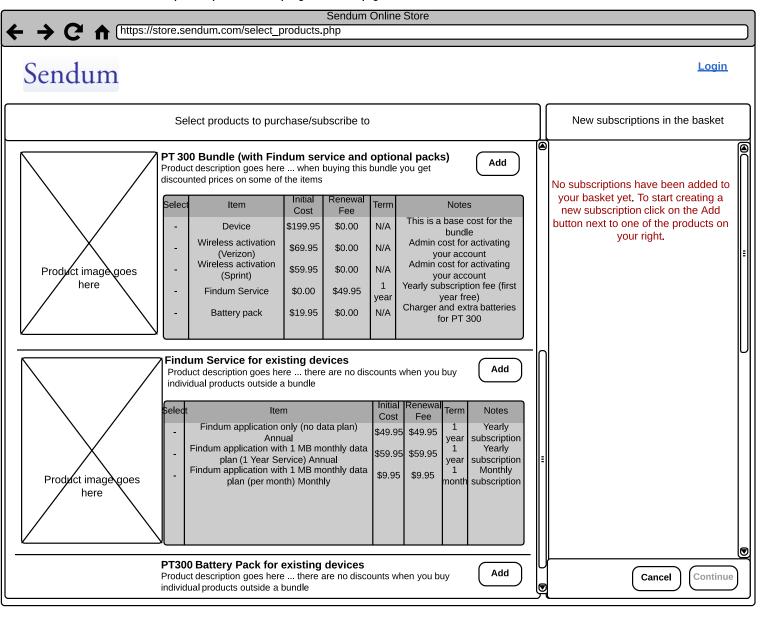
## Step 0: Start shopping

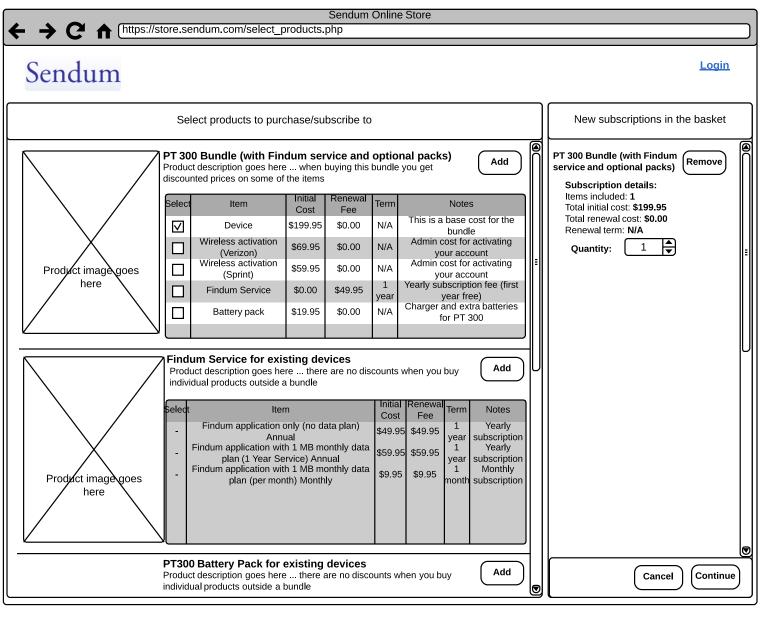
The user navigates to the product catalog page in the store and is able to see all of the products (Zuora Products) available for purchase. Initially, the items (Zuora Rate Plans) listed under each product are disabled. When the user clicks the Add button next to the chosen product, a new subscription is added to the shopping basket for that product and all of the mandatory items (Zuora Rate Plans) under the product are auto-selected and added to the subscription. (The subscription from the basket will later be turned into a Zuora Subscription at purchase time).

Click the Add button next to the first product (PT 300 Bundle) or go to the next page



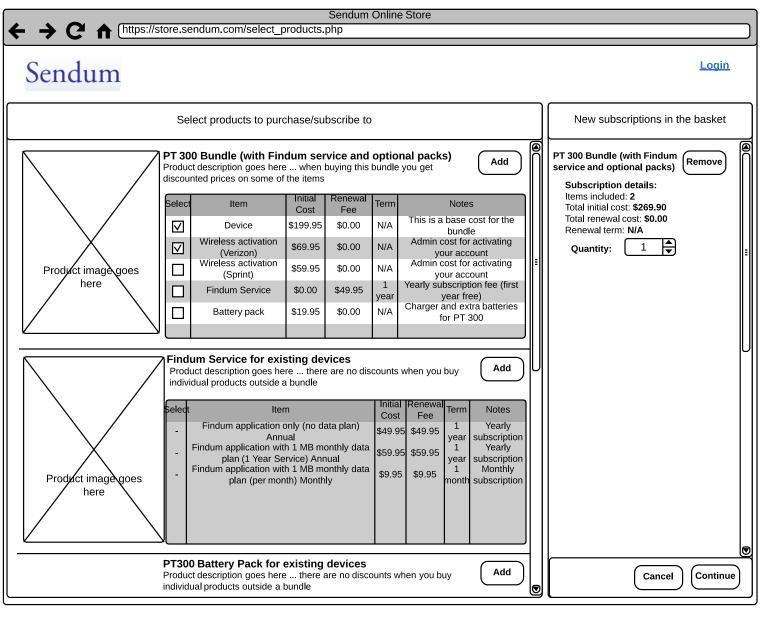
When creating subscriptions in Zuora, one doesn't buy "products" directly but instead the subscriptions are made of rate plans, which belong to products. To keep the concept of buying products and not confuse Sendum customers with rate plans, the webstore will automatically add one or more rate plans (items from the product table) when a product subscription is being added to the basket. For the products that represent bundles, at least one item, i.e. rate plan, will be set as mandatory and has to be added to the subscription. This item cannot be removed unless the product is completely removed. The UI will disable the checkbox for such items so the customer has to use the Remove button in the basket. In Zuora, mandatory items will be marked in the rate plan list through custom fields.

Click the checkbox next to the Verizon activation item in the PT 300 Bundle table or go to the next page



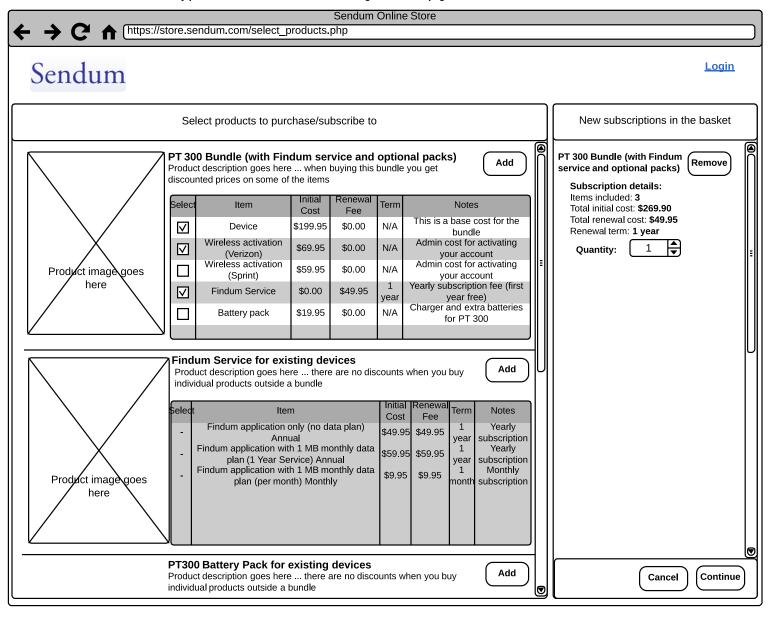
Unlike the mandatory items, the rest of the items in the bundle are optional and can be added by the customer by ticking them in the product table. Some of those items may be exclusive of each other and only one from the group can be selected. To keep things simple for MVP all items will be shown in a simple table with checkboxes and the UI will show a warning message when the customer choses an exclusive item if its counterpart is already selected. For example below, if the Verizon item is selected and the customer clicks the Sprint item, a warning message will ask the customer if they want to replace the Verizon item with Sprint.

Click the checkbox next to the FIndum Service item in the PT 300 Bundle table or go to the next page



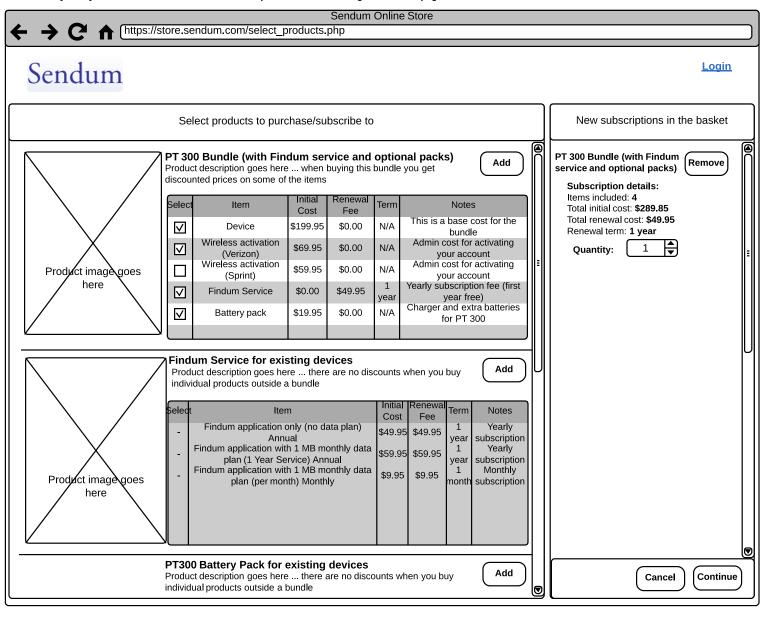
While the majority of the items listed under a product will have only a one-off cost that has to be paid at order or shipment confirmation time, some items like the Findum Service (in the future there may be wireless plans too) are true subscriptions and have recurring cost. These items (rate plans) will be configured with appropriate terms and renewal fees in Zuora so the webstore can show them in a form similar to the table below. Note also that the Findum Service has an added 2lemetry activation workflow that is not needed for the other items, which may only have a fulfillment workflow or no workflow associated with them. The type of item and the associated workflow will be configured in Zuora through custom fields at Rate Plan level.

Click the checkbox next to the Battery pack item in the PT 300 Bundle table or go to the next page



When adding optional items that are not exclusive or mandatory the customer can simply tick or untick them in the table. These items may also be sold as individual products with separate items (rate plans) that will typically have different pricing from the cost associated to them when included in a bundle. The webstore won't make special bundle pricing calculations and will simply rely on the product catalog and rate plan and cost component configuration in Zuora for this. Unfortunately this means that the product-level SKUs can't be used for tracking how rate plans relate to each other but Sendum can use custom fields to manage their own identifiers accross products and rate plans for reporting purposes.

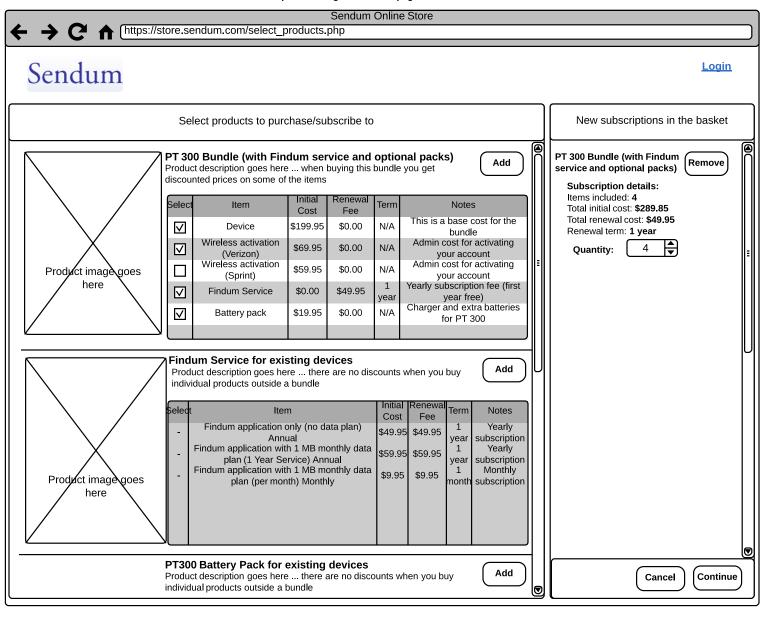
Click the Quantity box under the PT 300 Bundle subscription in the basket or go to the next page



Step 5: Add a standalone Findum Service subscription for devices you already own

While Zuora allows quantities at rate plan level if the cost components are configured per license, seat or unit, we won't need that functionality at this point since each product subscription is tied to a unique device ESN and thus when the customer chooses a product like a bundle they can enter quantity at the product level so they get N of each of the individual items selected in the product subscription. In the case of bundles, the ESNs will be provided during the fulfillment workflow, thus making the process transparent to the user

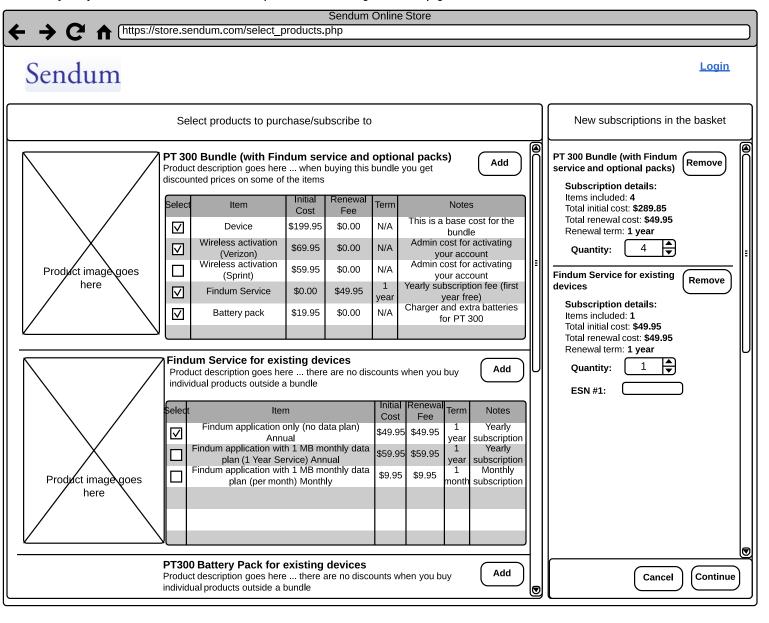
Click the Add button next to the standalone Findum Service product or go to the next page



Step 6: Change the quantity for the standalone Findum Service subscription

It will be possible to purchase the Findum service as a standalone product in case the customer already owns or has been given access to a device they want to read the sensor and GPS data from. In this case they can add the Findum service as a product subscription to the basket but they will have a different price (e.g. no free first year) compared to when the service is included with a bundle. The service may have more than one items in the product table that may be mandatory, exclusive or simple add-on - this configuration may be different from the items offered with the bundle.

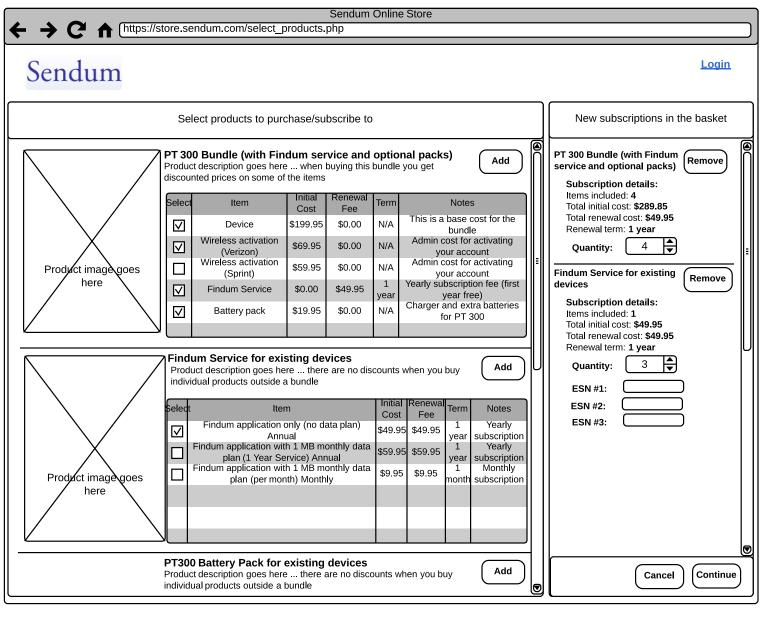
Click the Quantity box under the Findum Service subscription in the basket or go to the next page



Step 7: Enter the ESNs for the device you want to purchase the Findum Service to enable tracking

When purchasing standalone Findum Service subscriptions, the webstore will require the customer to enter each individual ESN for the quantity they have chosen. This is so because there is no fulfillment workflow associated with the subscription as there is no device purchase involved so the customer must know the ESNs at the time of purchase. Asking for the ESNs at the time of purchase will also enabling the activation in the 2lemetry service so the customer can simply open the Findum URL after the purchase and start tracking their devices with no extra setup.

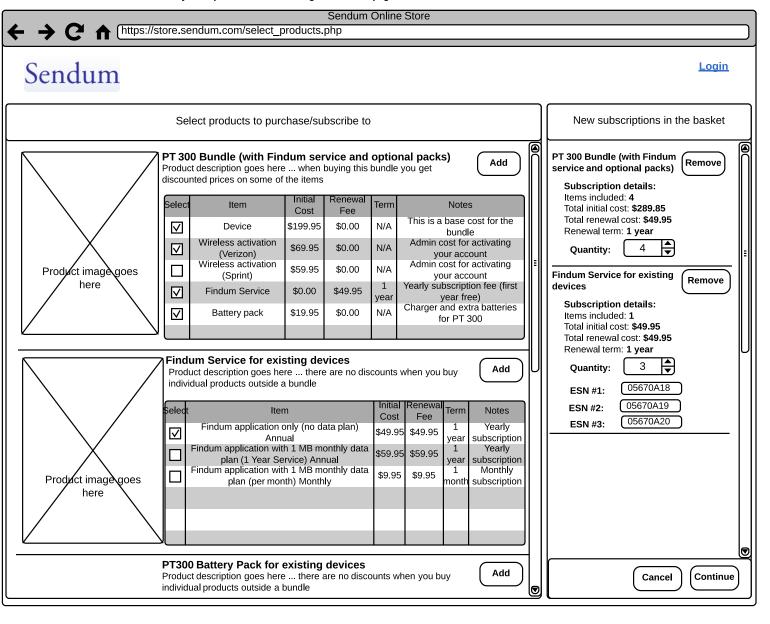
Click the ESN boxes under the Findum Service subscription in the basket or go to the next page



## Step 8: Add a standalone Battery Pack product

Just like the customer can buy standalone FIndum Service for existing devices, they can also buy accessories like battery packs outside a bundle if they wish so. These will be configured in Zuora as products with at least one mandatory item (or a group of exclusive items) and will have no special workflow associated for them. The webstore will not prompt for a serial number in this case, even though in the backend these products will be treated as Zuora subscriptions like all of the other purchases. This will keep the UI and the backend logic simple and consistent.

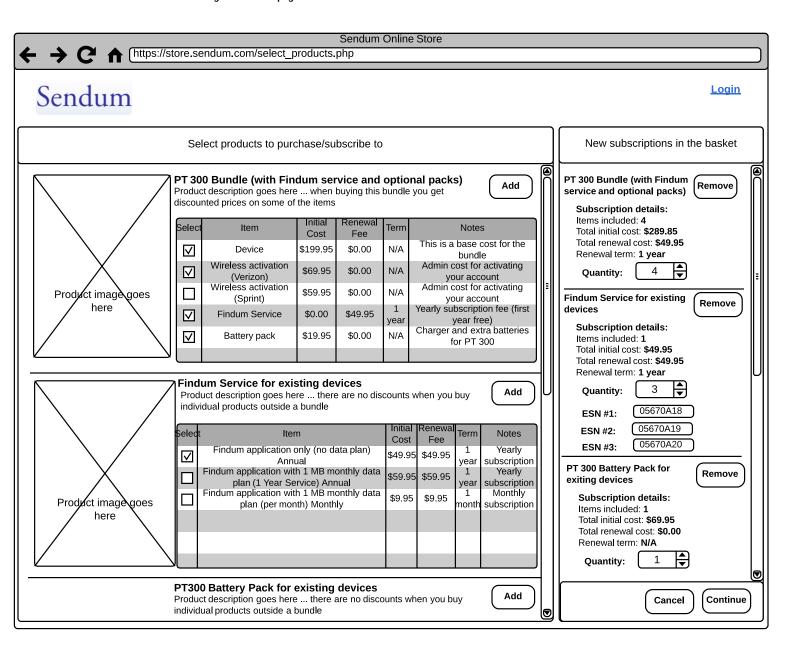
Click the Add button next to the Battery Pack product in the list or go to the next page



## Step 9: Checkout the product subscriptions

When the customer has selected the products and items they wanted to buy, they can check them out by clicking Continue in the shopping basket. This would be a last chance to adjust quantities and add/remove products before they're prompted for a payment method.

Click the Continue button in the basket or go to the next page



Step 10: Login

To continue with the checkout, the customer must logon using the Sendum SSO system. The SSO framework will automatically detect that the next page requires a valid user session and redirect the browser to the login page. If the user doesn't have an account with Sendum they can click the Register option to create a new user and activate the password before continuing.

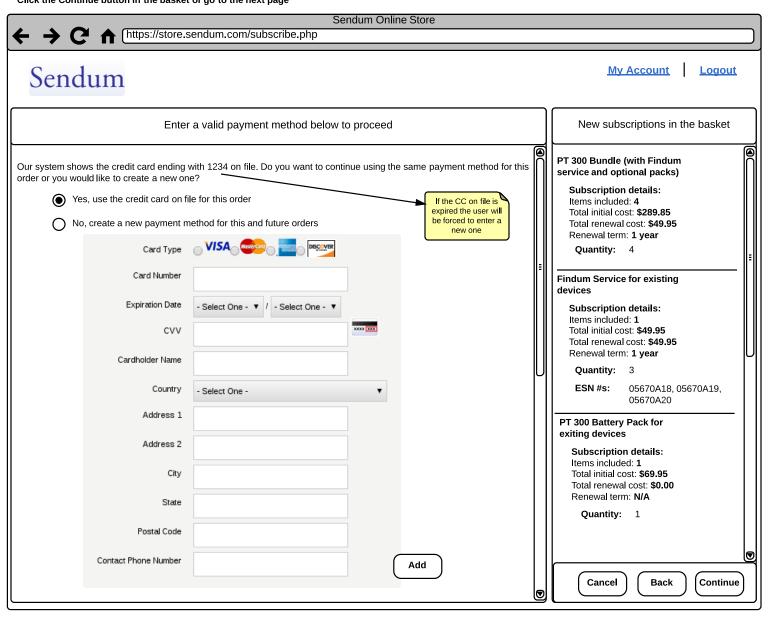
Click Sign in or go to the next page

Sendum Online Store		
Sendum		Register
	Email: goran.kimovski@gmail.com  Password: ************************************	
	Forgot password? Sign in	

## Step 11: Billing and payment

If the customer is using the store for the first time, Zuora will have no payment method stored on their account so the Webstore will prompt them with a payment method form to enter their CC details. If a payment method is found, they will be shown the last 4 digits of the CC on file and given a choice to continue with the same CC or enter a new one. Entering a new one will effectively replace the previous payment method and they cannot switch back or select different payment methods for different purchases. (This is MVP limitation that could be removed later if it becomes a requirement). Note that at this point no changes to the basket are possible unless the customer cancels the payment by clicking the Back button, which will return them to the product selection page where they can modify the order before trying the purchase again.

Click the Continue button in the basket or go to the next page



After the purchase is complete and the order is processed the customer is returned to the Account Overview page. In this page they can review their account (change password, update contact info, enter a new credit card) as well as all of their subscriptions.

For MVP, we're not implementing a My Orders listing and we won't support cancelling orders that are pending shipment. Therefore, the My Subscriptions listing will disable the Cancel button as shown below and won't show the ESN until it gets provided at the end of the fulfillment workflow.

If a subscription has a valid ESN and there are pending renewals for some of its items then it will be possible to cancel future renewals.

