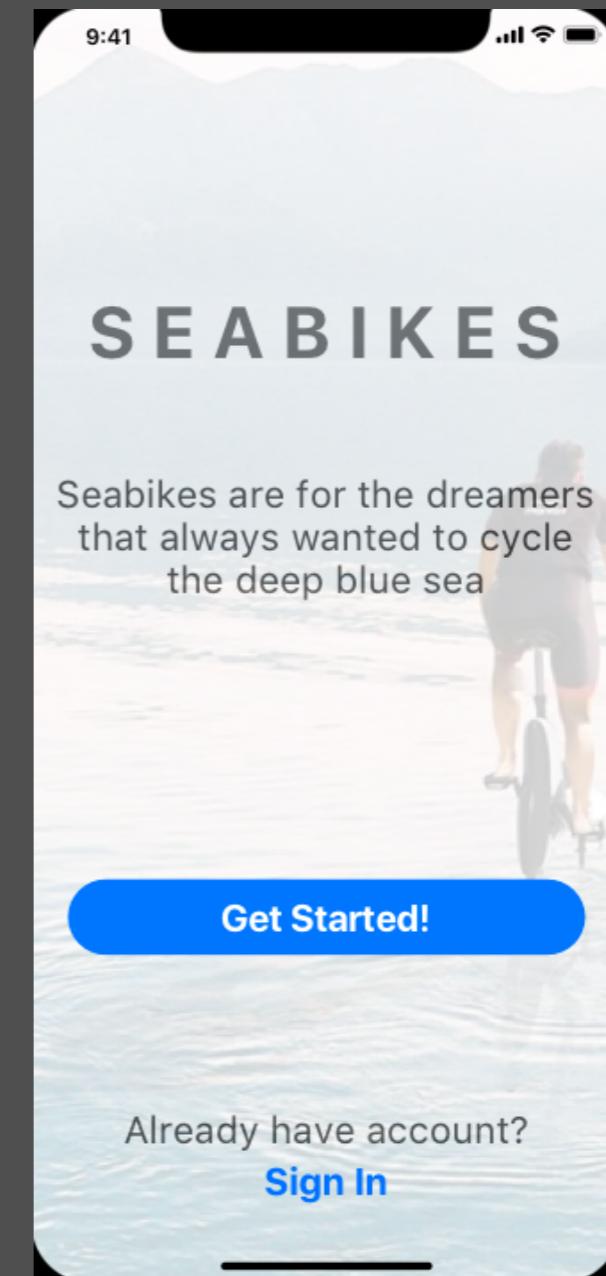


CASE STUDY

SEABIKES

- **Roles:** Research UX/UI Design
- **Deliverables:** User Research via Interviews & Surveys, Moodboards, Mind Mapping, List Making, User Personas, Competitive Analysis, User Stories, User Flows, Low-Fidelity Wireframes, High-Fidelity Wireframes, User Testing, & Prototypes.

- **Tools:** Sketch, Axure, Peek, Usability Hub, InVision.



- *Designed and Developed as an exercise for the UX/UI Foundation Course at Bloc.io*

OVERVIEW

- **Overview:** Water biking is a luxury sport that is becoming quite trendy. Start up companies are beginning to build new water bike designs and market them directly to consumers. Shopping for a water bike is difficult for a consumer because there is no single solution which enables consumers to learn about the sport in general, view all available water bike models from multiple companies, browse water bikes by category, see technical specifications, pictures, videos, read reviews, and experience an easy checkout process. We made it our mission to research and design an e-commerce platform that would improve customer experience for water biking consumers.
- **Problem:** Shopping for a water bike is very difficult for a consumer today. It's a new trend so many consumers have not actually tried it before, so they require as much information as possible, including specs, pictures, videos, and reviews of the product. Many older water bike companies provide poor user experience, request phone calls for purchase, don't have enough information on the different models, and they market towards resorts instead of consumers. Currently no water bike company makes it simple to shop water bikes by category. There is also no one stop shop to evaluate and compare water bikes models, so research can be difficult and time consuming.
- **Solution:** SEABIKES was designed to make it simple to learn about the sport, browse water bikes by collection, see pictures and videos, view the technical specifications, read reviews, and checkout seamlessly, all in one simple to use application.

RESEARCH

User Research: User Research was conducted through interviews and surveys which allowed us to ask potential users questions regarding functionality of the solution. Based off of the responses, we were able to determine what problem we were attempting to solve and also who our target audience would be.

Please provide any additional feedback or insight you have relating to water bikes that might be useful to the builders of The Seabike Shop.

I would buy more water bikes if it were easy to transport them, but they look like they are very big and I think I could only fit one on my car at a time.

Please build quickly - I want one!

Lots of tech specs and info on the bikes since it's not a well known product
build it!

It would be nice to have an app that had other brand water bikes as well. Some of my friends can't afford the Schiller but maybe they could afford less expensive brands. One website with reviews of each model would be helpful.

70% of surveyed users have never been on a water bike.

80% of surveyed users would like to ride a water bike if given the opportunity.

30% of surveyed users know someone who has shown interest in purchasing a water bike, or have already purchased one.

90% of surveyed users said the app would have to be informative and show pictures, videos, and reviews for each model so that they can easily compare water bikes.

RESEARCH

- **Market Research:** Competitive Analysis was completed to shed light on potential competitors, and to determine how SEABIKES could differentiate itself. Many competitors provided poor user experience while the newer startup companies were impressive but did not let users shop by category and easily compare models.

Company: Schiller Bikes

Website: <http://schillerbikes.com>

- How do they position themselves? As the world's best water bike, merging design, technology, and engineering.
- Who is their primary audience? What user groups are they targeting? Professional or serious cyclists, consumers who have money for luxury sporting goods, individuals interested in athletic water sports.
- What are their key differentiators and features? Unique product unlike any other water bike. The Schiller bike looks the most like a road bike on the water.

Strengths

- Effective messaging with videos and clear product description.
- Clear and obvious calls to action.
- Relevant content.
- Intuitive navigation structure.
- Responsive design.
- Modern.

Weaknesses

- The pictures and video takes up too much space on the website. It takes too long to scroll to the bottom of the website.
- The hero includes a video and then right underneath there is a moving product - the two of those combined makes for a very busy and confusing site leaving me a little dizzy and frustrated with the movement.

Opportunities

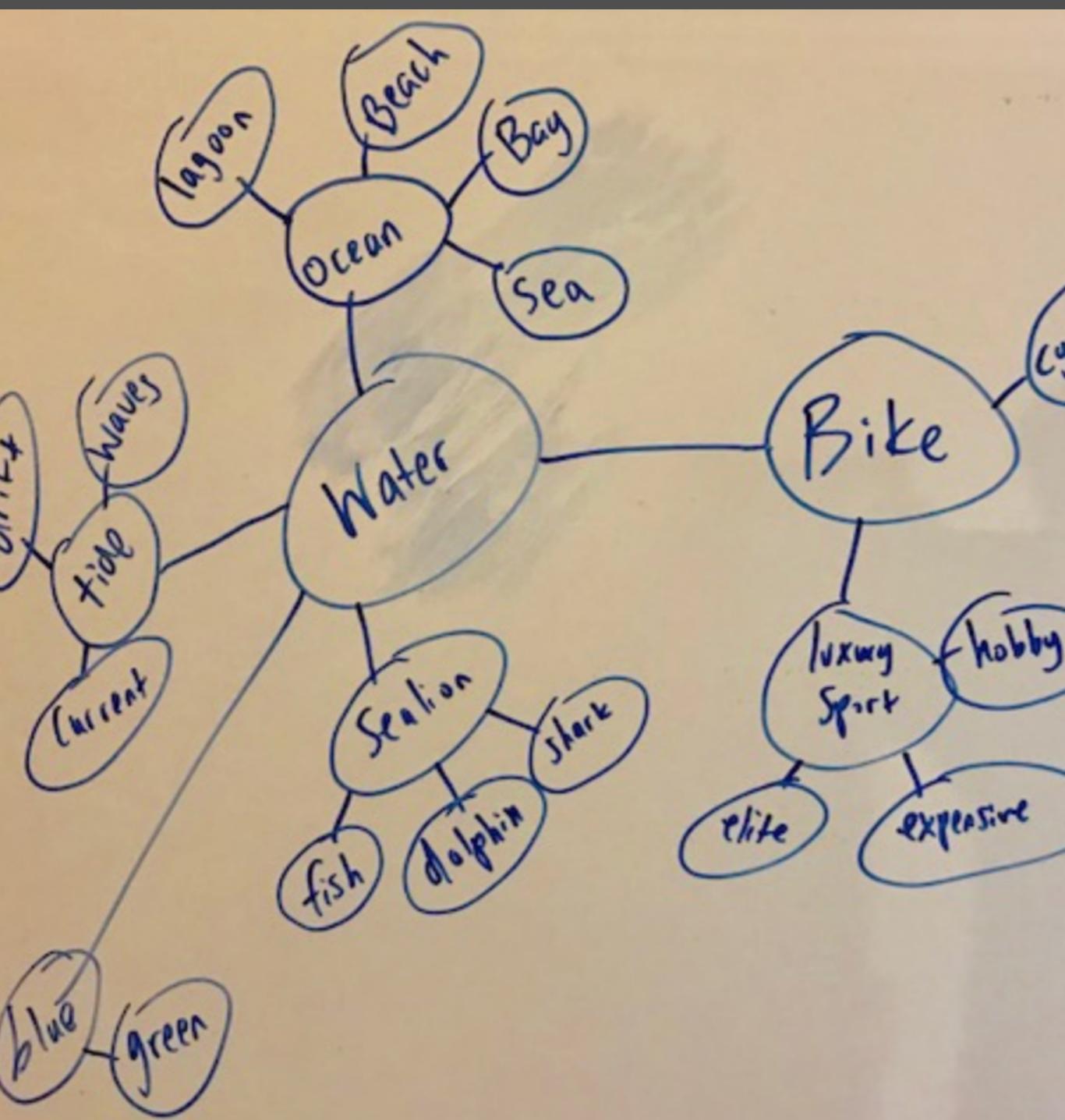
- Potential untapped market for luxury and professional water bikes.

Threats

- Not much of an existing market so would require a great marketing effort to attract users to the website.

RESEARCH

- **Branding:** Mind mapping, story boards, and list making were used to inspire branding and logo creation. Rough sketches were completed and then preference testing was completed to finalize the branding.



STRATEGY

- **User Stories:** Developed by analyzing every possible path that a new or returning user would take to complete certain tasks. Tasks were then prioritized so it could be determined which tasks were part of the MVP.

STRATEGY

- **User Personas:** Personas were created in **Sketch**, based off of the feedback received from the User Research exercises.

Kurt Rogers

avid cyclist - keep training exciting

Age: 32

Occupation: Engineer

Location: Miami, FL

Gender: Male



Motivations

Kurt is an avid cyclist and the pack lead of his cycling group. He is interested in finding a seabike so that he can keep the sport interesting and exciting for himself, all while training hard for the big race day.

Goals

The seabike would need to replicate the cycling experience on the road so that there is no difference in training. Any added benefits would be above and beyond.

Frustrations

Kurt does not know anyone with a seabike so he would be relying on the reviews. He doesn't want to wait any longer to make a change though.

Bio

Kurt has been cycling since high school on his Trek road bike. While he is the best cyclist in his cycling group, he still faces stiff competition. Kurt gets bored easily so he knows he needs to keep training exciting in order to continue to train and win competitions.

Lilly Chen

water sports - social activities

Age: 42

Occupation: Designer

Location: Highlands, NJ

Gender: Female



Motivations

Lilly lives by the beach and is always looking for a way to stay active outdoors with friends and family. She would love a new toy that could be used as a means of transportation so that her family could explore nearby islands and go on sea adventures together.

Goals

The seabike would be used as a way to stay active, connect with family and friends, and as a means of transportation for adventures in the sea.

Frustrations

Lilly has always wanted a recreational seabike but has not found a website that seems modern and up to date. She thinks that could reflect poorly on the products available.

Bio

Lilly is a mother of two and a social butterfly. She has a kayak, canoe, and a SUP. She would love to add a seabike to the collection for even more fun this summer.

Rich Weiss

retired cyclist - new luxury hobby

Age: 52

Occupation: Doctor

Location: Long Island, NY

Gender: Male



Motivations

Rich cycled throughout his college days and enjoyed a good race about once every few months. Due to injuries he had to sell his bike on ebay. He is interested in the seabike because he is looking for a new exercise routine that would be low impact, and he has the cash to spend on luxury equipment.

Goals

The goal for Rich would be to get out on the seabike at least one a week and get a good workout in so that he can stay in shape and improve his health, all while enjoying the latest luxury sporting trend.

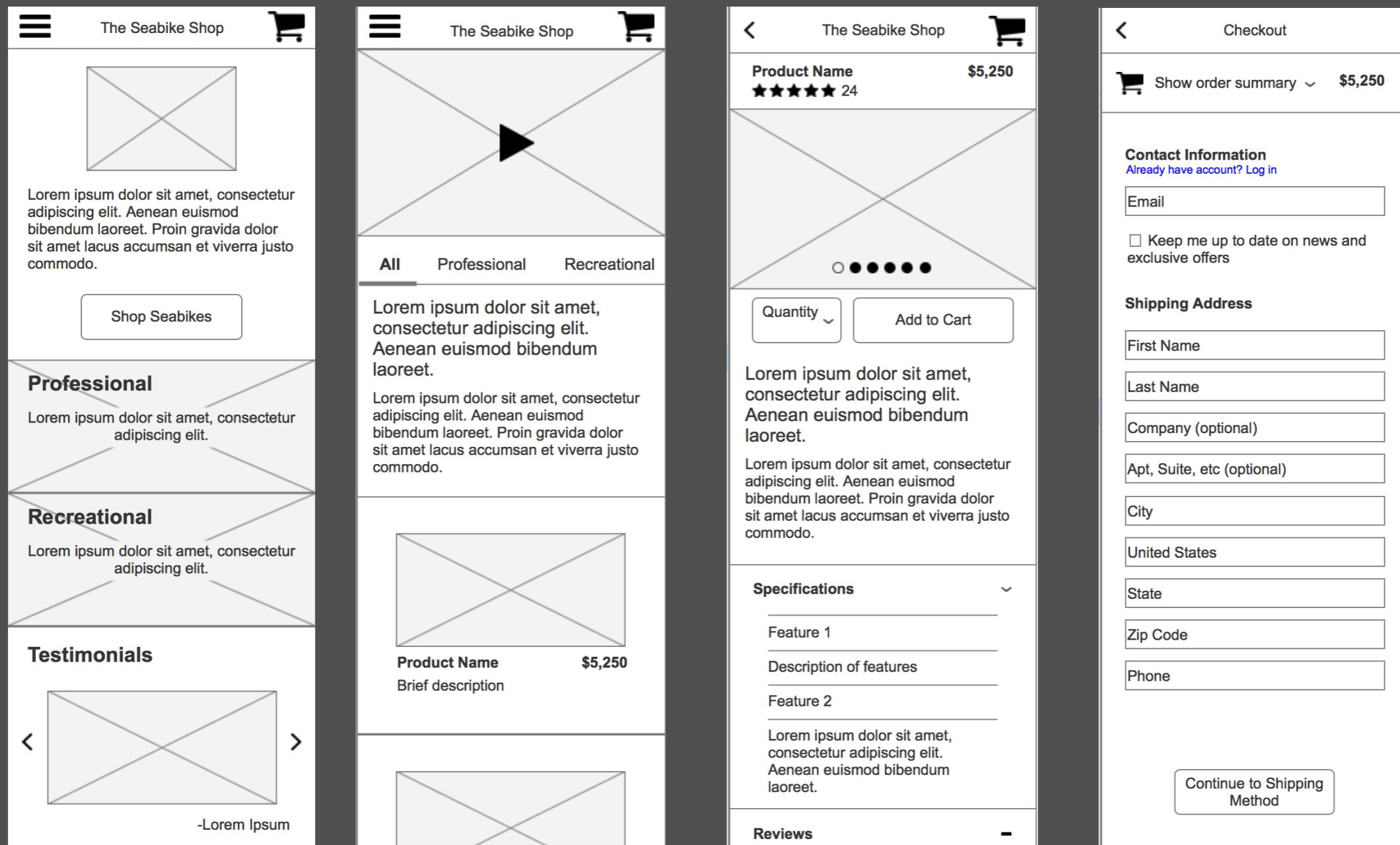
Frustrations

Kurt needs a way to stay in shape without hurting his joints. He lives by the beach and has cash to spend on new luxury sporting goods, but has not come across the right fit yet.

Bio

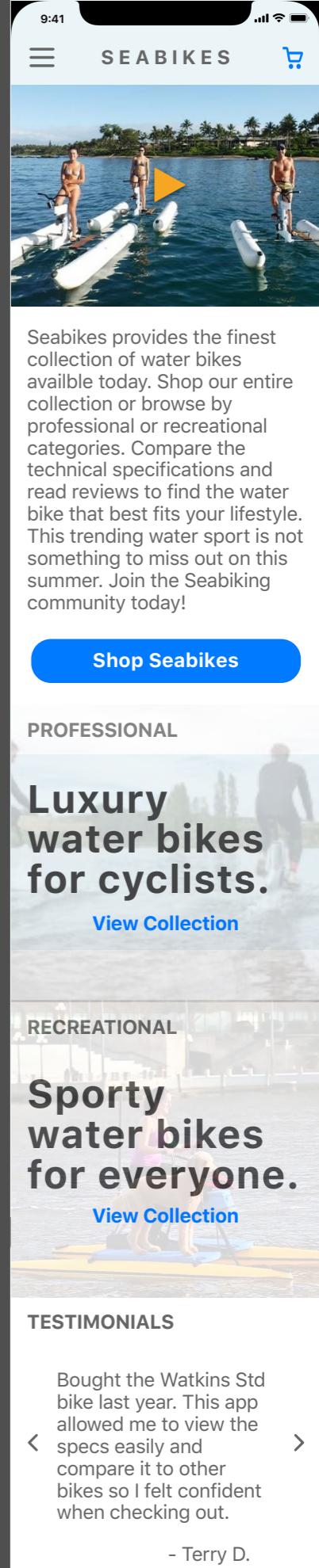
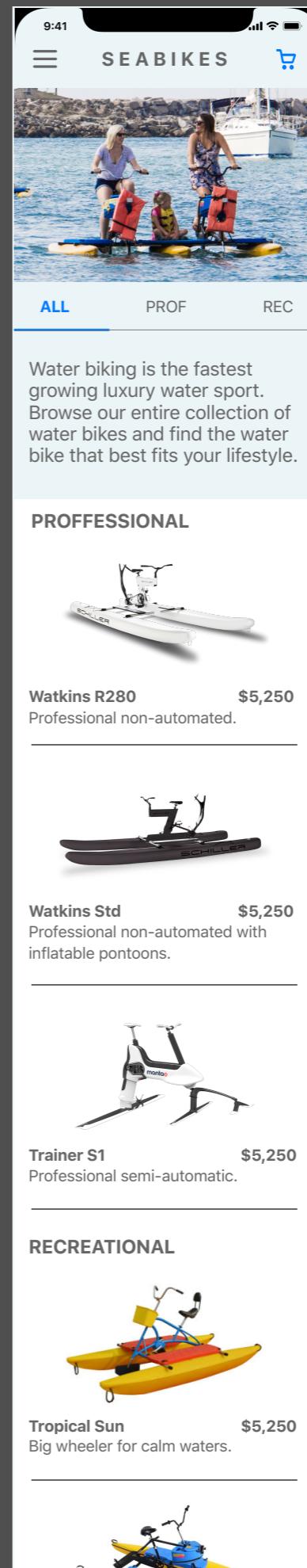
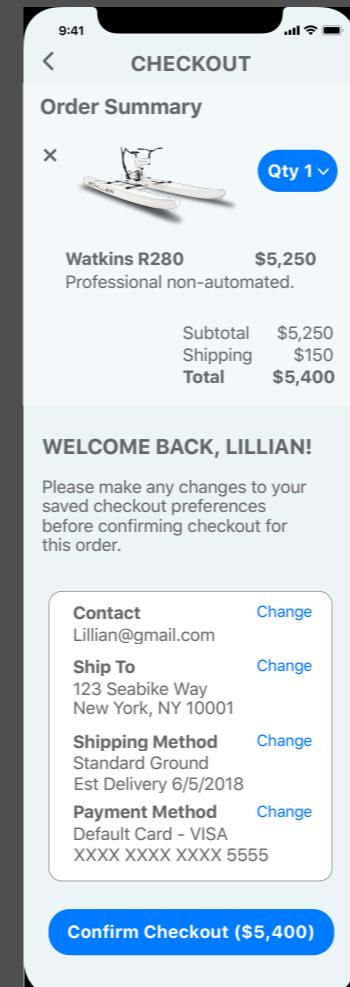
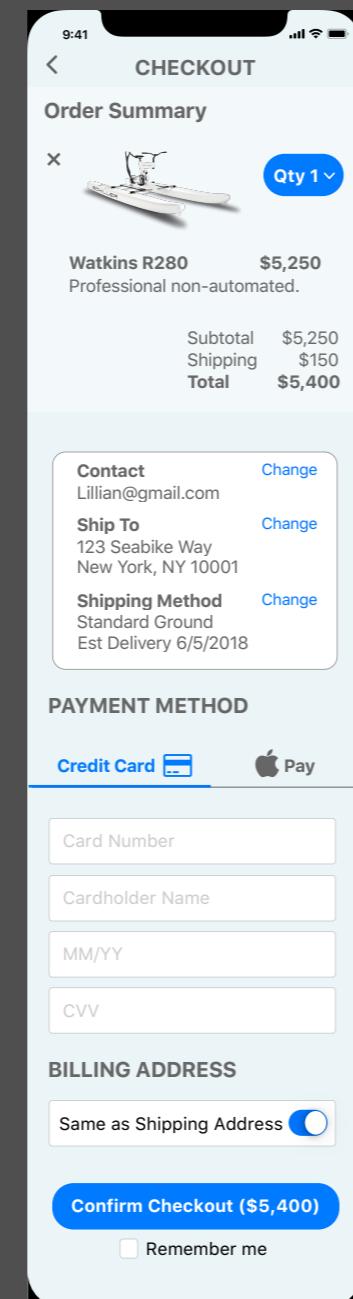
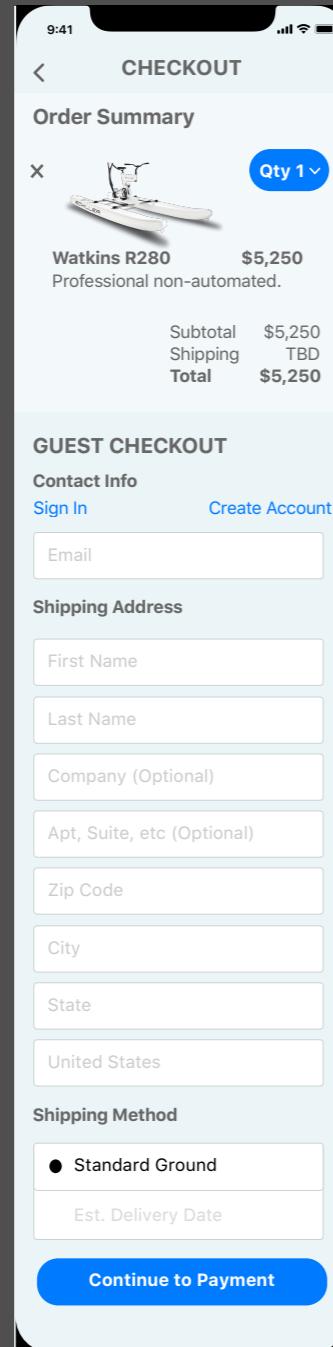
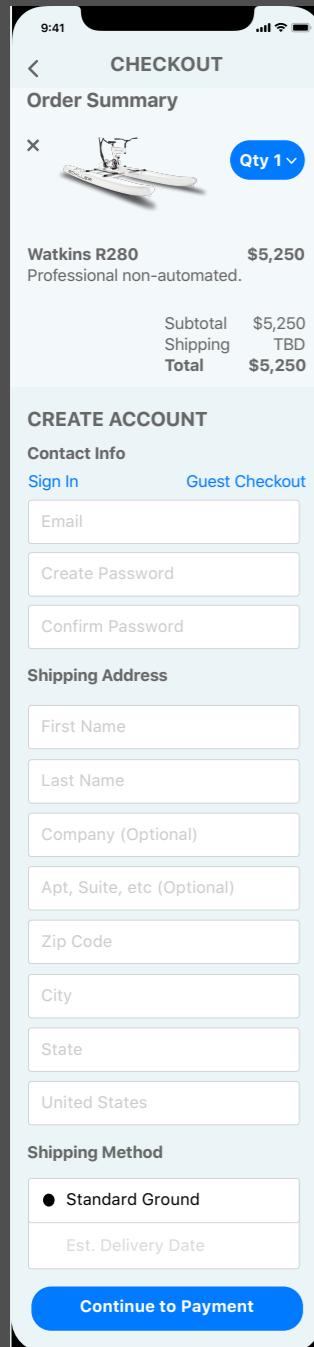
Recent grandfather trying to stay in shape and healthy to enjoy a long life with his family. Worked hard his whole life and now would like to spend a little money on himself. Interested in luxury sporting goods on sea since he lives by the ocean.

INFORMATION ARCHITECTURE



- **Low-fidelity Wireframes:** Created in **Axure** to provide rough sketches to display content placement options for the stakeholders.

VISUAL DESIGN



- **High-fidelity Wireframes:** Created in **Sketch** to provide exact sizing of each element, so that we could test our user flow and design.

Bought the Watkins Std bike last year. This app allowed me to view the specs easily and compare it to other bikes so I felt confident when checking out.

- Terry D.

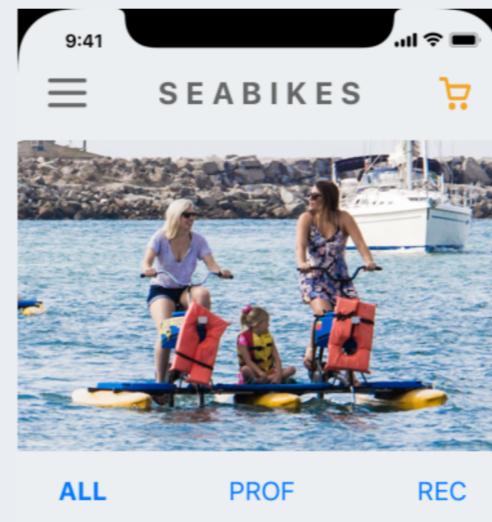
TESTING

Results: Prototypes were created in **InVision** and users were able to test through **Peek**. One game changing moment was when a user complained about having to sign in before browsing products. The user felt discouraged and annoyed that he was being asked to do something before he even knew what the app was all about. We reworked the design and delayed the Sign In/Sign Up process until checkout to improve the user experience. On-going testing is being done, but we are anticipating that this change will increase conversion rates.

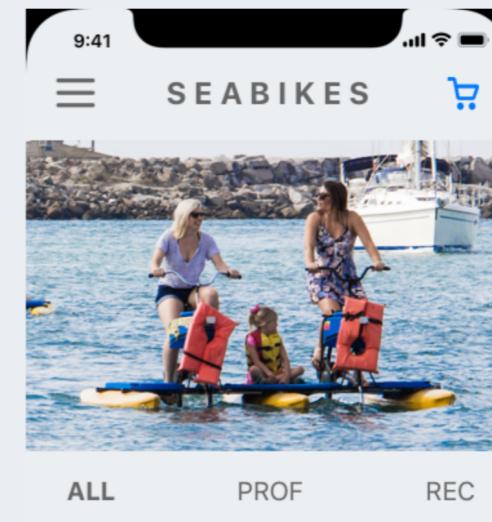
The upper image is a preference test done on **Usability Hub** for the color the shopping cart and the buttons for the categories. Additional testing was done and we received even further feedback through the recordings of Peek, and we ended up moving forward with the design on the lower image.

Which color choices do you prefer for the shopping cart icon and category labels for "ALL, PROF, REC" in these two design options?

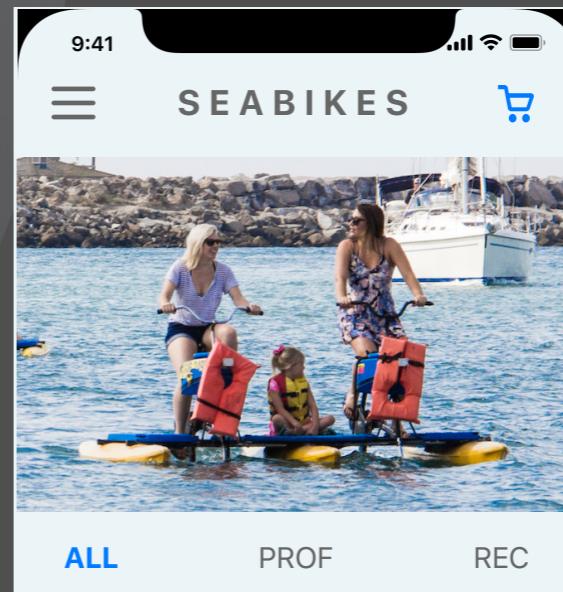
Click an image to zoom in



Water biking is the fastest growing luxury water sport. Browse our entire collection of water bikes and find the



Water biking is the fastest growing luxury water sport. Browse our entire collection of water bikes and find the



Water biking is the fastest growing luxury water sport. Browse our entire collection of water bikes and find the water bike that best fits your lifestyle.

CONCLUSION

- **Conclusion:** Water biking is a rapidly growing industry and research was required to understand the current competitive landscape and potential users. Testing allowed us to remove all of the frustrations in completing any of the user stories, which is so important for the success of an e-commerce app. Here is a link to the full prototype in [InVision](#).
- **High Fidelity Prototype:** <https://invis.io/ARMYK23VFE2>

