





Click on icons to navigate

the team



Stage	Role/Responsibilities	UX Architect	UI/UX Designer	Product Manager	Business Analyst
	Understanding the situation	•		٠	٠
	UX Audit - Heuristic evaluation		0	0	0
	Questionnaire Creation				
Discover	Surveys and Interviews	0		0	
	Competitive Analysis	0	0		
	Empathy Mapping			0	0
	Conclude Research Insights		0		
Define	User Journey Map			0	0
	User Personas / Use Cases	0		0	0
	User Flow	-	-	-	-
Ideate	Information Architecture	-	-	-	-
	Sketching or Storyboard (Low Fidelity)			0	0
Dreteture	High Fidelity Wireframes			0	0
Prototype	Interaction Design – Live Prototypes	-	-	-	-
	Usability Testing Survey	-	-	-	-
Testing	Microsoft Clarity	-	-	_	-
C	Heuristic evaluation	-	-	-	-

Team: Vivek (UX Architect and PM), Arun (Sr. UX Con.), Manvi, Abhi (UI/UX Cons.) Mudit (as BA)





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On-boarding experience is not optimum for **Tata Studi** application; currently the ratio of visits to onboard is 56% which is aimed at 90%.

Problem as articulated by client





redefining the problem statement



Narrowing down to the actual problem or root-case

Our approach









Discover phase

How we looked at the product





UX audit – heuristics evolution

Severity Key

It violates a heuristic but doesn't seem a usability problem.

Superficial usability problem may, be easily overcome by user or occurs extremely infrequently. It does not need to be fixed for next release unless extra time is available.

Minor usability problem, may occur more frequently or be more difficult to overcome. Fixing this should be given low priority for next release.

Major usability problem, occurs frequently and persistently or users may be unable or unaware of how to fix the problem. It is important to fix, so it should be given high priority.

Usability catastrophe seriously impairs use of product and cannot be overcome by users. It is imperative to fix this before product can be released

Easy to fix Key Fix will require maximum effort, including more investigation into the proper solution...

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Fix will require considerable effort, but the issue and solution are understood.

Fix will require a more concentrated effort, but the issue and solution are understood.

Fix is easily completed by a single developer with minor effort





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heuristic – Duplicate identity

Issue 1.1

pub:Tata ClassEdge



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Virtual ClassEdge Tata ClassEdge • Education 3.7★ 25 MB 10K+



ClassEdge AfterSchool

Tata ClassEdge • Education ▶ Installed



School Connect Tata ClassEdge • Education 3.9★ 33 MB 100K+

Tata Testprep Tata ClassEdge • Education 3.6★ 19 MB 1K+



Teacher Connect Tata ClassEdge • Education 3.8★ 13 MB 10K+







ClassEdge Console



Task

Download the TATA Studi APP and evaluate the journey from downloading to the end of the onboarding process

Issue 1.1

Two APPs by the same APP Publisher share the same icon. This creates confusion in the minds of the user

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KEY = S3E1
HEURISTICS: 1-4-6-10
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IF the user looks at all the apps by the publisher. The user wonders why there are discrete applications rather than a single application for all purposes

> KEY = SOE0**HEURISTICS: 4-10**

Recommendation

Recommendation

different applications is suggested

for users to be able to relate to the

Different icons for

app easily.

Different products or different features in the same product. This needs to be analyzed, researched and a product & Design roadmap must be created

heuristic - Slow Loading

Task

Download the TATA Studi APP and evaluate the journey from downloading to the end of the onboarding process.

Recommendation

Issue 2.1

Version Control can be placed in the about pages and does not create value for the user. This can be removed and the motion graphic can be executed faster to reduce loading time for the user



Slow loading time of the motion graphic and the version control

KEY = S0E4 HEURISTICS : 6





heuristic – Lack of recall value

Task

Download the TATA Studi APP and evaluate the journey from downloading to the end of the onboarding process.

▲ Issue 3.1

Graphic image occupies large visual estate without having any functional role.

KEY = S2E2 HEURISTICS : 4-7

Recommendation

Redesign the page to levitate to the sign-up icon and also the returning user must require visual, user friendly login and recall clarity. CTA for returning user could follow gestalt's principles.







heuristic- CTA not in action

Task

Download the TATA Studi APP and evaluate the journey from downloading to the end of the onboarding process.

Recommendation

The CTA for sign-up must prominent and can be coupled with another CTA which ensures the user moves ahead in the journey rather. The "wow" moment of the app must be associated with the sign-up CTA.





Continue

Your privacy is important to us. The information shared on platform is only used to customise your child's experience on the platform. Please read our <u>Privacy Policy</u> for more details.



lssue 4.3

The biggest CTA in this page is next to the breadcrumbs that takes it away from the page. No motivation for the user to sign-up before experiencing the platform.

> KEY = S4E2 HEURISTICS : 10

Heuristic- An extra step



Verify Mobile



Heuristic - Scattered CTAs



Task

Download the TATA Studi APP and evaluate the journey from downloading to the end of the onboarding process.

Recommendation

The design language can be kept consistent for similar functions. The user landing page could be made more intuitive using pop-ups, sandbox, or guided tours. New profile doesn't add information to the user



The icon replacing the breadcrumb has changed and confuses the user. Also create a new profile with a motivational CTA has been created.

KEY = S4E2

HEURISTICS : 1-3-6-10



All CTAs are scattered. While sign-out is closest to the signup and could have been part of a different design where user must act to logout in after scouting the platform

> KEY = S4E2 HEURISTICS : 4-7-9



Heuristic-Mis-placed Action

Task

Download the TATA Studi APP and evaluate the journey from downloading to the end of the onboarding process.

▲ Issue XX

In IoS app, for the first time user, it shows Sign In screen, instead of sign-up screen (unlike Android). Users are getting confused, they are not paying attention and adding number directly which leads to error screen at first place.

> KEY = S4E2 HEURISTICS : 10

Recommendation

Experience is dropping at first place with error pop-up coming as sign-in mis-placement. Replace Sign-in with Sign-up for first time users, and place "Already have an account" button beneath the Sign-up screen for better clarity.



Recommendation Summary



Different icons for different applications is suggested for users to be able to relate to the app easily. ς. -Different products or different features in the same product. This needs to be analyzed, researched and a 2 product & design roadmap must be created -Version control can be placed in the about pages and does not create value for the user. This can be removed and the motion graphic can be executed faster to N reduce loading time for the user Redesign the page to levitate to the sign-up icon and also the returning user must require visual, user friendly login and clarity. CTA for returning user could follow **m** gestalt's principles Icons must follow a consistent design system. Page must have consistent design language. While -4 TATA Studi icon could be removed for a more

functional experience.

4.2

Loading time to next page must be reduced and the Call To Action (CTA) must be prominent and not close to lower edges.

4.3

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The biggest CTA in this page is next to the breadcrumb that takes it away from the page. No motivation for the user to sign-up before experiencing the platform.

The email field could be collected in later stages and the user must quickly be able to move to the screens. The entire process could be made intuitive like a typeform.

THE design language can be kept consistent for similar functions. The user landing page could be made more intuitive using pop-ups, sandbox, or guided tours. New profile doesn't add information to the user

The sign out icon is completely redundant and interrupts the user flow. It could be placed under a set of features where the user would specifically have to reach out to access



- 2. What is your age? *
- 3. Enter your email id. (I don't have an email)
- 4. In what bracket does your household income falls in? * (Options: 2-5 lacs, 5-8 lacs, 8-12 lacs, >12 lacs)
- 5. How many children do you have? * (Options: 1, 2, more than 2)
- 6. Which class is your child(ren) studying in? * (Options: 1-5, 6-8, 9-12, if you have more than one child, please mention the class for him/her)
- 7. Are you comfortable spending around 1K/month for online tutoring classes? *
- 8. Which Board is your child studying in? * (Options: ICSE, CBSE, Regional, if other please mention the name)
- 9. How does your child revise/study after school? * (Options: self-study, parents make him study, physical tuition, any online tutoring platform)
- 10. How would you rate yourself in terms of tech proficiency? * (scale)
- 11. Do you use or intend to use an online tutoring platform for your child? * (Yes, no, maybe)
- 12. Do you know about any online tutoring platform? If yes, mention the names. *
- 13. Have you tried Tata Studi app? If yes, how was your experience with it. *
- 14. What do you think of digital education/online tutoring programs?
- 15. Would you be kind enough to give an interview with our Research Team? If yes, please enter your name, email ID and phone number.
- 16. Is digital education/online tutoring programs making an impact.

Data Analysis





In which standard do they study?

12 responses





Data Analysis















Captured video interviews from 5 users to understand human sentiments and gestures while using an online app





Fact 1: As per FICCI report of 2014, State Board has the maximum affiliations (more than 95%), since the data is dated of 2014, assuming X+ increase YoY growth rate of CBSE.

Problem 1: The application addresses only CBSE as its target market, that means, drop out of 90% of the users in India who are using state board or ICSE.



Percentage of affiliated schools in India*



Fact 2: As per Deloitte study, 74% of the payments made in India are through telecom wallets.

Problem 2: Tata Studi app does not have enough or all wallets. It shows only Google Pay and VI billing. It is a huge disconnect for customers.



Fact 3: A large chunk of population in India has access to low connectivity Internet as per Deloitte report of 2020. <u>Source</u>

Problem 3: The application shall promote providing offline content as well to encourage users to consume further content or move to subscribe.

	Device Type and Total Subscribers	Technology	Applications	Dat	
	700 million*	2G	 E-mail Social networking apps (e.g. Facebook, WhatsApp) Web browser apps 		Maximum users are on
	164 million* Smartphone	2G/3G	 All of above Mobile audio / video streaming/ Shopping apps 		2G network
	2 million Tablet - cellular	3G	 All of above Mobile audio / video streaming gaming Shopping apps Reading apps)/ slet - Celluli	
	10 million Dongle	EVDO/3G/4G	 E-mail Audio /Video streaming Lifestyle/social media websites 		
-	18.7 million	Wi-Fi/Wired	 All of above Mobile audio /video streaming/ gaming Shopping apps 	/	

Competitor Analysis

Competitive Analysis	studi wrtataCasidge	Vedantie Live online tutoring	B BYJU'S	🕢 toppr	🝸 unacademy	Extramarks	A Unit of Aakash
Classes Covered	Class 1-8	Class 6-12 mainly plus preschool to 5 as well	Class 1 -10 and Entrance Exams like NEET/JEE/IAS	Class 5-12	Class 6 -10 and Entrance Exams like NEET/JEE/IAS and more	Nursery-12	Class 1-12
Boards Covered	Only CBSE	CBSE/ICSE/State	CBSE/ICSE/State	22 boards including CBSE, ICSE and state	CBSE	CBSE/ICSE/State	CBSE/ICSE/State
Pricing	899/5100/8200	Starts 2800-3000 p.m.	Starts from 35000 per class	30000 per year, no monthly plans	15000 per year, min 3 months plan	1820/mon for 6 1460/mon for 12	starts 25000 and various options
Free Trial/Access to Content	Yes, 15 days	Yes	Yes	Yes	No	Yes	Yes
Downloads (Android)	1000+	10mn+	50mn+	10mn+	10mn+	10mn+	5mn+
Loading Time	Slow (8 sec)	Fast (3 sec)	Fast (<3 sec)	Fast (<3 sec)	Fast (<3 sec)	Fast (4 sec)	Medium (6 sec*) *Only first time else <2 sec
Info on Homepage	No	Limited	No	Yes	Yes	Limited	Yes
Steps to Signup	6 step process	3 step process, Auto filled OTP	3 step process, Auto filled OTP	5 step process, manual OTP	4 step process	4 step process	7 step process
Usability	Low	Medium	High	High	High	Medium	Medium
Gamification	Low	Medium	High	Medium	High	Medium	Medium
Awareness	Low	High	High	High	High	High	Medium
Personalization	No	No	Limited	Yes	Yes	Yes	Yes
Language	English only	English only	Multi Language	English & Hindi	Multi Language	English & Hindi	English only
Offline Access	No	No	Yes, hav e to purchase separately	Yes	Yes, with subcription	No	No

Competitor Analysis (Legends)







Define phase

top 5 insights



Finding the aplication

Users are not able to find the app at first go.



Customer Attraction

Users are not motivated to take initial steps on the app.



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Value of Interest

Users don't see competitive and personal value in the product.



Product vs Features

Users are confused with multiple features as products.

Usability/ Ease of Use

Users find it time-consuming or difficult to sign-up.

Insights – deep dive



NOTES	NOTES
Finding the application - users are not able to find the app at first go.	Value of Interest – users don't see competitive and personal value in the product.
• Lack of brand visibility - Users are finding it difficult to find the application from SEO or keyword perspective. For ex: Keywords like "education app",	a) Competitive plans (depth of content offered) and extensive features offered by the competitors attracts users towards competitors.
 "online education", "study" does not show the Tata Studi application. Duplicate brand identity – Users are getting 	 b) Lack of user reliability – No intro or demo available at start of the application for its features and benefits "why" the user shall buy and what value proposition it brings.
confused with same logo used for different apps of Tata for ex: Tata Class Edge after School has same logo as Tata Studi.	c) Curriculum Coverage - Does not cover regional/state boards, hence respective user drops off at first place.
	 Also, app does not highlight any information about "what" is CBSE Studi curriculum. d) Lack of interaction – Users find that kids have less attention
	span, hence, the platform shall be interactive enough to engage kids and provide competitive environment. Users also suggested store-telling and interactive content formats. For ex: a section like Joke of the Day.
	 e) High Screen time – Users find the digital education a boon and a bane, with increasing screen time.



NOTES	NOTES
Usability/ Ease of use – users find it time consuming or difficult to sign-up.	
1. High Turnaround time- Time taken to sign-up compare to other compete apps is much higher in terms of steps and time taken.	
 Signing up with ease – There is no option to sign-up through google, Facebook etc. for faster extraction of basic information. 	
a) During sign-up email is also asked to add at first place along with mobile OTP	
b) Manual OTP verification – application misses auto authentication	
 Cumbersome process for password creation – Users finding it time consuming in password creation with number of steps. For ex: asking for an email id in addition to phone and OTP, is an additional, un- necessary step at first place. 	
4. In-appropriate user Flow- First time users in IoS app are seeing a sign-in screen instead of sign-up, which confuses the users. (contrary to Android app).	
5. Familiarity – Users find Youtube much faster and easier for educational content and for free.	
 Coverage of payment options – Users did not find many large and common wallet options like Paytm etc. which makes them drop off from trial to subscription. 	

Insights – deep dive



NOTES	NOTES
Product vs Features – users are confused with multiple features as products.	Customer attraction and retention – users are not motivated to take initial steps on the app.
 Duplicate Identity - Users are finding product with multiple features. During the search of the app, users found multiple products like Tata Test prep, school connect etc. which shall be at merged with one or two products. 	 Missing Gamification and rewards program for user attraction and retention at subscription phase Personalization: Custom picture option of kid missing Study progress results on dashboard to encourage kids

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Customer Journey Map



Customer Journey Map

Feeling	The search result shows platforms that are too expen- sive prefers platforms that provide better learning and stick to the curriculum	The personal network helps to know about the unknown platforms peer recommenda- tions are valuable as they have first-hand experience using the platform	Do not pay atten- tion to Facebook, Instagram, or News- paper ads Use the social/tradi- tional media only as a newsfeed	Confused about which app is correct as there is the same logo on various apps Kids have less atten- tion span, so the platform should be engaging.	Want to explore different features Confusing interface The application addresses only CBSE App takes too long to load	I can use the same account for educat- ing both kids Want to use an app that covers the school's curriculum	YouTube gives free access to all the videos and kids know their way around YouTube The application addresses only CBSE as its target market
Thinking	Hope to find a good online tutoring service at an afford- able price. Study options/pric- es from Tata Studi are good but not familiar with this platform/service.			Do not want to pay a large amount Other platforms have some cool and interactive features as com- pared to Tata STUDI I want my kid to understand the application with- out any language barrier.	Many steps of data entry before direct- ing me to the relevant content(home page) Having a lot of trouble creating my password as it was not showing what I was doing wrong My kid and I both have myopia and were struggling with small fonts at many instances	Helps my kid to form a habit of self-study in COVID situation provides a better alternative to YouTube as a lot of time is wasted in searching and finding the right kind of videos	After the trial ended the subscription plan seemed expen- sive for what it's worth The platform does not have enough wallets. It shows only Google Pay and VI billing No personalization option available on the platform
Doing	Google 'online ed-tech platform' Access sites recom- mended by Google Conduct research on the Internet to learn about the company and service	Got to know about the app from the kid's school network. Speak to them and learn about their experience of the platform	Saw an ad on Facebook Validates it through personal network and Internet	Search for the app on the play store/apple store Read customer reviews Compare(features, pricing) and evaluate alternatives Install the application	Create the account and enter all the details - select curric- ulum and class for my child Enter OTP received and also create a password to signup	Check all the subscription plans Select the one which is best suited for your plan Select wallet and pay the amount to access the subscription	Already frustrated with the application and its service. And no subscription plan seems suitable. Uninstall the applica- tion

User Personas



Aanchal Gupta Guardian

Demographic

- Female
- 34 Years
- Guwahati
- Married
- Want her kid to have best
 education
- Looking for digital tutoring
 platform

Scenarios

Aanchal is a hardworking, middle-class housewife. She is based in Guwahati, Assam. Her husband Ashish is a Sales Executive. Their yearly household income is around 14 lacs. Their kid, Aadya is in 4th standard. Due to the COVID outbreak, she has been taking her academic classes at home itself. But off-late, Aanchal & Ashish want her to invest more time in her studies and therefore they are using some free platforms like Youtube videos for Aadya. Through their peers, they have come to know of Tata STUDI and after seeing an ad online they think Tata STUDI is affordable as well. So they want to give it a try and test the platform.

Goals

Don't want to invest too much in the service. Want the best education for Aadya despite being in a tier-2 city. Hope that Tata STUDI provides a structured solution for their kid. Hope that Aadya enjoys learning and also feels motivated to learn more.

Motivations

Cheaper plans and better learning Want to get a feel of the different features and plans that Tata STUDI has to offer before they make up their mind to go about it. To sum up in Aanchal's words "I want our daughter to get the best education without us spending a lot for it. I have been making her watch all the interactive YouTube videos, but I feel she is not able to keep up with the syllabus structure of the course."

Frustrations

A lot of time is wasted in searching and finding the right kind of videos on YouTube. Does not want to pay a large amount to the competitor for the course. Her peers have found competitive platforms to be predatory. Aadya is not very fluent in English, sometimes she doesn't understand the application due to the language barrier.

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Expectations

Want the platform to cover the school's curriculum and not waste time in teaching out-of-syllabus lessons.

The app should be cross-channel, should run on my mobile or laptop, where ever I want to.

Want my kid to easily use the app and access its content.

Children always have less attention span, so want the interface to be engaging, should provide a competitive environment.

Challenges

Want to know what value and impact the app will provide before buying the subscription and investing money. Heard from peers that after the trial period ends, the subscription gets expensive so they drop off the platform.




Ideate phase

Storyboard – Welcome



Storyboard - Register







Storyboard - Encourage



Storyboard – On-board







Prototype phase

Prototypes – 1. Welcome





Prototypes – 2. Engage



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earning that st	ays with	studi	
	Already	a User? Log In	
Sign up			
Enter child's name			
Enter your child's name	e	Sign up	
By signing up, you agree to our <u>Policy</u> .	Terms of Use, a	and our <u>Privacy</u>	

/	App Features
Login	or Signup
	– – – or Signup
Enter you	or Signup r number or continue with email

Product Features explained in carousel & merged phone and email step

Prototypes – 3. Register





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Enter OTP		Enter Verification C	ode
OTP sent to +91-7054667488		Please enter the 4-digit code	
		dixit.aryan@gmail.com	
Resend in 30s			
		Resend in 30s	
Signup		Signup	
Read Privacy Policy and Terms & Cor	nditions	Read Privacy Policy and Terms	& Conditions
			_)

OTP verification process

Prototypes – 4. Encourage

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	Sign up	for 15 day trial	studi

Tell us more about karan

We require the following information to customize your child's experience on Studi.

Syllabus

CBSE - NCERT CBSE - STUDI

Select Class

Class 1	Class 2	Class 3	Class 4
Class 5	Class 6	Class 7	Class 8

Continue

Your privacy is important to us. The information shared on platform is only used to customise your child's experience on the platform. Please read our <u>Privacy Policy</u> for more details.

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			Let's personalize your learning exerience!
		Compl	ete your profile to earn 20 STUDI points!
		Enter child	's name
Hey, I'm San	n.	Enter nam	e
Your STUDI buddy!			
Let's personalize the lear exerience for you!	ning		
			Continue

Intuitive Gamified Sign-Up with a "Studi-buddy"

Prototypes – 5. On-board



Visible Progress and Gamified experience for Trial/Subscription

Alternative Options

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Prototypes – Welcome- Engage- Register (Option 2)



Typeform based data collection and communicative approach

Version 2



Prototypes – On-board (Option 2)







PBL Gamification

Expected Outcomes





