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grubHub Usability Portfolio

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1. Introduction

Our group examined the user experience of an online food ordering company called <u>grubHub</u>. It connects users to more than 700 takeout restaurants in the U.S and overseas. In 2013, more than \$1 billion gross food sales were sent by the company to local takeout restaurants, which processed roughly 174,000 orders on a daily basis.

It offers menus of several restaurants in the user's immediate vicinity, customer reviews and delivery service. We were interested in discovering who the users are, what they use the website for, how they navigate, and what features they would change.

The process consisted of four methodologies: an online survey, the creation of personas, interviews with identified users, and finally a usability test. We then analyzed the test results and used them to make recommendations for changes to the service.

2. Executive Summary

grubHub is a local online food delivery service. Our group examined its users' experience in order to determine whether there was room for improvement. This report details our processes and outcomes as well our recommendations. Our inquiry process included five elements: a survey, user interviews, personas, a usability test and a user journey map.

We determined that users thought the website was user-friendly but needed some minor changes. Our recommendations include modifying the graphics to make the site more subtle and creating uniformity with the graphics. Also, the restaurants would gain from using a photo on their page because it will increase repeat business from customers who recognize their establishment.

3. Methodologies

We conducted the following methodologies over a period of several weeks with grubHub users. These processes helped us to tease out the strengths and weaknesses of the website.

3.1 Surveys

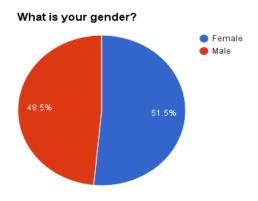
Our first research methodology was a survey. We compiled a list of questions geared towards finding about our user base. We made use of Google forms to carry out the survey. Being mindful of our timeline, we kept the survey open for three days. Below is our analysis of the questions asked in the survey.

Survey Analysis:

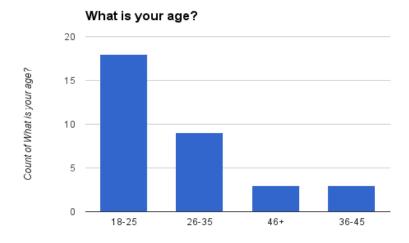
The graph below shows us that different online food ordering websites were used by the people who took the survey. We used this information to make inferences about their choice of website. Users could input their own answers, although we provided the option of choosing grubHub. From the responses collected we have come to the conclusion that people like grubHub.



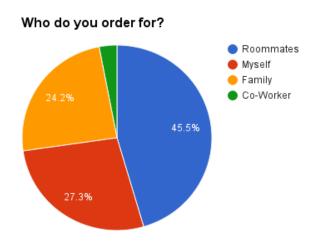
From the graph below, we inferred that the majority of the users who took this survey are female, by a slim margin.



From this graph, we tried to analyze the age groups. Since most people who took the survey were students, the 18-25 age group has the highest concentration.



From this graph we tried to analyze who usually orders for whom. Since most of the people who took the survey were students or people who are single and live in shared accommodation, they order for themselves and roommates.





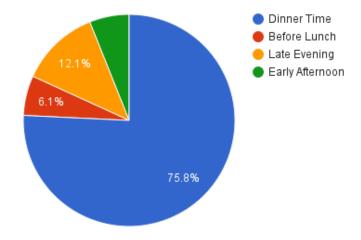
From this graph we made inferences about the different times of the day that people usually order food from online food ordering websites. We have arrived at the conclusion that people who took the survey mostly order food around dinner time.

What time of the day do you use this service?



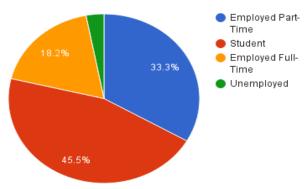
What time of the day, you use this service?

What time of the day, you use this service?



This graph represented the working status of people who took the survey. Students comprise the highest concentration of the surveyed population.

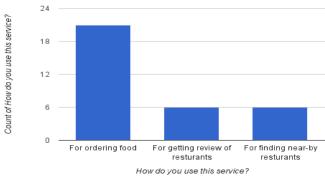




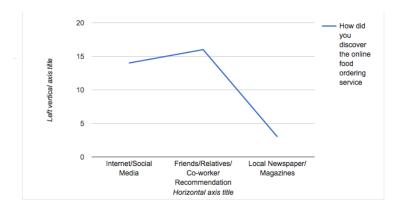
We know that different users will visit a website for different reasons. From the graph below we inferred that most users use grubHub for ordering food. The options given to them were :

- For ordering food
- For finding nearby restaurants
- For finding reviews of restaurants

How do you use this service?



From the graph below, we concluded that most people learnt about the website through other people. This graph clearly depicts that word-of-mouth is dominant, the internet being the second most popular means.



3.2. Interviews

Interviews were conducted after surveys with the users who indicated their willingness to participate. The questions were selected to capture most of the user experience from browsing to placing the final order. We interviewed 5 people and each interview lasted roughly 20-25mins. Out of the 5 people we interviewed, we made sure to choose at least one primary, one secondary and one excluded user.

The following questions were asked of our interview participants about their experiences using grubHub.

Interview Questions	Observation	Expectation
Q1. How would you rate the	Adequate	Same
variety of cuisine offerings?	Just Right	Almost Same
	Adequate	Same
	Adequate	Same
	Adequate	Same
Q2. How would you rate	Easy	Same
your level of ease of using grubHub?	Very Easy	Changed
gruoriuo:	Easy	Same
	Easy	Same
	Easy	Not Same
Q3. If you were to write	Easy	Same
about your experience using grubHub website, what adjectives would you use?	Yummy	Changed
	Quick, flashy	Changed
	Convenient	Changed
	Interactive, fast	Same

Q4. In going from hungry to happy, what was the most difficult step?	I did not know what to order Photos of dishes made me more hungry Payment Tara Thai Restaurant had a \$15 minimum order Deciding what to eat.	Changed Changed Changed Changed Changed
Q5. What do you think about the layout of the website? Why?	Organized – every detail in place Need more pictures of the actual restaurants The red background color is garish Just fine Colorful	Same Almost same Changed Same Changed
Q6. What expectations did you have when you decided to use grubHub? Were they fulfilled? If not, why not?	Delivery time – quicker; Lot of variety to choose from Delivery time- quicker Favorites – kept a track of my earlier food orders Quicker, needed to pay 15\$ on checkout Quick food delivery	Same Changed Changed Changed Same

Q7. How often do you use online food ordering websites?	Weekly Weekly	Same Same
websites?	Bi-weekly	Same
	Weekly	Same
	Twice in a week	Same
Q8. How easy was it to track	Very easy	Met
the given order?	Very easy	Met
	Very easy	Met
	Very easy	Met
	Very easy	Same
Q9. How easy was it to	Very easy	Same
calculate and add a tip?	Average	Same
	Easy	Changed
	Average	Changed
	Very easy	Same
Q10. How easy or difficult	Average	Same
was it to modify the orders?	Very easy	Same
	Easy	Same
	Average	Changed
	Very easy	Same

Results:

- All the interviewed users felt the cuisine offerings were good enough for them and did not feel as if it lacked variety.
 - -Overall the users were **contented** with the cuisine offerings.
- The users did not face any problem in using the interface of grubHub.
 - -Overall the users felt using the website was an easy task.
- The users felt their overall experience of grubHub was good not only in terms of the food they ate but also in terms of using the website.
 - Overall experience was good.
- There were mixed reviews about the appearance of the website. Some felt the website was too colorful while the others felt the layout was just fine.
 - -Overall the review on the appearance was **mixed**.
- Users were happy about the quality of service of the restaurants they ordered food from. Also about the fact that grubHub kept a track of their previous orders.
 - -Overall the users were **happy** with the restaurant service.
- We noticed that the primary users used the website more than twice a week whereas the other users used it once or twice a week.
 - -Overall website was used more at least once on an average.
- The users felt tracking the order they placed was a very easy task.
 - -Overall tracking the website was an **easy** task.
- At the checkout on getting the final payment, they could easily know how much tip they wish to give.
 - -Overall calculating the tip was an **easy** task.
- When asked about how easily they could modify orders, they felt it was also a relatively simple task.
 - -Overall it was **easy** to modify already placed orders

3.3. Focus Groups

During our analysis of the grubHub website, we conducted a focus group in which 5 users participated. Each of our team members was a moderator who acted as a mediator and navigated through the set of interview questions prepared. This helped us to identify the positive and the negative sides of the site.

Positives	Negatives
User friendly and self-explanator website	User cannot see the product or taste it before buying
User can check the menu and for items without logging into the system	Due to hage consumer engagement the site
3. Very easy and simple signing process	Payment Process sometimes is aborted.
4. 123 internal links available grubHub.	Some items do not have prices - must click to open new page with portion info
5. "Open Now" feature helps peop order from places which are open that particular time	1 tot all the restaurants are open at the same
Multiple orders can be placed are tracked individually	Some restaurants have a minimum amount order to qualify for delivery
7. Special offers are available on checout	The photos are not consistent: some have dishes and others do not
You can change your order whi checking out as well	Too many colors and flashy pictures

3.4. Personas

We compared the personas we had each created for our individual projects to help us arrive at a common set of characteristics for the grubHub personas. There were several elements that fit the major needs of the users in all categories: primary, secondary and excluded. Next we developed a description of their background, motivations and expectations. Photographs were added to make them come alive. They reflect the motivations, expectations and user habits of grubHub customers.

• Sundaresh Singh- Primary User, Deputy IT Manager

Sundaresh Singh Primary Us

Sundaresh Singh is the deputy IT manager of a department of the federal government in Washington, DC. He emigrated to the US to attend graduate school and remained to pursue career opportunities. Over the last 15 years he has become a US citizen and begun a family with his wife. He works long hours, commuting from home in the Northern Virginia suburbs. He orders lunch at his desk and eats it there when it arrives. His wife prepares Indian dishes at home.



"With GrubHub workday lunchtimes are never boring"

Age: 45
Education: MSc. Computer
Science
Institutional Experience: 10
years in government service, the
last 5 in a supervisory position

User Goals

- · Explore cuisine options in the city.
- Have a hot meal delivered to the office.

Motivators

Sundaresh wants to have a good meal at midday but does not want to bring it from home. He also wants to sample the many ethnic food choices that GrubHub offers.

Knowledge

- Works with computer challenges every day
- Prefers to use his desktop computer for ordering lunch
- Enjoys checking out new websites

Frustrations & Pain Points

- Lunch time varies depending on his workload
- Delivery time is unpredictable and based on the time of day and the restaurant he chooses

Characteristics

Technology junkie
Very busy professional
Supervises a team of software
engineers
Lunch money included in his
budget
Cordial to colleagues but does
not have friends at the office
Drab dresser

• Evan Miller- Primary User, Lawyer

Evan Miller Primary User

Evan is a lawyer at a downtown Washington DC law firm. He specializes in criminal law. Previously he was a law clerk for a city judge. He just bought a brand new condo in the U Street corridor, encouraged by friends who live in that neighborhood. Work consumes most of his time with little left for his favorite pastime, wine tasting. He occasionally gets in a squash game with a law firm colleague or a dinner date with someone from the dating service he recently joined.



"GrubHub brings the restaurant to me"

Age: 30 Education: Law school graduate Institutional Experience: 3 years clerking; 2 years practicing criminal law

User Goals

Order dinner every evening, either at home or at the office

Explore different cuisines

Order from restaurants that he has patronized and enjoyed

Motivators

Evan uses GrubHub as his personal chef. He equates feeling hunger with ordering from the website. He is a loyal customer because their service makes eating easy

Knowledge

- Uses an iPhone to organize his life
- Keeps in touch with friends and family on Facebook
 Uses LinkedIn for professional connections
- Orders food from his iPhone

Frustrations & Pain Points

- Has no time or inclination to cook
- Not all the restaurants offer wine with their delivery service.

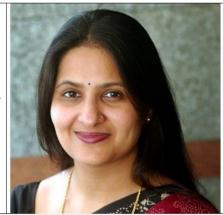
Characteristics

Has lots of disposable income No family responsibilities Has a big appetite

• Nandita Agarwal- Secondary User, Homemaker-Professional

Nandita Agarwal Secondary Use

Nandita has dedicated her life to taking care of her two young daughters and husband who works at Holy Cross Hospital in Silver Spring as an internist. She plans and prepares all the family meals. When shopping, her emphasis is on nutritional content and freshness. Occasionally her family dines out at the new ethnic restaurants that have sprung up in their area recently. Her children like some of the restaurants' cuisines so she uses GrubHub to satisfy their cravings.. In her spare time, she dances with a traditional Indian dance troupe. Some of her friends have told her that they like the ease of online food services.



" Online food ordering is new age and I want to be a part of it"

Age: 36 Education: M.Sc. Zoology Institutional Experience: None

User Goals

- Enjoy food from city restaurants that her family is familiar with, especially pizza.
- Dine in without having to prepare food.

Motivators

Nandita uses GrubHub to give her a break from cooking as well as to give her family a change of cuisine. She chooses restaurants that receive high ratings for fresh ingredients. It helps her to keep in touch with what is new in her environment, and communicate with her friends.

Knowledge

- · Has an iPhone for family communication
- Uses a touch screen tablet to organize her life and a desktop for all other tasks.
- She does not use a laptop.

Frustration & Pain Points

- Not all the restaurants post the nutritional content of their dishes
- Sometimes the food arrives cold

Characteristics

Extrovert who likes to entertain Organic food fanatic Community volunteer Curious about new technology Like to travel and try new things

Rene Auguste- Excluded Persona, Chef

Rene Auguste

Rene is a celebrated gourmet chef and owner of a line of restaurants known for their fine dining experience in the metro area. When he eats out it is usually at the restaurants of fellow chefs. He never orders food online because he does not need to do so. He brings home food from one of his restaurants. He is divorced and lives alone, vacationing with his kids each summer.



'If it's not gourmet, it's not for

"Pas gourmet, pas Rene"

Age: 53 Education: Culinary school diploma,

Switzerland
Institutional Experience: 35 years working

User goals

Rene is an excluded user because he does not need the service that GrubHub provides. His restaurants provide him with all the prepared food that he needs at home, or he prepares it himself. Also, his restaurants do not participate with the GrubHub service because fine dining is outside of the website's business model.

Knowledge

- Uses a cell phone to keep in touch with friends and family
- All business paperwork handled by staff except menu selection and recipes
- Uses his desktop at home for personal financial management.

Frustrations & Pain Points

- A screen cannot convey food quality
- The competition does not rate in-house dining as part of the food experience

Characteristics

Creating high-quality food is his passion Has written 3 cookbooks

Owns a rural farm for growing

vegetables Workaholic

Requires exacting standards of his

employees

Intense

3.5 User Journey Map: From Hungry to Happy

This map describes what the customer thinks and feels while using the website to order food. Each stage of the process is represented by an action and its motivating question. This process is experienced by primary and secondary users alike. Excluded users do not use the website.

Stages of the Journey:

Stage 1:	Stage 2:	Stage 3:	Stage 4:	Stage 5:	Stage 6:	Stage 7:	Stage 8:
Need food	Explore cuisine on grubHub	Select Food Type	Add sides	Create an account	Select Payment Method	Order Food	Share Experience

Customer Needs and Activities:

1. Find out what grubHub offers	2. Discuss with family and friends what kind of food you want to order	out needed		5. Make an account to save your information for later transaction/ or not		7. Place order and log off site	8. Enjoy food, post review on website and photos on Facebook
How soon can they deliver?	What cuisines does the site offer?	How much do we need to order?	How much will this cost?	Will I use this website again?	How much is this service worth to me?	How soon will the food arrive?	I must share this experience with friends and family!

Emotional state of customer while using grubHub



3.6 Usability Test (Morae Results)

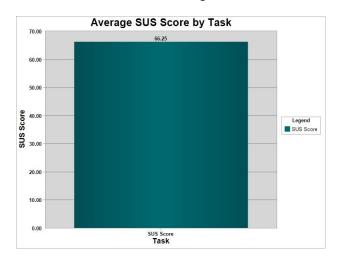
We used the Morae software program to conduct our usability test with our primary users. First, the following tasks were required while we observed how the users interacted with the interface (see descriptions in Appendix C):

- Task 1: Create a new account
- Task 2: Search for an Indian cuisine offering
- Task 3: Place an order for dinner
- Task 4: Search for sides and then track the order
- Task 5: Post a comment or review

System Usability Scale Score

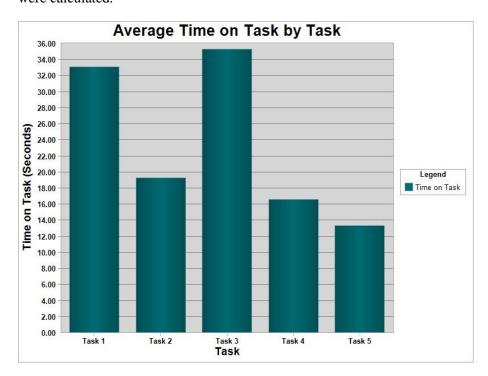
After the completion of the tasks, the users were asked a list of questions (see Appendix D - Participant Feedback). It consisted of questions about the ease of navigating grubHub.

The answers were then tabulated and scored by the program, producing the System Usability Scale Score. This showed that grubHub was considered by the users to be very friendly.



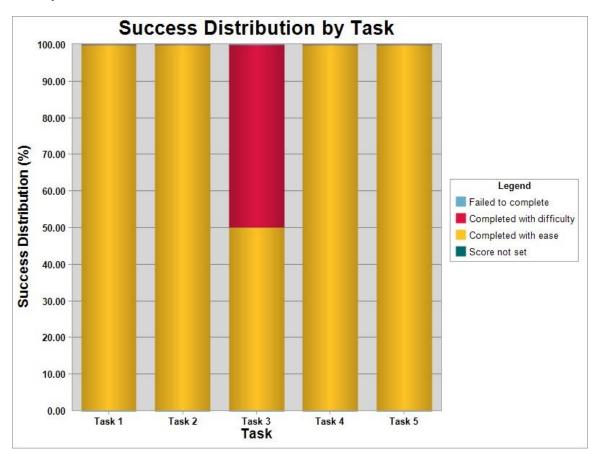
Average Time per Task

The time spent on each task by user was calculated and the average times of all the participants were calculated.



Success Distribution by Task

The success ratio of tasks is very high which proves that the particular site is very customer-friendly.



4. Recommendations

Throughout the process of evaluating the website usability, we noted feedback from users, as well as our own impressions. They are provided here as recommendations for adjustments to improve the user experience.

- 1. Improve the interface Many customers noted in their survey responses that the interface is too flashy. It has too many competing colors and patterns. Toning it down and creating a uniform motif would make it more subtle. For example, the red background color on the home page should be changed to a tone that is easier on the eye.
- 2. Restaurants should post a photo of their building. This will increase business for grubHub and and enhance the chances of selection by customers who recognize the restaurant. This is especially true in the case of patrons who have dined at the restaurant and liked the food.
- 3. The graphics did not have a theme: some were photos of dishes, others were pictures of the restaurants, and yet some others were logos. This makes it look untidy. It should be consistent.

5. Limitations

The sample size of respondents was disappointing, at about 40 users. This meant that we had to draw inferences on the responses of a small group of our target population. This increased the importance of our personas in our decisions.

This group of users that we had access to fell within the age range 20-30. They were mostly students. These two demographics were not representative of a large percentage of the population of users, giving us one more reason to use the personas to conduct our usability test.

The Morae test results may not always be accurate. If the user does not take the task to its completion then it is treated as an incomplete task by the program. The user receives a lower score for that task. The software package therefore does not distinguish between incomplete and dropped tasks.

6. Conclusion

At the onset of this process, we were interested in discovering who the grubHub users are, what they use the website for, how they navigate it, and what features they would change. After conducting our methodologies, we have the following answers:

The vast majority of our survey respondents had used grubHub over other food ordering websites. The gender breakdown of the respondents was almost equal with females being 51%. Among the responders who used the product, 45.5% of them ordered for roommates, 27.3% for themselves and 24.2% for family. The users mostly ordered during dinner time. 20 out of 24 respondents used the website for ordering food, with only 6 using it for getting reviews of restaurants and finding restaurants. Most people learned to use the website from other people, such as friends, relatives or co-workers, followed by the internet and social media.

The interviews taught us that users were contented with the cuisine offerings. Overall they also felt that using the website was easy and the experience was good. There were mixed reviews about the appearance of the website. The users were happy with the restaurant's service particularly the fast delivery service. On an average the users used the website at least once a week. Tracking and calculating the tip were both easy tasks.

We also noted several negative comments in feedback from users. Some reported that the site broke down at times due to huge consumer engagement. The payment process sometimes gets aborted without explanation. Other users pointed out that some menu items did not have prices on them. Not all the restaurants were open at the same time which limited choice. Also, some restaurants had a minimum amount to qualify for delivery which disappointed some users and made them have to change their restaurant choice. Some users were not happy with the interface and thought it too colorful and flashy and that the content was not consistent.

Our analysis proved that users have a positive view of grubHub and will continue to use it. According to the Morae results, they find it user-friendly. They also thought that the process from start to finish was quick. This is important because users are usually hungry when they log on to the website. The outcome of the user experience is a tangible result: food delivered. On the other hand, the website design could be improved, making it more subtle and creating a uniform theme as well as displaying photos of the restaurants to increase customer recognition.

7. Lessons Learned

This hands-on experience taught us that the researcher does not always have control of sample size of the user population. When working in-house, this can be improved by management directives. However, when targeting users in the general population, this mechanism does not apply. Incentives to participate could help to improve sample size in this situation.

Lack of control over sample size also means that time is an unknown. It may be necessary to prolong the initial data collection stage in order to attract more participants. Our group was not able to do so due to the time limit of this course, hence we had to use our personas to compensate.

Personas are a very important tool when actual users are not available. It is worthwhile to develop them to help answer usage questions. It also helped define the usage differences between the three different kinds of users.

We also learnt that the disconnect between the personas we created and the users that we had access to meant that if we were able to, the entire portfolio should be put through several iterations. This would ensure a higher degree of accuracy and lead to more effective changes.

All of these lessons gave us a greater appreciation for the role of user research throughout the lifecycle of software. It brought the limitations of researchers into focus and made us consider the various tools available. This process taught us the importance of including user testing in management decisions.

Word count: 3983 words

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10.1 Appendix A - Survey Questions

- * Required
- Q1. Have you ever ordered food from grubHub or any other food online ordering website?
 - None
 - Only grubHub
 - Other
- Q2. What is your gender?
 - Male
 - Female
 - Other
- Q3. What is your age?
 - 18-25
 - 26-35
 - 36-45
 - 46+
- Q4. Who do you order for?
 - Myself
 - Family
 - Roommates
 - Co-Worker
- Q5. What time of the day, you use this service?
 - Before Lunch
 - Early Afternoon
 - Dinner Time
 - Late Evening
 - •
- Q6. Please mention your current working status?
 - Employed Full-Time
 - Employed Part-Time
 - Student
 - Unemployed

Q7. How do you use this service?

- For ordering food
- For finding near-by restaurants
- For getting review of restaurants
- For comparing prices

Q8. How did you discover the online food ordering service?

- Local Newspaper/Magazines
- Internet/Social Media
- Friends/Relatives/Co-worker Recommendation

Q9. What factor is important to you while using this service?

- Saving Time
- Convenience
- To experiment new cuisines
- Price Comparison

Q10. Does the website give you recommendations based on your past orders?

- Yes
- No

Q11. Does your website allows you to track the food order

- Yes
- No

Q12. Would you like to participate in an interview?

(If yes please enter your email address)

- No
- Other:

10.2 Appendix B - Interview Questions

- Q1. How would you rate the variety of cuisine offerings?
 - Too many offerings
 - Just right
 - Adequate
 - Sparse
 - Inadequate
- Q2. How would you rate your level of ease of using grubHub?
 - Very difficult
 - Somewhat difficult
 - Average
 - Easy
 - Very easy
- Q3. If you were to write about your experience using grubHub website, what adjectives would you use?
- Q4. In going from hungry to happy, what was the most difficult step?
- Q5. What do you think about the layout of the website? Why?
- Q6. What expectations did you have when you decided to use grubHub? Were they fulfilled? If not, why not?
- Q7. How often do you use online food ordering websites?
 - Less than once a week
 - Weekly
 - Biweekly
 - Monthly
 - Never
- Q8. How easy was it to track the given order?
 - Very difficult
 - Somewhat difficult
 - Average
 - Easy
 - Very easy

Q9. How easy was it to calculate and add a tip?

- Very difficult
- Somewhat difficult
- Average
- Easy
- Very easy

Q10. How easy or difficult was it to modify the orders?

- Very difficult
- Somewhat difficult
- Average
- Easy
- Very easy

10.3 Appendix C – Task Scenarios

Usability test tasks

The following tasks were used to carry out our usability test. They were designed to mimic the actions of the users when they are using the website in their own environment. We asked them to perform tasks that were realistic and typical so we could observe how they use the site on their own.

• Task 1: Create a new account

Description: You have been told by a co-worker that grubHub is a reliable source of food delivery. You want to create a new account to be able to try the service. Go online, search for the website, open the site and create a new account.

• Task 2: Search for a restaurant that serves Indian cuisine

Description: Your roommates have decided on ordering dinner from an Indian restaurant and while they are discussing which dishes they prefer, you go online to grubHub, select Indian restaurants to compare menus.

• Task 3: Place an order for dinner

Description: Your wife has been detained at the office and it is dinner time. Go online to grubHub and place an order for the family's favorite weekday meal.

• Task 4: Search for deals and options such as delivery and order tracking

Description: You have a budget for a meal to feed a group of six friends who are coming to visit you to watch a football game. You have chosen grubHub to order from because it is your favorite online food delivery website. Find out what deals are available to fit your budget and make sure it can be delivered and you can track the order.

• Task 5: Post a comment or review

Description: You have enjoyed your delivered meal and want to let the website users know what you think of the service. Post a comment on grubHub about the ease of using the website.

10.4 Appendix D – Participant Feedback



1. I think that I would like to use this system frequently

Strongly Disagree 03355 Strongly Agree

2. I found the system unnecessarily complex

Strongly Disagree 3335 Strongly Agree

3. I thought that the system was easy to use

Strongly Disagree 3335 Strongly Agree

4. I think that I would need the support of a technical person to be able to use this system

Strongly Disagree 3335 Strongly Agree

5. I found the various functions in this system were well integrated

Strongly Disagree 3335 Strongly Agree

I thought there was too much inconsistency in this system

Strongly Disagree 3335 Strongly Agree

7. I would imagine that most people would learn to use this system very quickly

Strongly Disagree 3335 Strongly Agree

8. I found the system very cumbersome to use

Strongly Disagree 3335 Strongly Agree

I felt very confident using the system

Strongly Disagree 3335 Strongly Agree

10. I needed to learn a lot of things before I could get going with this system

Strongly Disagree 3 0 3 5 Strongly Agree

Done

10.5 Appendix E - Miscellaneous Details

Alexa Ranking

How popular is grubhub.com?

Alexa Traffic Ranks

How is this site ranked relative to other sites?



Global Rank ②







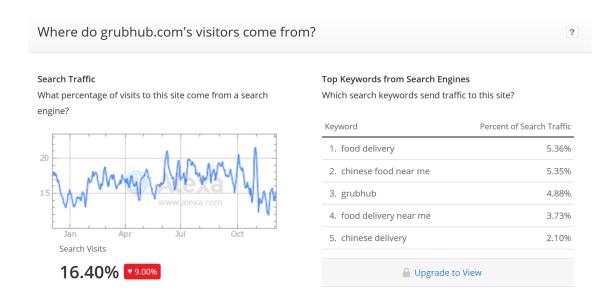
Audience Geography

Where are this site's visitors located?

Visitors by Country



Country	Percent of Visitors	Rank in Country
United States	95.6%	901
India	1.6%	29,343



Upstream Sites

Which sites did people visit immediately before this site?

Site	Percent of Unique Visits
1. google.com	40.7%
2. facebook.com	5.3%
3. paypal.com	3.8%
4. yelp.com	1.9%
5. yahoo.com	1.9%

