

SIXT

## SIDE BY SIDE PRICES FOLLOW UP – COPY CHANGES

TEST PLAN

## BACKGROUND

### EVIDENCE:

The previous test showed that by displaying the prices side by side there was no overall uplift in conversions. However, a difference in the distribution of clicks on Pay Now / Pay Later was observed. Pay Now CTA clicks dropped -6.58% whilst Pay Later saw an uplift of 6.55% on desktop. The result was more pronounced on mobile with Pay Now down -10.2% and Pay Later up 8.88%. It is thought that the change in positioning of the Pay Later option has increased the prominence of the free cancellation option. Pay Now is the preferred selection for users to make. Changing the copy could help to counteract this switch to Pay Later.

### PAGE(s):

- OfferSelect
- DirectOffer
- OfferConfig
- Customer Details
- .COM

### MUV:

962,861

### TEST TYPE:

A/B

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## OBJECTIVE

### HYPOTHESIS:

Changing the orange copy above the prices to downplay the free cancellation option and emphasize the savings on pay now will increase Pay Now clicks and decrease Pay Later clicks.

### TEST GOAL:

Increase visits to offerconfig  
Increase overall sales  
Increase Pay Now sales

### KSM(s):

- ✓ Conversions
- 

## VARIANTS

### INFORMATION:

#### Default

1. Variation #1 - Side by side pricing with copy change to text above price

## TARGETING

### DOMAINS:

- <https://www.sixt.com>

### URL(s):

<https://www.sixt.com/php/reservation/offersselect>

<https://www.sixt.com/php/reservation/directoffer>

<https://www.sixt.com/php/reservation/offerconfig> (copy change to follow through to this page)

<https://www.sixt.com/php/reservation/customerdetails> (copy change to follow through to this page)

### DEVICES:

- ✓ Desktop
- ✓ Tablet
- ✓ Mobile

### BROWSERS:

- ✓ Chrome 45+
- ✓ Firefox 45+
- ✓ IE9+
- ✓ Safari

### OTHER:

Include both cars and trucks. Same URL but pages can be identified by: sxux object variable **ctyp = P** for cars and L for trucks.

The following sxux variable is a reliable identifier for the **test page**: pn = "Reservation-Pkw-Offersselect

**Results with one single price option to be included in the test** – designs attached

## METRICS

NAME	TYPE	DESCRIPTION	STATUS
1. Funnel: 2: Offer Config	Revenue	<a href="https://www.sixt.com/php/reservation/offerconfig">https://www.sixt.com/php/reservation/offerconfig</a>	
2. Funnel 3: Customer Details	Pageview	<a href="https://www.sixt.com/php/reservation/customerdetails">https://www.sixt.com/php/reservation/customerdetails</a>	
3. Funnel: 4: Confirmation	Pageview	<a href="https://www.sixt.com/php/reservation/bookingconfirmation">https://www.sixt.com/php/reservation/bookingconfirmation</a>	
4. Booking Confirmation: Event	Primary	This goal already exists in Optimizely	
5. Revenue	Custom	Revenue must be captured on the /bookingconfirmation page, use the sxux data layer variable total_gross = "value"	
6. Step 1: Offer Select: Pay now CTA: Overall	Custom	Clicks on all 'pay now' CTAs	
7. Step 1: Offer Select: Pay later CTA: Overall	Custom	Clicks on all 'pay later' CTAs	

8.	Extras: Overall	Event	Extra sales
9.	Step 2: Offer Config: Extras engagement: Overall	Custom	Clicks on any extras

## ATTRIBUTES

SEGMENT	DESCRIPTION	STATUS
Device: Desktop	-	
Device: Table	-	
Device: Mobile	-	
Sales: Pay Later	-	
Sales: Pay Now	-	

\* Attributes are utilised to segment results' data

## INTEGRATIONS

TOOL	SLOT / TAG INFORMATION
Sitecat	eVar51
HotJar	optimizely_side_by_side_prices_test

### NOTES:

N/A

## CONTROL

### OFFERSELECT DESKTOP:

The desktop view of the SIXT website displays a search for a car rental from Munich Airport on 04/23/2017 to 04/25/2017. It shows 61 offers, with filters for vehicle type (Sedans, Station Wagons, Vans, SUV, Coupe / Sports Car, Convertibles) and age (25+). Two recommended offers are shown:

- VW Golf or similar** (Sedan | CLMR): Includes unlimited free kilometers.
  - OUR LOWEST RATE:** US\$ 36.02 Per day, Total: US\$ 72.04. [PAY NOW](#)
  - FREE CANCELLATION:** US\$ 38.14 Per day, Total: US\$ 76.28. [PAY LATER](#)
- VW Polo or similar** (Sedan | ECMR): Includes A/C, 17" M, 4 spd, 111.
  - OUR LOWEST RATE:** US\$ 33.37 Per day, Total: US\$ 66.73. [PAY NOW](#)
  - FREE CANCELLATION:** US\$ 34.98 Per day, Total: US\$ 69.95. [PAY LATER](#)


### OFFERSELECT MOBILE:

The mobile view of the SIXT website shows the same search results as the desktop version, but with a more compact layout. It includes a 'CHANGE BOOKING DATES' button, a 'Convert to other currency' link, and a 'SHOW ALL' link. The recommended offers are displayed with car images and detailed pricing:

- VW Golf or similar** (Sedan | CLMR):
  - OUR LOWEST RATE:** US\$ 46.37 Per day, Total: US\$ 92.73. [PAY NOW](#)
  - FREE CANCELLATION:** US\$ 55.95 Per day, Total: US\$ 111.89. [PAY LATER](#)
- VW Polo or similar** (Sedan | ECMR):
  - OUR LOWEST RATE:** US\$ 42.62 Per day, Total: US\$ 85.25. [PAY NOW](#)
  - FREE CANCELLATION:** US\$ 52.23 Per day, Total: US\$ 104.45. [PAY LATER](#)

OFFERCONFIG: PAYMENT OPTIONS SECTION

PAY LATER




1. VEHICLE SELECTION

✓ 2. RATE & EXTRAS

3. DRIVER DETAILS

USD

^



VW Golf  
or VW Beetle, MINI Countryman or similar  
Premium-Sedan | CLMR

Pickup

### Select Extras


Payment Options ⓘ

Basic rental rate	Per day	US\$ 37.29
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FREE CANCELLATION - STAY FLEXIBLE

- ✓ Free cancellation at any time
- ✓ Unlimited kilometers
- ✓ Third party insurance
- ✓ [More information >](#)
- ✓ Premium class

PAY NOW




1. VEHICLE SELECTION

✓ 2. RATE & EXTRAS

3. DRIVER DETAILS

U



VW Golf  
or VW Beetle, MINI Countryman or similar  
Premium-Sedan | CLMR - Early bird Promotion  
Prepaid

### Select Extras

Payment Options ⓘ

Basic rental rate	Per day	US\$ 3
-------------------	---------	--------

LOWEST PRICE - YOU SAVE 5%

- ✓ Rebooking and cancellation (subject to charges)
- ✓ Unlimited kilometers
- ✓ Third party insurance
- ✓ [More information >](#)

CUSTOMER DETAILS: CTA SECTION

PAY LATER

[Change](#)  
**Conditions**  
[Rental information](#)  
[Terms and Conditions](#)

Vehicle Subtotal:	US\$ 223.77
Premium location fee:	US\$ 48.09
<b>Your total price:</b>	<b>US\$ 271.86</b>
Rental Period: 6 days	
Total in local currency ⓘ	<b>€ 242.99</b>

Free cancellation at any time!

BOOK NOW

PAY NOW

Vehicle Subtotal:	US\$ 212.69
Premium location fee:	US\$ 45.71
<b>Your total price:</b>	<b>US\$ 258.40</b>
Rental Period: 6 days	
Total in local currency ⓘ	<b>€ 230.96</b>

Our lowest rate

BOOK NOW

DESIGN CHANGES

n/a

CONSIDERATIONS

n/a

## VARIATION #1

### OFFERSELECT DESKTOP:

1 VEHICLE SELECTION
2 RATE & EXTRAS
3 DRIVER DETAILS

MUNICH AIRPORT  
04/20/2017, 12:00 Noon
MUNICH AIRPORT  
04/22/2017, 12:00 Noon
RENTAL PERIOD  
2 days
CHANGE BOOKING DATES

We found 61 offers

SHOW ALL
SEDANS
STATION WAGONS
VANS
SUV
COUPÉ / SPORTS CAR
CONVERTIBLES
YOUR AGE: 25+

RECOMMENDATION

**VW Golf or similar**  
Sedan | CLMR  
This offer includes:  
✓ Unlimited free kilometers incl.

**STAY FLEXIBLE**  
US\$ 38.14 Per day  
Total: US\$ 76.28  
PAY LATER

**SAVE 5% EACH DAY**  
US\$ 36.02 Per day  
Total: US\$ 72.04  
PAY NOW

**VW Polo or similar**  
Sedan | ECMR  
⊗ A/C ⊗ M 4 ⊗ 2 ⊗ 1  
This offer includes:  
✓ Unlimited free kilometers incl.

**STAY FLEXIBLE**  
US\$ 34.98 Per day  
Total: US\$ 69.95  
PAY LATER

**SAVE 5% EACH DAY**  
US\$ 33.37 Per day  
Total: US\$ 66.73  
PAY NOW

**MINI 3-Türer or similar**  
Sedan | CCMR  
⊗ A/C ⊗ M 4 ⊗ 3 ⊗ 2  
This offer includes:  
✓ Unlimited free kilometers incl.

**STAY FLEXIBLE**  
US\$ 36.55 Per day  
Total: US\$ 73.10  
PAY LATER

**SAVE 5% EACH DAY**  
US\$ 34.95 Per day  
Total: US\$ 69.90  
PAY NOW

### OFFERSELECT MOBILE:

1 2 3 4

CHANGE BOOKING DATES

Convert to other currency

SHOW ALL

YOUR AGE: 25+

RECOMMENDATION

**VW Golf or similar**  
Sedan | CLMR  
  
✓ Unlimited free kilometers incl.

**STAY FLEXIBLE**  
US\$ 55.95 Per day  
Total: US\$ 111.89  
PAY LATER

**SAVE 5% EACH DAY**  
US\$ 46.37 Per day  
Total: US\$ 92.73  
PAY NOW

**VW Polo or similar**  
Sedan | ECMR  
  
✓ Unlimited free kilometers incl.

**STAY FLEXIBLE**  
US\$ 52.23 Per day  
Total: US\$ 104.45  
PAY LATER

**SAVE 5% EACH DAY**  
US\$ 42.62 Per day  
Total: US\$ 85.25  
PAY NOW

**MINI 3-Türer or similar**  
Sedan | CCMR  
  
✓ Unlimited free kilometers incl.

**STAY FLEXIBLE**  
US\$ 54.35 Per day  
Total: US\$ 108.70  
PAY LATER


**SAVE 5% EACH DAY**  
US\$ 44.76 Per day  
Total: US\$ 89.52  
PAY NOW



- For v1 an orange copy update must also be made on the next pages in the funnel OfferConfig and Customer Details.

#### OFFERCONFIG (PAYMENT OPTIONS SECTION):

CUSTOMERS WHO SELECTED PAY LATER ON OFFERSELECT:



**VW Golf**  
or VW Beetle, MINI Countryman or similar  
Premium-Sedan | CLMR

Pickup

### Select Extras


Payment Options ⓘ

**Basic rental rate** Per day **US\$ 37.29**

**STAY FLEXIBLE**

- ✓ Free cancellation at any time
- ✓ Unlimited kilometers
- ✓ Third party insurance [More information >](#)
- ✓ Premium class

CUSTOMERS WHO SELECTED PAY NOW ON OFFERSELECT:



**VW Golf**  
or VW Beetle, MINI Countryman or similar  
Premium-Sedan | CLMR - Early bird Promotion  
Prepaid

### Select Extras

Payment Options ⓘ

**Basic rental rate** Per day **US\$ 3**

**SAVE 5% EACH DAY**

- ✓ Rebooking and cancellation (subject to charges)
- ✓ Unlimited kilometers
- ✓ Third party insurance [More information >](#)

#### CUSTOMER DETAILS (CTA SECTION):

CUSTOMERS WHO SELECTED PAY LATER ON OFFERSELECT:

Vehicle Subtotal:	US\$ 156.20
Concession Recovery Fee:	US\$ 13.56
Taxes:	US\$ 11.88
<b>Total:</b>	<b>US\$ 181.64</b>
Rental Period: 3 days	

Stay flexible, pay later

**CONTINUE**

CUSTOMERS WHO SELECTED PAY NOW ON OFFERSELECT:

Vehicle Subtotal:	US\$ 149.57
Concession Recovery Fee:	US\$ 12.90
Taxes:	US\$ 11.37
<b>Total:</b>	<b>US\$ 173.84</b>
Rental Period: 3 days	

Save 5% each day

**CONTINUE**

## DESIGN CHANGES

### OfferSelect

- Prices placed side by side – pay now placed on the right
- Removed grey boxes around price types
- Changed the copy in orange text above the price
  - FREE CANCELLATION changed to STAY FLEXIBLE
  - OUR LOWEST RATE changed to SAVE X% EACH DAY

### OfferConfig

- Changed the copy in orange text underneath Payment Options
  - FREE CANCELLATION – STAY FLEXIBLE changed to STAY FLEXIBLE
  - LOWEST PRICE – YOU SAVE 5% changed to SAVE X% EACH DAY

### Customer Details

- Changed the copy in orange text above the CTA
  - Free cancellation at any time! changed to Save X% each day
  - Our lowest rate changed to Stay flexible, pay later

## CONSIDERATIONS

- Please note, that the savings amount in this string “SAVE 5% EACH DAY” must be calculated dynamically, since it’s not always 5%. The calculation should be based on the Pay later and Pay now daily price comparison.
- When search results only display one price type, variation should be presented as below. The grey box around the price and CTA has been removed. The orange copy above the price should be changed to STAY FLEXIBLE for pay later and SAVE X% EACH DAY for pay now:

## Pay Later

1 VEHICLE SELECTION
2 RATE & EXTRAS
3 DRIVER DETAILS

MUNICH AIRPORT  
04/05/2017, 12:00 Noon
MUNICH AIRPORT  
04/22/2017, 12:00 Noon
RENTAL PERIOD  
2 days
CHANGE BOOKING DATES

We found 61 offers

SHOW ALL
SEDANS
STATION WAGONS
VANS
SUV
COUPÉ / SPORTS CAR
CONVERTIBLES
YOUR AGE: 25+

RECOMMENDATION

VW Golf or similar  
Sedan | CLMR  
This offer includes:  
✓ Unlimited free kilometers incl.

STAY FLEXIBLE  
US\$ 38.14 Per day  
Total: US\$ 76.28

PAY LATER

VW Polo or similar  
Sedan | ECMR  
⊗ A/C ⊗ M ⊗ 4 ⊗ 2 ⊗ 1  
This offer includes:  
✓ Unlimited free kilometers incl.

STAY FLEXIBLE  
US\$ 34.98 Per day  
Total: US\$ 69.95

PAY LATER

1 2 3 4

CHANGE BOOKING DATES

Convert to other currency

SHOW ALL

YOUR AGE: 25+

RECOMMENDATION

VW Golf or similar  
Sedan | CLMR  
✓ Unlimited free kilometers incl.

STAY FLEXIBLE  
US\$ 55.95 Per day  
Total: US\$ 111.89

PAY LATER

VW Polo or similar  
Sedan | ECMR  
✓ Unlimited free kilometers incl.

STAY FLEXIBLE  
US\$ 52.23 Per day  
Total: US\$ 104.45

PAY LATER

## Pay Now

1 VEHICLE SELECTION
2 RATE & EXTRAS
3 DRIVER DETAILS

MUNICH AIRPORT  
04/05/2017, 12:00 Noon
MUNICH AIRPORT  
04/22/2017, 12:00 Noon
RENTAL PERIOD  
2 days
CHANGE BOOKING DATES

We found 61 offers

SHOW ALL
SEDANS
STATION WAGONS
VANS
SUV
COUPÉ / SPORTS CAR
CONVERTIBLES
YOUR AGE: 25+

RECOMMENDATION

VW Golf or similar  
Sedan | CLMR  
This offer includes:  
✓ Unlimited free kilometers incl.

SAVE 5% EACH DAY  
US\$ 36.02 Per day  
Total: US\$ 72.04

PAY NOW

VW Polo or similar  
Sedan | ECMR  
⊗ A/C ⊗ M ⊗ 4 ⊗ 2 ⊗ 1  
This offer includes:  
✓ Unlimited free kilometers incl.

SAVE 5% EACH DAY  
US\$ 33.37 Per day  
Total: US\$ 66.73

PAY NOW

1 2 3 4

CHANGE BOOKING DATES

Convert to other currency

SHOW ALL

YOUR AGE: 25+

RECOMMENDATION

VW Golf or similar  
Sedan | CLMR  
✓ Unlimited free kilometers incl.

SAVE 5% EACH DAY  
US\$ 52.23 Per day  
Total: US\$ 104.45

PAY NOW

VW Polo or similar  
Sedan | ECMR  
✓ Unlimited free kilometers incl.

SAVE 5% EACH DAY  
US\$ 52.23 Per day  
Total: US\$ 104.45

PAY NOW

## QA: VARIATION 1

### USER STORY:

n/a

### QA SCRIPT

INTERACTION	DESKTOP							TABLET		MOBILE	
	IE9	IE10	IE11	EDGE	CHM	SF	FF	iPad	Other	iPhone	Other
<a href="#">WWW.URL.COM</a>											
Element name											
Element name											
Element name											
Element name											
<a href="#">WWW.URL.COM</a>											
Element name											

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## SOW

DESIGN:		ESTIMATED HOURS:	
TEST PLAN:		ESTIMATED HOURS:	
DEVELOPMENT:		ESTIMATED HOURS:	
QA:		ESTIMATED HOURS:	
ANALYSIS:		ESTIMATED HOURS:	
DEBRIEF:		ESTIMATED HOURS:	
		TOTAL:	

## DELIVERABLES

DELIVERABLE	SCHEDULED	DELIVERED	LINK / NOTES
Designs			
Test Plan			
Preview links			
Data extract (Overall)			
Data extract (Mobile)			
Insights report (Overall)			
Insights report (mobile)			
Debrief Call			

### NOTES:

Preview link:      ?optimizely\_xExperimentID=variationNumber

QA Videos:      www.url.com

Results link:      www.url.com

# RedEye

## Thank You

For further information or to ask any questions, please contact:

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