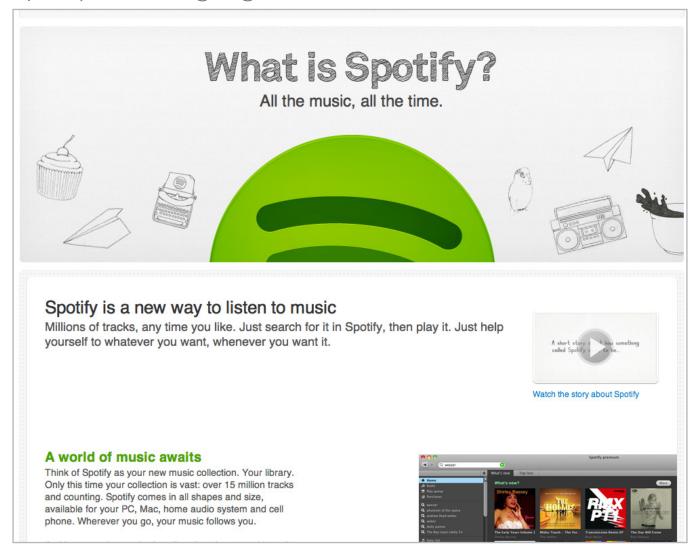
Sites we admire

Google Chrome – Landing Page



- -Simple design neutral
- -States what the product is and why they should down-load it
- -Download button on landing page
- -auto detects OS (with other OS options available)

Spotify – Landing Page



-Hip, edgy, new design-States who they are and what their product does

-Lists some key features

-Good visual hierarchy

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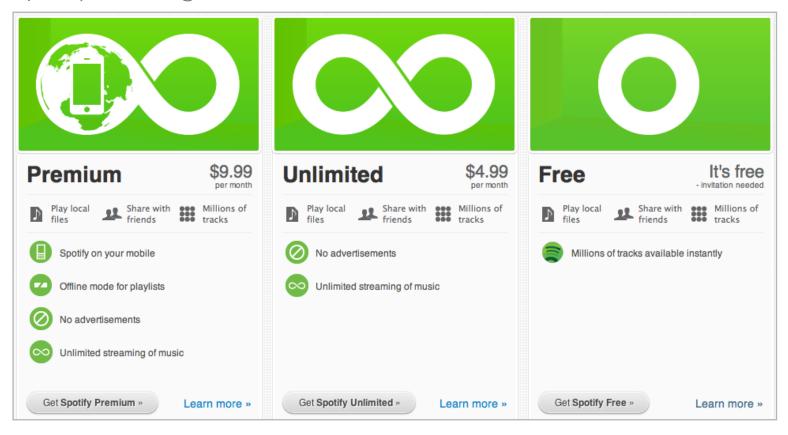
LUXURIOUS ANIMALS

Facebook - Landing Page & Sign Up



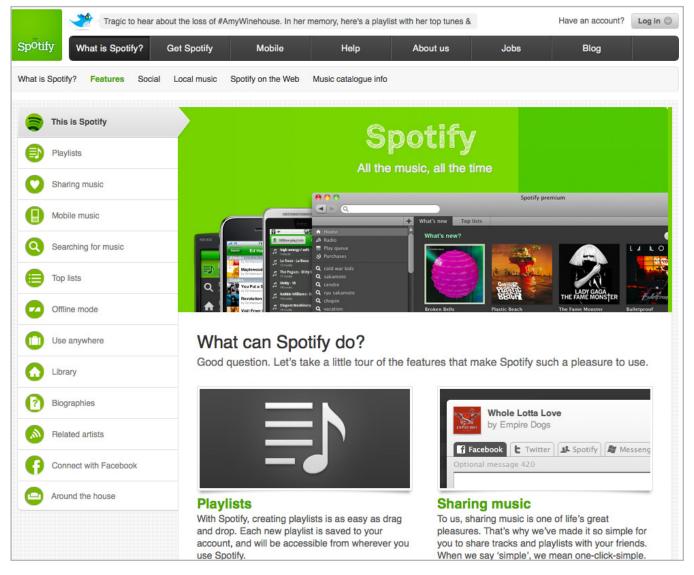
- -Lifestyle driven visuals and clean design
- -Sign up and Log in main focus on Landing Page

Spotify – Packages



-Clear specific information on what each package includes and costs

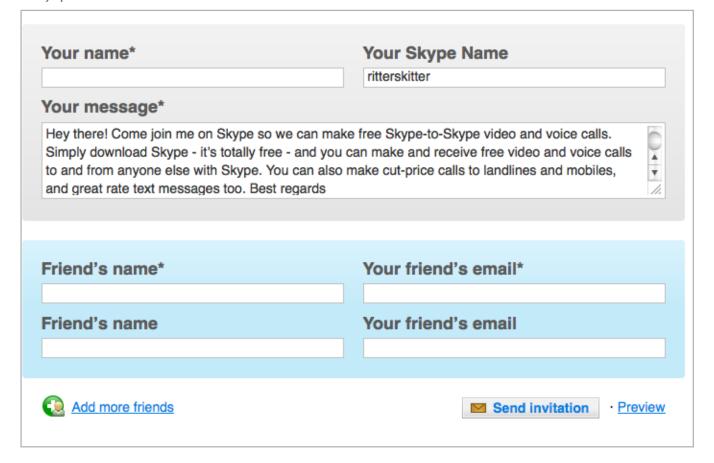
Spotify – Features



- -Clean and organized
- -Easy to navigate
- -Second to Landing Page on nav bar
- -Includes images that relate to the feature being high-lighted

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Skype – Add Friends



- -Easy to invite friends to download app or join video chat room
- -Gives the user the option to invite multiple friends at once

Apple – Tech Support



Video Tutorials

Watch short videos on how to use your Apple products.



Manuals

Learn how to set up, use and troubleshoot your Apple products.



Tech Specs

See specifications and system requirements for hardware and software.



Downloads

Get the latest software updates for your Apple products.



Communities

Find and share solutions with Apple users around the world.

- -lcons and imagery used for easy navigation through technical support section
- -Clearly labeled and organized sections

Conclusions and Recommendations Our Final Thoughts

ooVoo.com should be a consumer-driven, simplified message

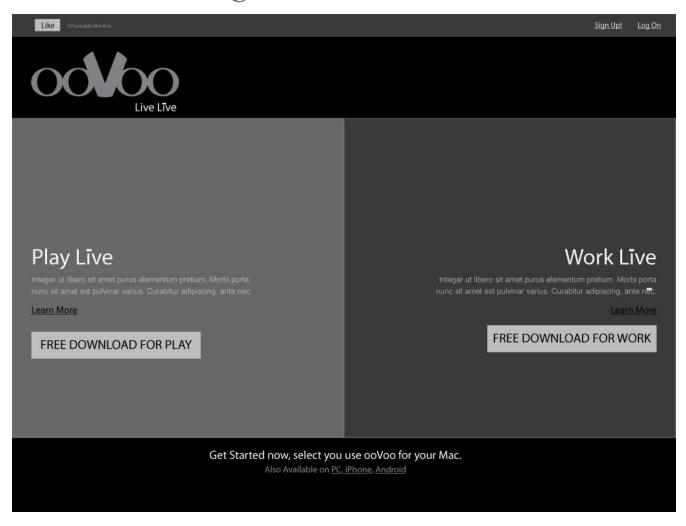
Create **ooVoo.biz** route for business-driven messaging only.

ooVoo.me will be used for the social messaging platform.

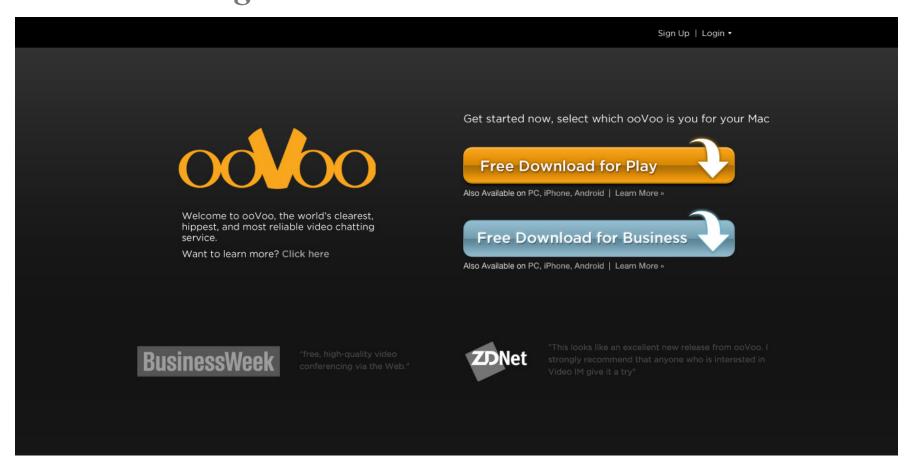
There should be cross-platform access across all three sites.

Download acquisition is still the number one priority.

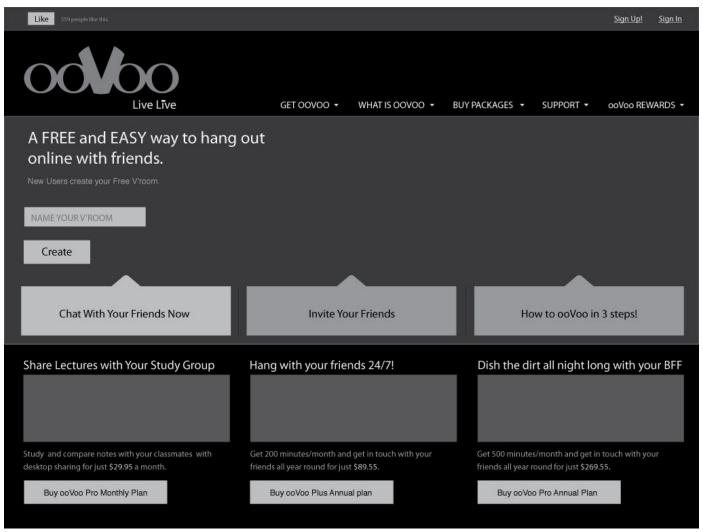
Conclusions and Recommendations oo Voo Home Page



Conclusions and Recommendations oo Voo Home Page



Conclusions and Recommendations oo Voo Download/Features Page



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Appendix

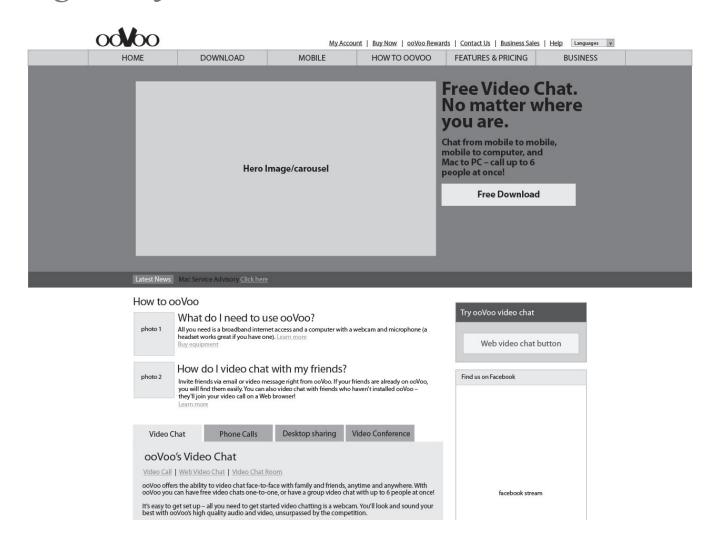
page 57

LUXURIOUS ANIMALS

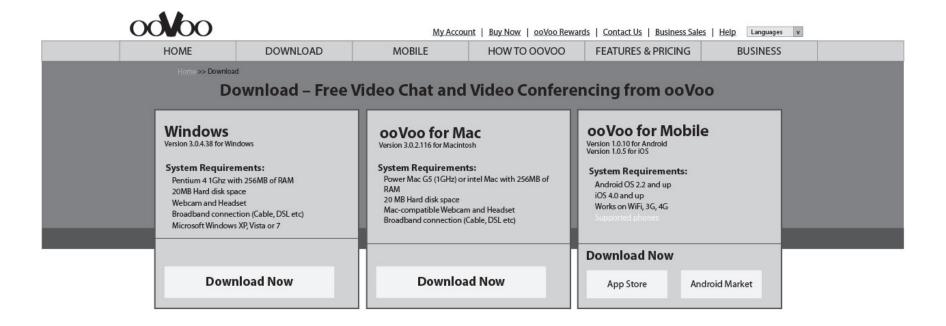
ooVoo.com Existing Site Wireframes and Flowcharts

ooVoo.com Existing Site

Home Page Wireframe



ooVoo.com Existing Site Download Page Wireframe



^{*} Apple, Mac, iPad, iPhone, iPod touch are trademark of Apple, Inc., registered in the US and other countries.

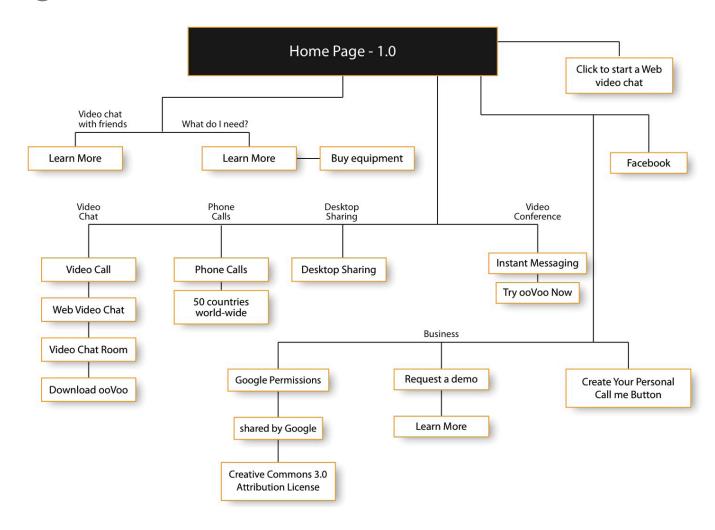
Did you know? 8 out of 10 Skype users prefer ooVoo, learn more about the Research.

^{*} Android is a trademark of Google Inc. Use of this trademark is subject to Google Permissions

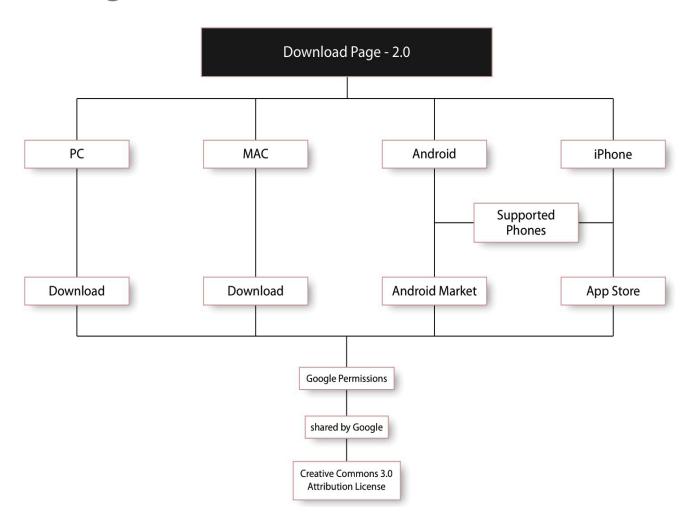
^{*} Portions of this page are modifications based on work created and shared by Google and used according to terms described in the Creative Commons 3.0 Attribution License.

ooVoo.com Existing Site

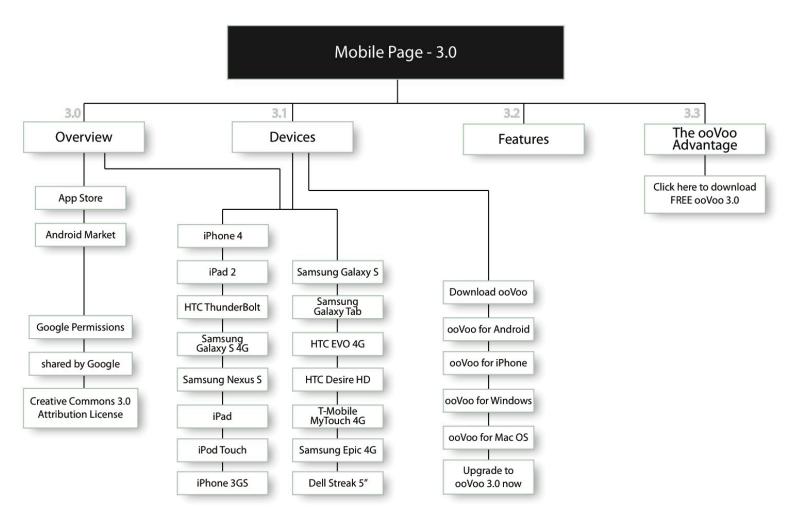
Home Page



ooVoo.com Existing Site Download Page

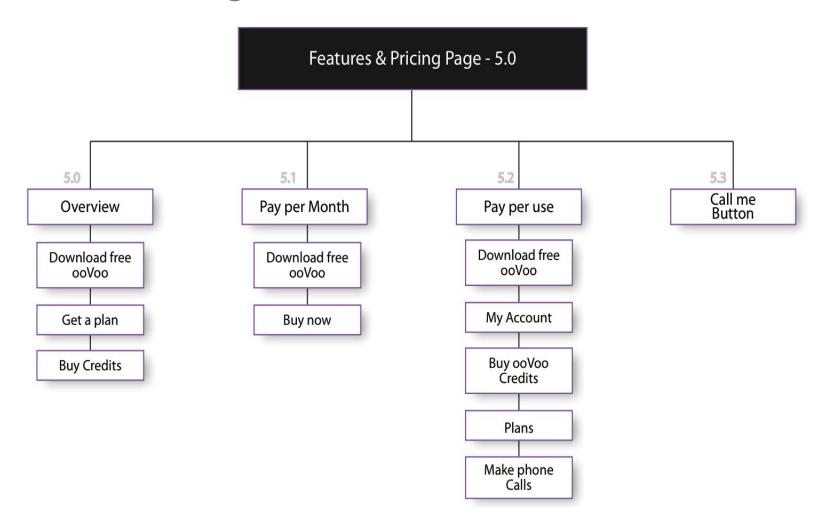


ooVoo.com Existing Site Mobile Page

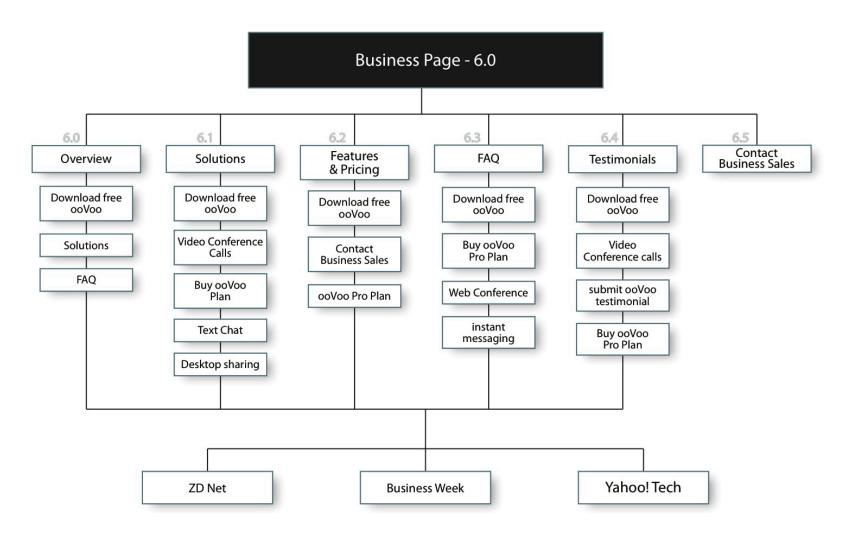


ooVoo.com Existing Site

Features & Pricing



ooVoo.com Existing Site Business



ooVoo.com Existing Site

Footer

