# SARATRAVERSARI

User Experience Designer

Selected Works

Hello!

I'm a UX Design specialist and I create delightful experiences.

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Intro

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# Creating Delightful Experiences

User centred design is my bread and butter and I'm really fascinated by the human mind. I find quite interesting experimenting new ways to convey messages and information in the most appealing way for the recipients. In doing so, I create new forms of dialogues to make the most engaging experience for people.

I worked in many different types of environment and in several countries and this taught me how to adapt while sticking to my true north at the same time.

Solving complex problems is my speciality and I get my inspiration from the use of systems thinking and human-centered design.

## I love designing delightful user experiences.

I have experience of leading clients in all types of industry and in multidisciplinary teams through the design thinking process. I've been involved in all parts of the design process:

from the proposal writing to the execution of the plan, from designing user research, to generating concepts, prototyping and testing with users.

### **Useful Links**

- + PORTFOLIO
- + MY LINKEDIN PROFILE
- + FOLLOW ME ON MEDIUM

# The Process Explained

In the USA and in Europe, I worked in agencies that advocate for *Co-Creation:* a process proven to be beneficial to clients and their customers, by fully embracing the User Centred Design approach.

In the past few years, I have had the opportunity to expand a particular strand of Co-Creation: one that brings clients into the journey of really owning their next digital success.

Ultimately, clients own the outcome of the design process and we, the designers, are here as a helping hand through every step of the journey.

As UX Lead, I took the opportunity to expand the concept of Co-Creation, defining the four phases that a Client needs to go through to really own the project: Kick-Off, Discover and Define, Develop and Deliver, and finally Nourish.

When it comes to Digital Design it's not about costs, it's about investments.

Helping Clients seeding a design centric approach in their organisations, will let companies gain a more design-oriented mindset and will give Clients effective tools to make the best out of their digital assets.

They will leapfrog the competitors that didn't invest on design thinking and become the leaders in their domain.

That's why there are no costs when implementing design thinking in a digital project: the price is only one of many factors to determine the value of the investment.

### **Useful Links**

+ AFTER A YEAR OF UX DESIGN IN LONDON

The **Kick-Off Phase** is key and needs to cover three core areas:

- Exploring the brief, the initial definition of the problem, and the desired outcome.
- **Defining roles** and ownership among the team members. Particularly, it is fundamental to identify the Decision Maker on the Client side that will be involved in each phase as Project Owner.
- Setting business desires and goals against budget and resources in the most efficient way.

During the **Discover and Define** phase, the Agency helps the Client to break down the initial problem definition and to identify specific areas with the most appealing design opportunities. To do so, I usually suggest to do a **wide research** to assess technological capabilities, stakeholder expectations and users needs. Client and Agency discuss the findings and agree on a set of needs, priorities and metrics to be met by the new design.

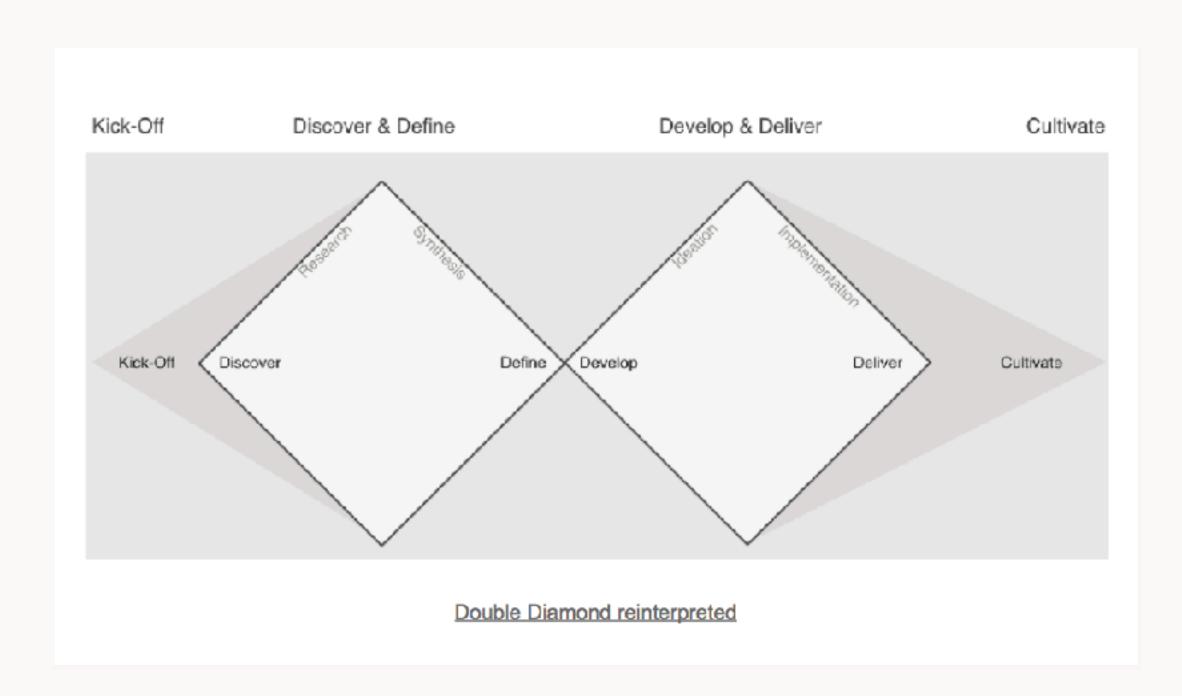
The most suitable design strategy for the Client is now defined and the **Develop and Deliver Phase** can start.

In my experience, two-week sprint cycles accommodate well design and develop activities, covering from Sprint Planning to Client Review.

The Client Decision Maker is an essential part of the team and this facilitates the approval process that speeds up with the Sprint.

In the Cultivate Phase, Agency and Client monitor the new design performances and improve it with small reiterations.

The Client now has all the tools and the knowledge to be able to spot new opportunities and involve the Agency anytime it's needed.



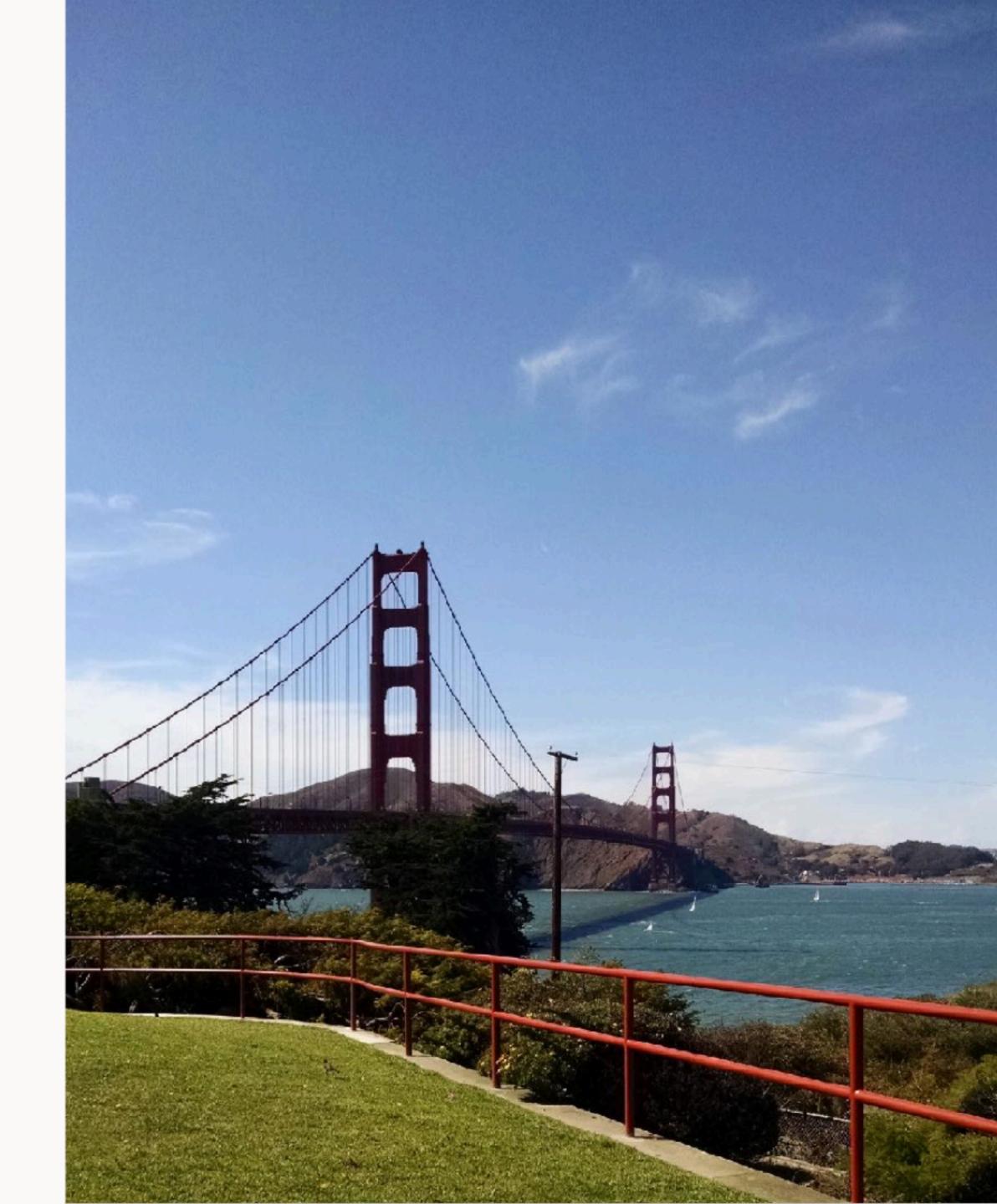
Shaklee Connect
Finding the right balance

A complex application for iOS and Android

# Fluid in San Francisco

After some experience freelancing and designing in UX agencies in the Italian capital, I moved to California with my husband. It was summer 2013.

I worked in all sorts of environments, from small start-ups to large organisations, but my preference still turned to agencies. In particular, I really liked working at Fluid where I had the opportunity to put my hands on complex projects for clients like Brita and Shaklee.



# Shaklee Connect: the project

### **Kick Off**

The Client: Shaklee, a multilayer company.

They wanted an application for iOS and Android that supported their members in becoming successful business leaders.

The most interesting challenges were to balance business objectives with users goals and to help the users to digest a massive amount of complex information in the most efficient way.

### **Discover and Define**

When I joined the project, most of the research was already done.

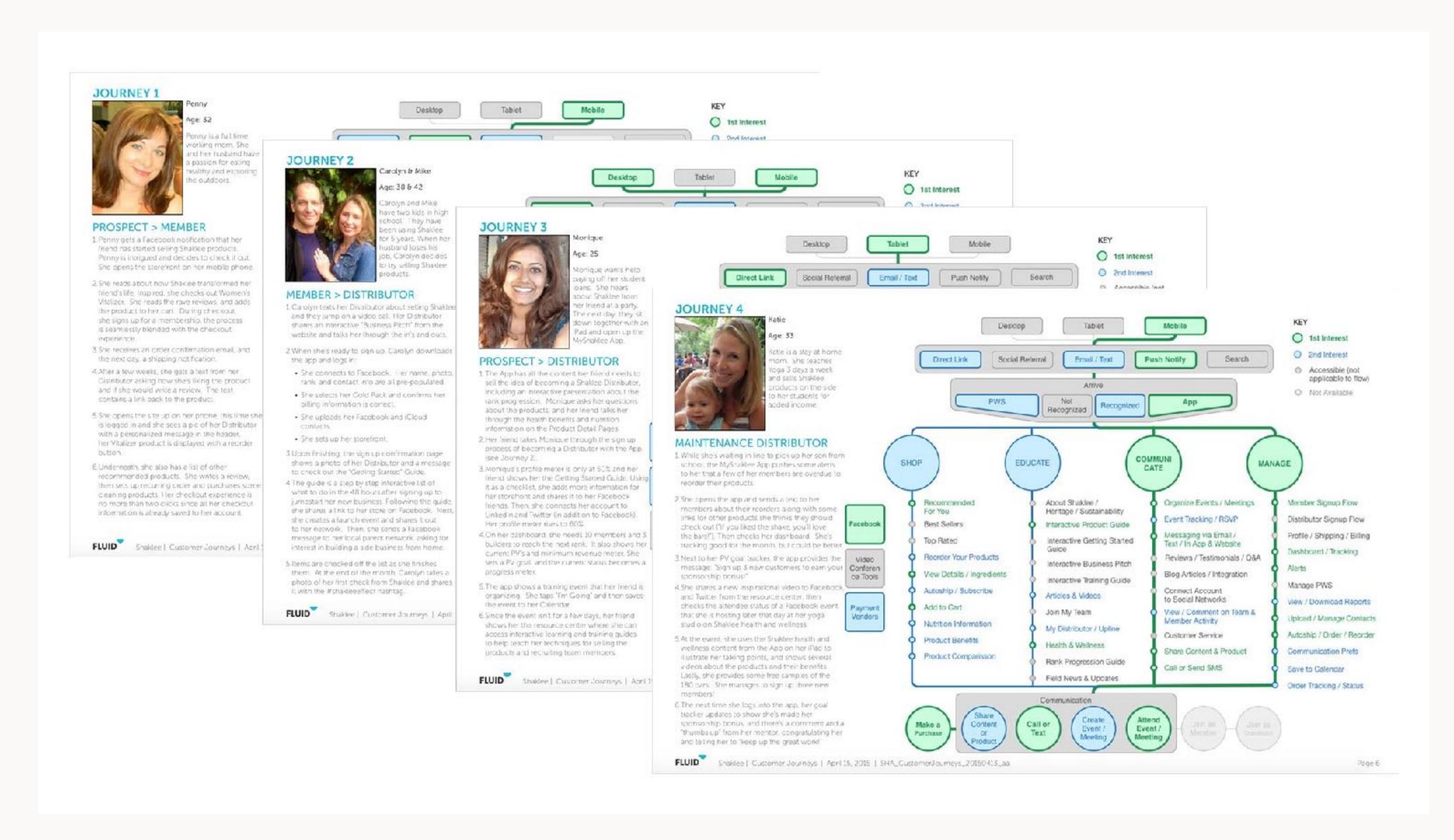
I dived into the research and the insights already collected and worked with my manager on the best strategy for the app.

I refined personas and user journey to identify design opportunities and the best solutions to address business and users needs.

## **Develop and Deliver**

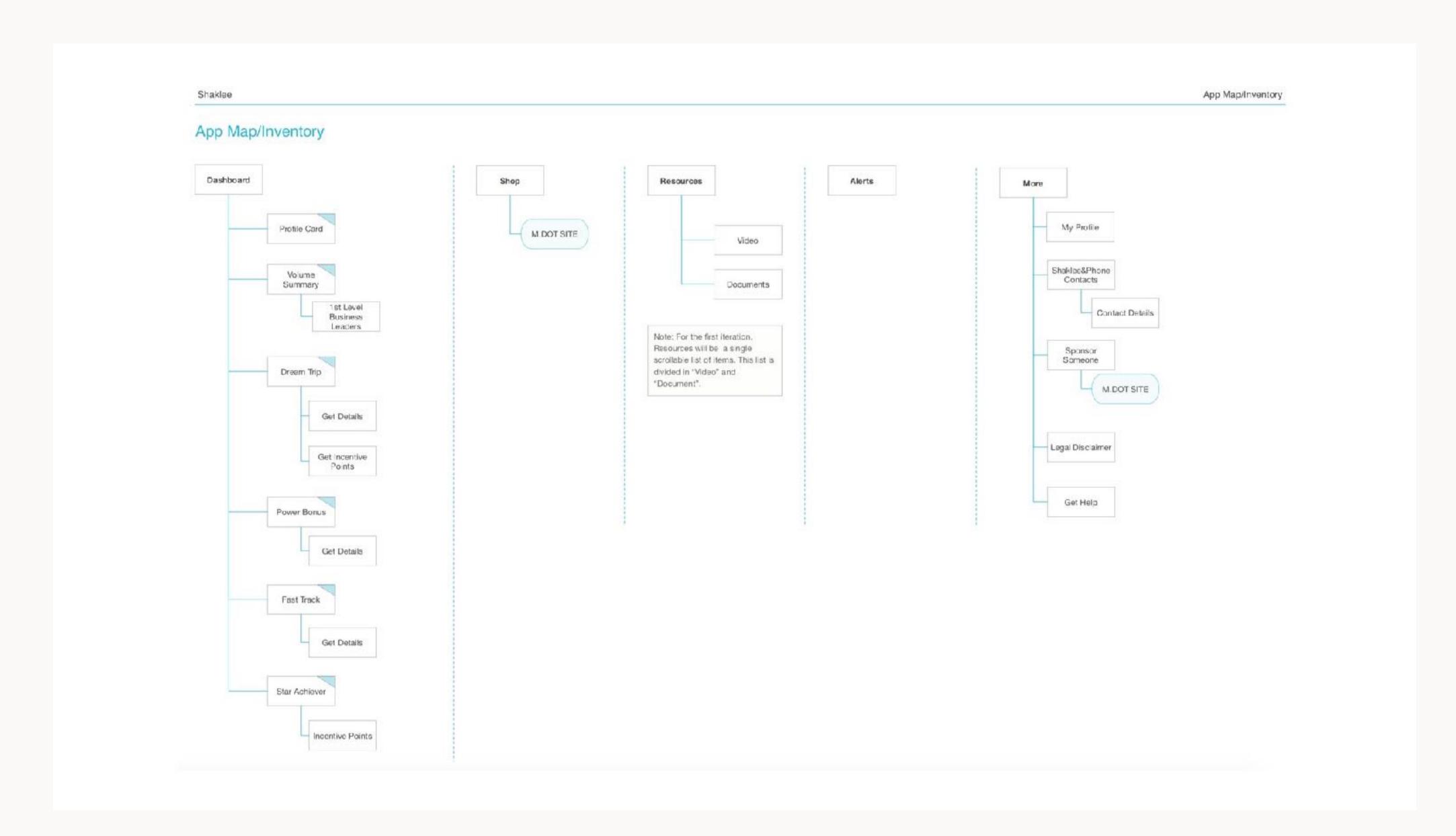
My Deliverables: Sketches, flows and annotated wireframes, that I also presented to the client.

I was constantly communicating with our UI Designers and with the dev team (in Texas) to assure max clarity on the functionalities and the interactions on the screen.



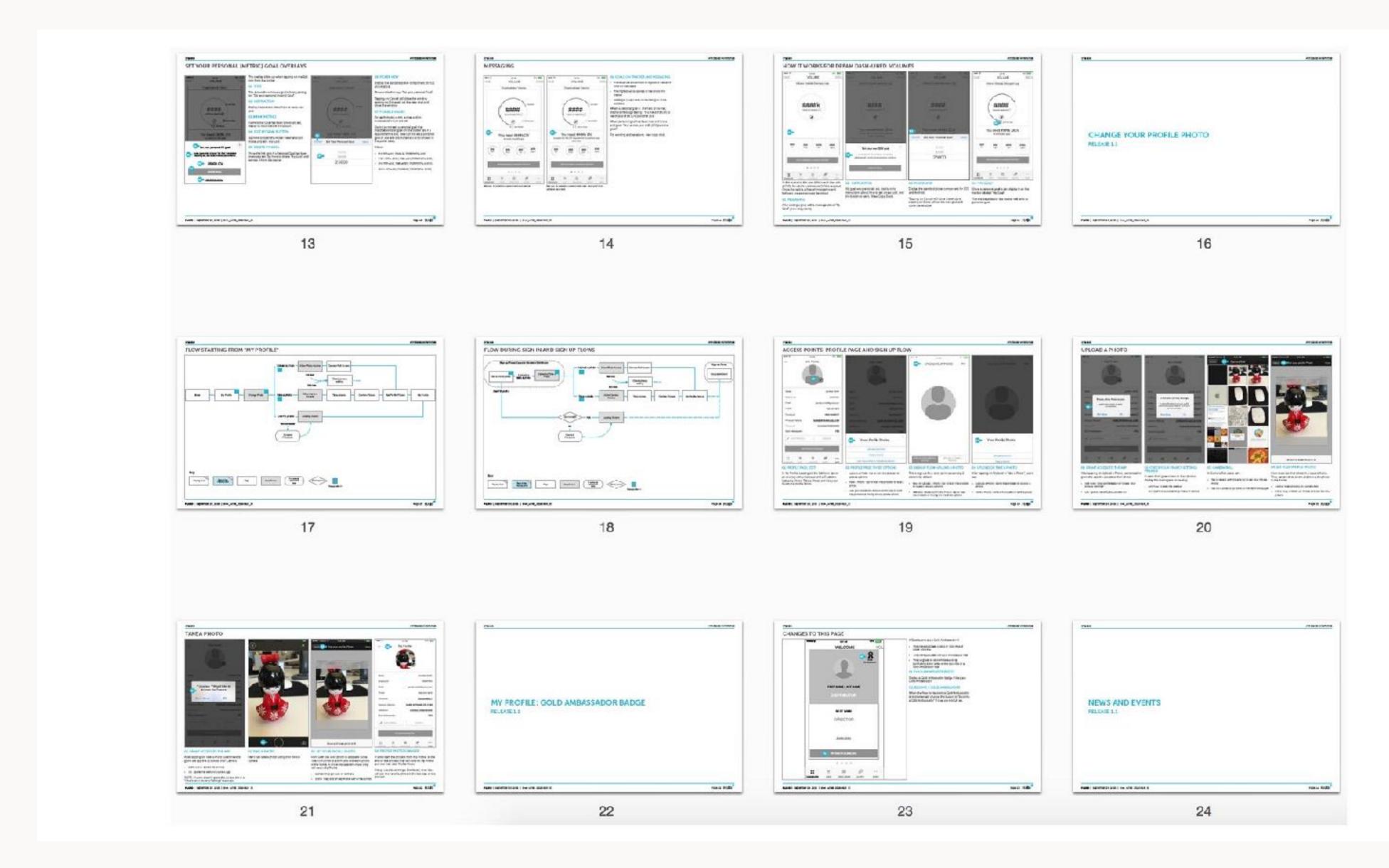
### **Personas**

I started with the existing research and based my work on the consequential Personas and Journeys, expanding where needed



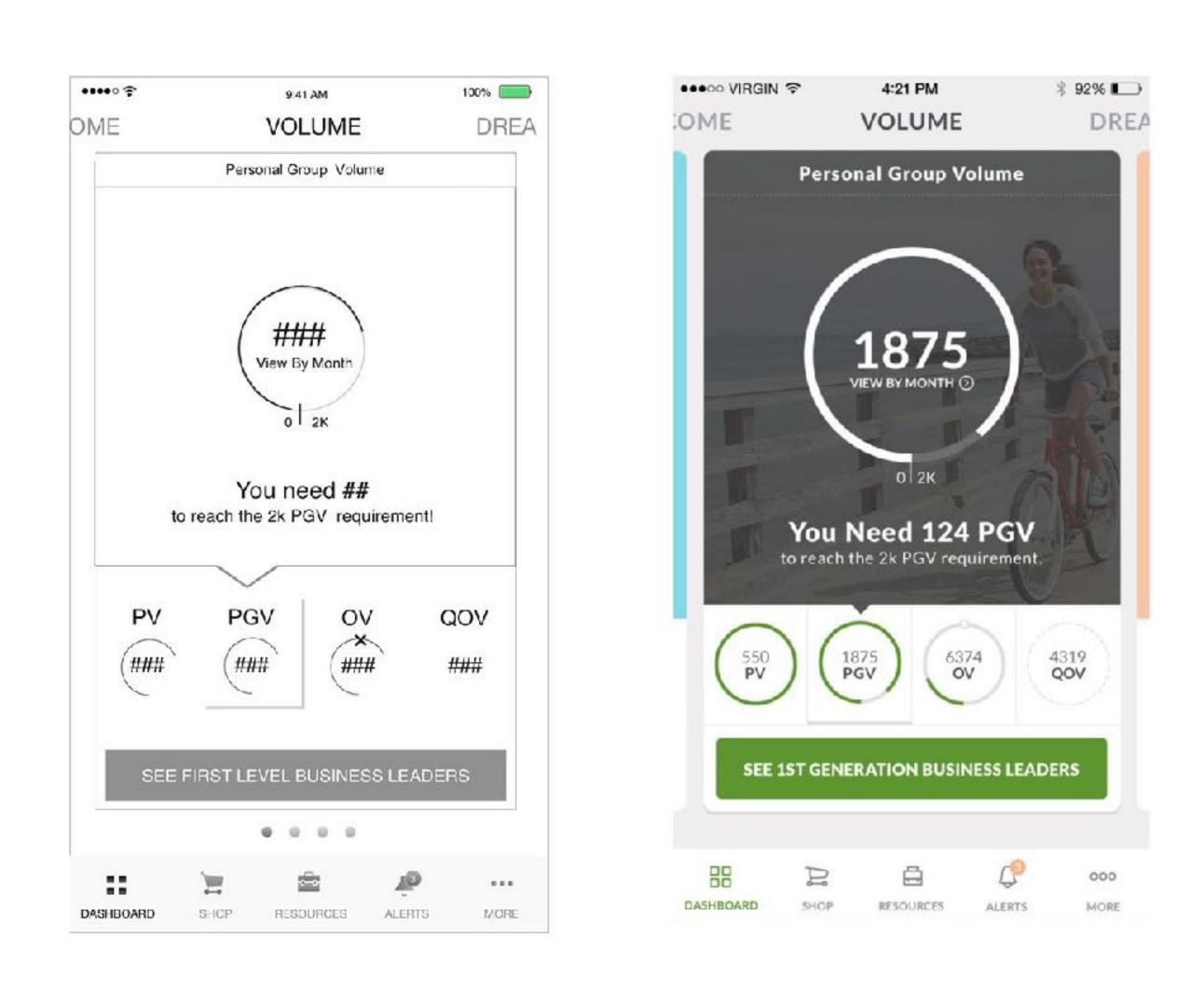
# **App inventory**

I was constantly communicating with the dev team (located in Texas) and the UI Designer to assure clarity on the functionalities and the interactions on the screen.



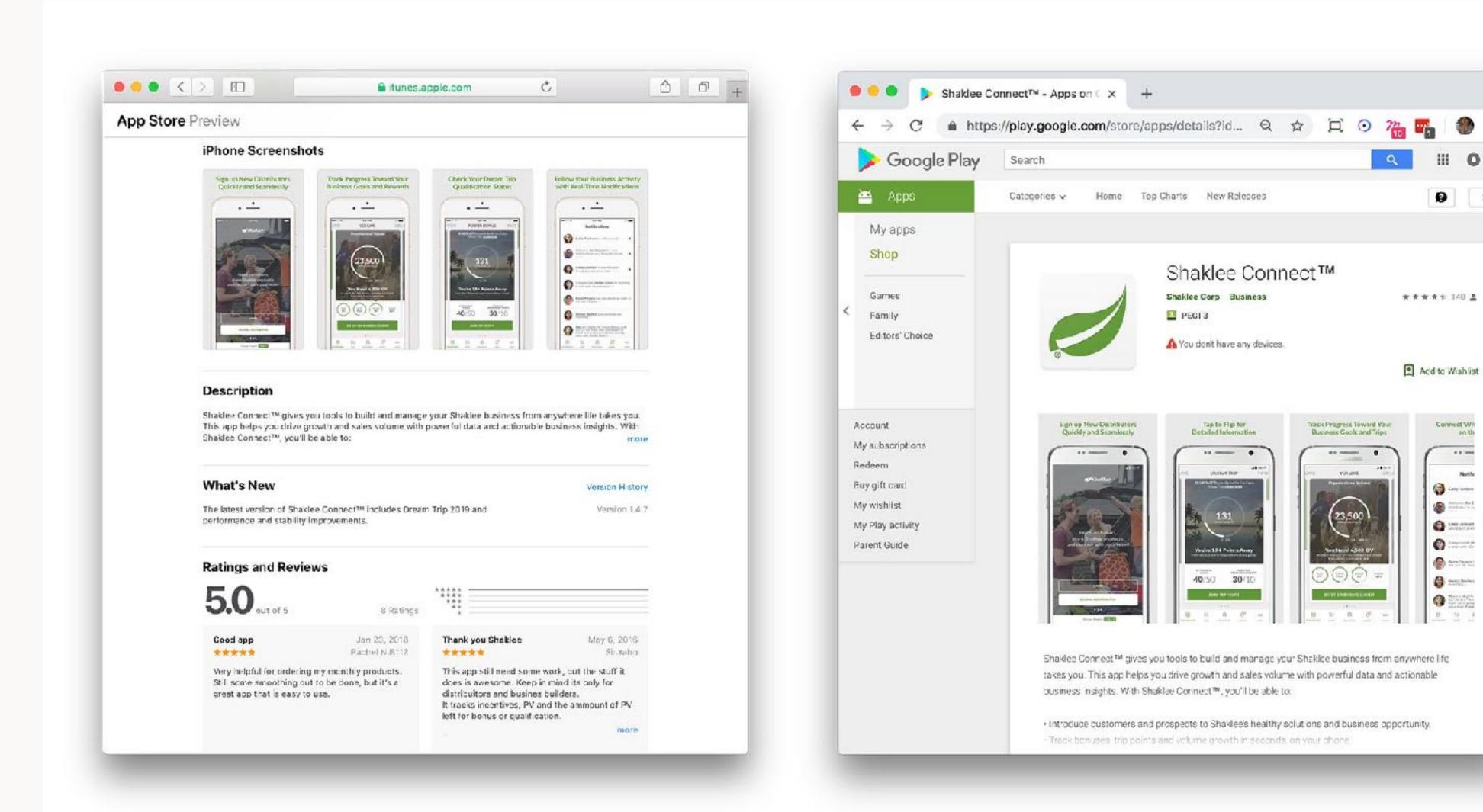
### **Annotated wireframes**

Client and development team were based in different locations. Presenting the design remotely was very important as well as thoroughly documenting the outcome.



## From Wireframes to Pixel Perfect Designs

I designed flows and wireframes to be presented and signed off by the client. I worked with a visual designer to ensure that graphics and animations supported the experience and delighted the user.



•

Theo

A multi-device app for Realtors

Helping a Startup to thrive



# Realtors

myTheo is a startup founded by real estate agents who wanted to solve the problems they encounter daily as realtors. I have the opportunity to see what is a startup in Silicon Valley and what are the stages and the challenges that it faces in order to be successful.

Also, the Real Estate Industry presents a very interesting challenge: who owns the data (MLSs - Multiple Listing Service) is not willing to give it away. At the same time, they need to provide data to Agents in order to be valuable.

From an interaction point of view, an Agent is local but always on the move, constantly networking with agents (teammates and foes) and clients. They obviously need the right information at the right time.

This and the fact that the product was being built by its users, made my challenge as UXer even more interesting.



# MyTheo: The Project

### **Kick Off**

The Client: myTheo Inc

Roles and objectives were defined and estimates on the effort expected where made. A roadmap with milestone was flashed out so to plan for the next sprints.

### **Discover and Define**

I planned and executed Stakeholders focus group and Interviews, and competitor analysis that helped to define business requirements, real budget, and desirable outcomes.

With the initial research findings, I started to flash out users pain-points, informational needs, and activities to be supported by the app.

## **Develop and Deliver**

My Deliverables:

I organised co-creation workshops with stakeholders and users to sketch tasks and activities;

I defined flows, annotated wireframes, and built prototypes on Axure and ProtoIO to test with users.

### **Useful Links**

- + MYTHEO WEBSITE
- + MYTHEO APP



## Roadmap

After the kick off meeting we established our roles, and our roadmap with milestone



## **Interviews and Card Sorting**

I planned and executed 12 user interviews that included a card sorting exercise, for both clients and agents. I explored the current experience and the information they needed.

#### Being a Real Estate Agent



#### Ally Brown, Real Estate Agent from 2005

Agent of buyer clients

Ally is around her 40', has 2 kids and a wonderful wife. She is an agent too.

She spends her weeks going up and down the Bay, browsing properties for her clients.

For Ally, a typical week starts on Tuesday, early in the morning: first, she checks emails and messages on her computer and smartphone from her clients. Then she updates a list of properties that she wants to see during the week.

The list she makes includes properties in all San Francisco neighborhoods. Some are properties that clients are curious about and some other are properties that Ally thinks some clients will like.

List is ready, coffee in her hand and away she goes

#### Activities and pain-points

It takes her an hour by car to get to San Francisco, where she has the most of the properties she will see on Tuesday.

Reaching the first property, Ally starts thinking about what to say to her clients about the neighborhood.

Once she is in front of the house, she notices a little crack coming down from the roof: that's something she has to check with Guy the roofer. Going inside the house she takes notes about things she likes and things she doesn't like. The bathroom needs a renovation that her friend Tom can do in 2 weeks, she better check ther with her as well.

The day passes by, once at home Ally takes a few moments to make a summary of what she has seen and then prepares a list to share with her clients, including her notes.

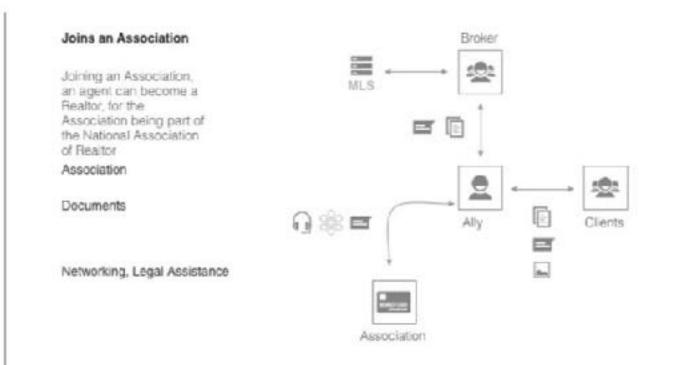
The day after. Ally does the same things she had done on Tuesday, but in a different area of the Bay: she goes south to Santa Cruz. Ther time. Ally has 4 properties she wants to see for one specific client.

Ally knows well ther client, she spent a couple afternoons, and exchanged many messages, with her and, her wife to understand their needs as buyers. Ally has stored all the expectation, her clients revealed her about the house. When Ally met their client, it took a few days before the client agreed that Ally was the right person to help her buy a new house.

While she goes to the first property she starts to record her thoughts: the neighborhood looks interesting and charming. The house from the outside looks perfect and from the inside seems just renewed. At the end of the day ther first house seems the only one her clients would buy.

The week passes by, and on Friday, Ally updates a list of all the open houses, her clients would love to see that weekend.

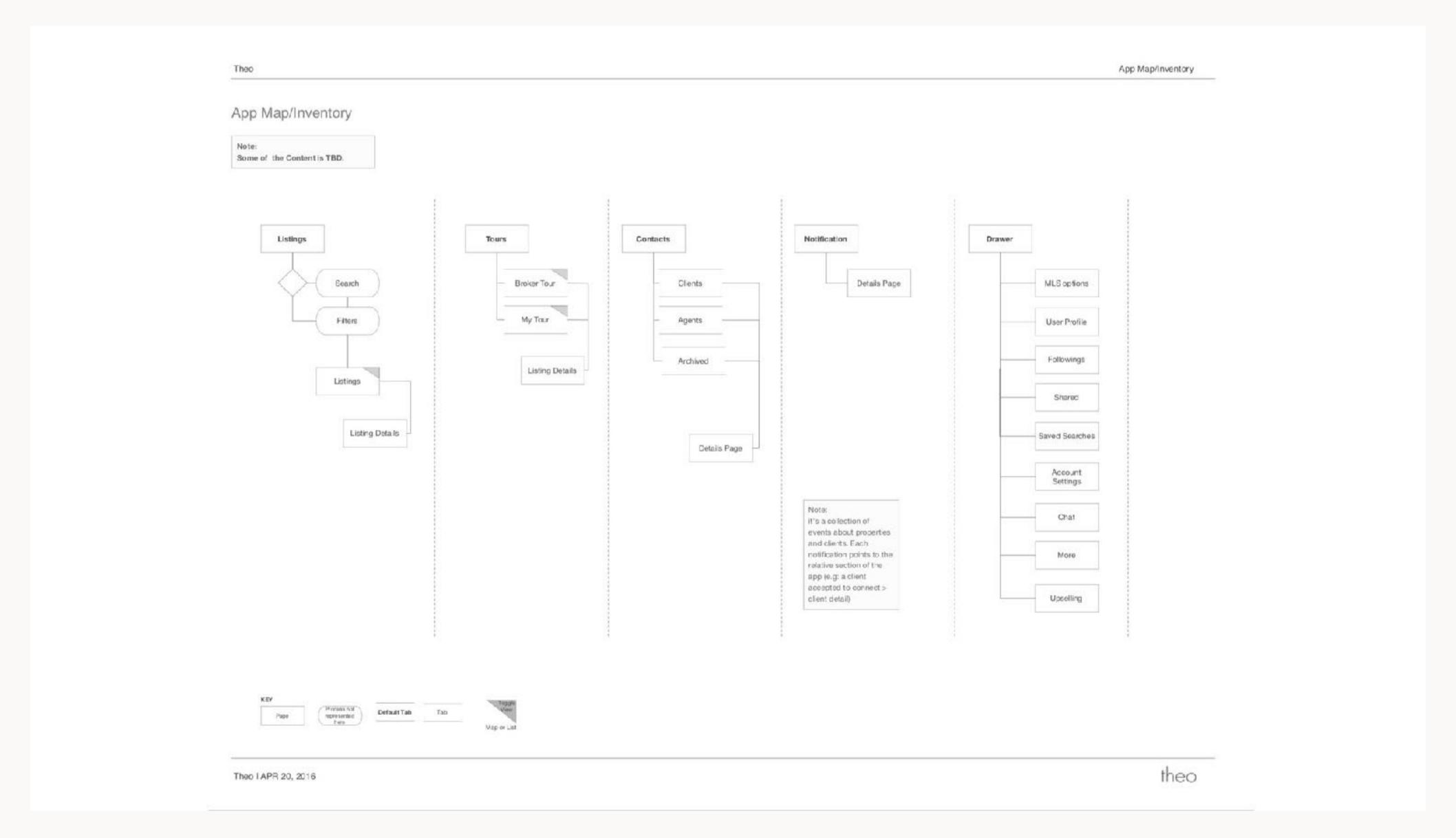




#### Day by day as a Real Estate Agent

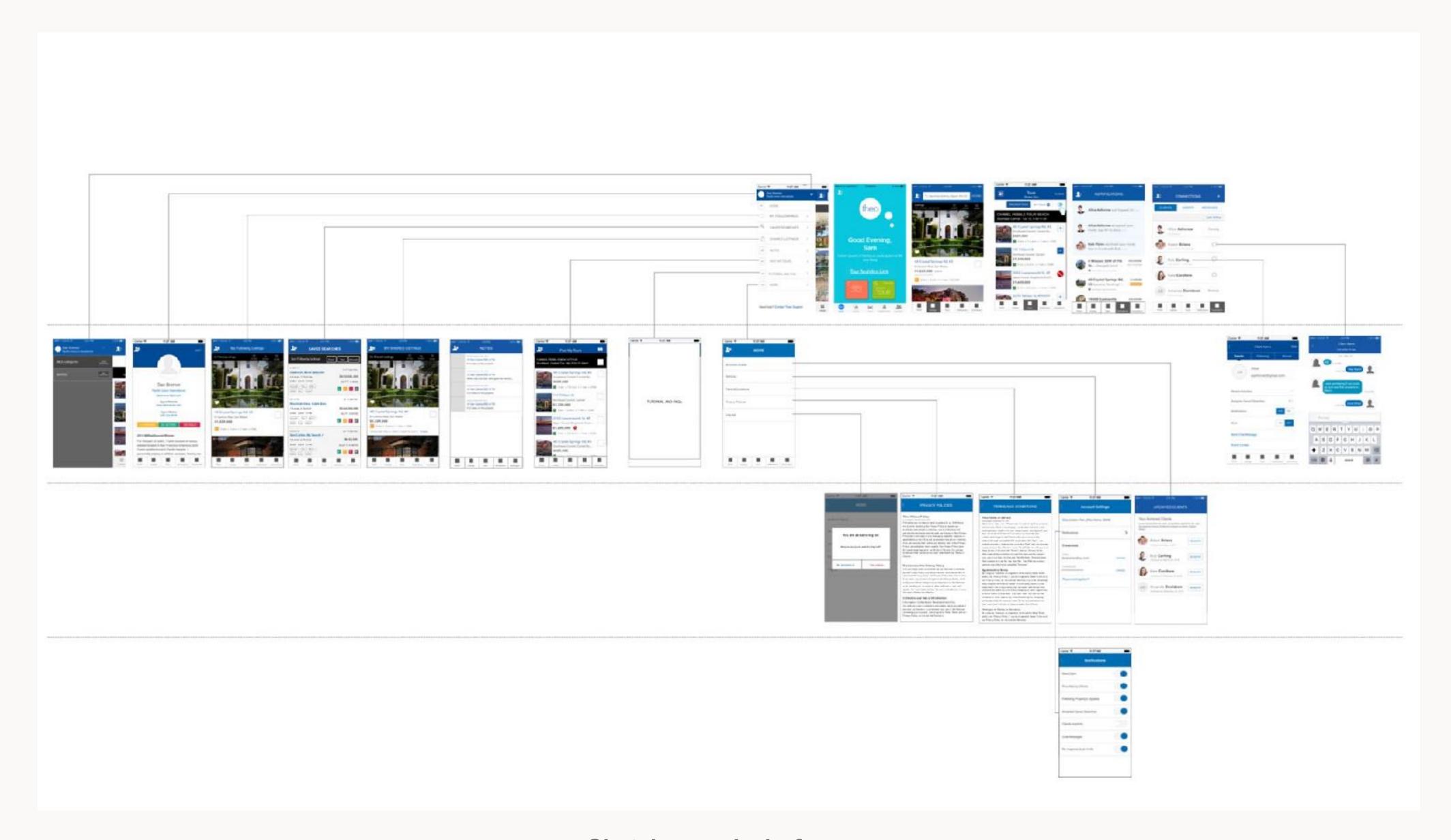


## Personas



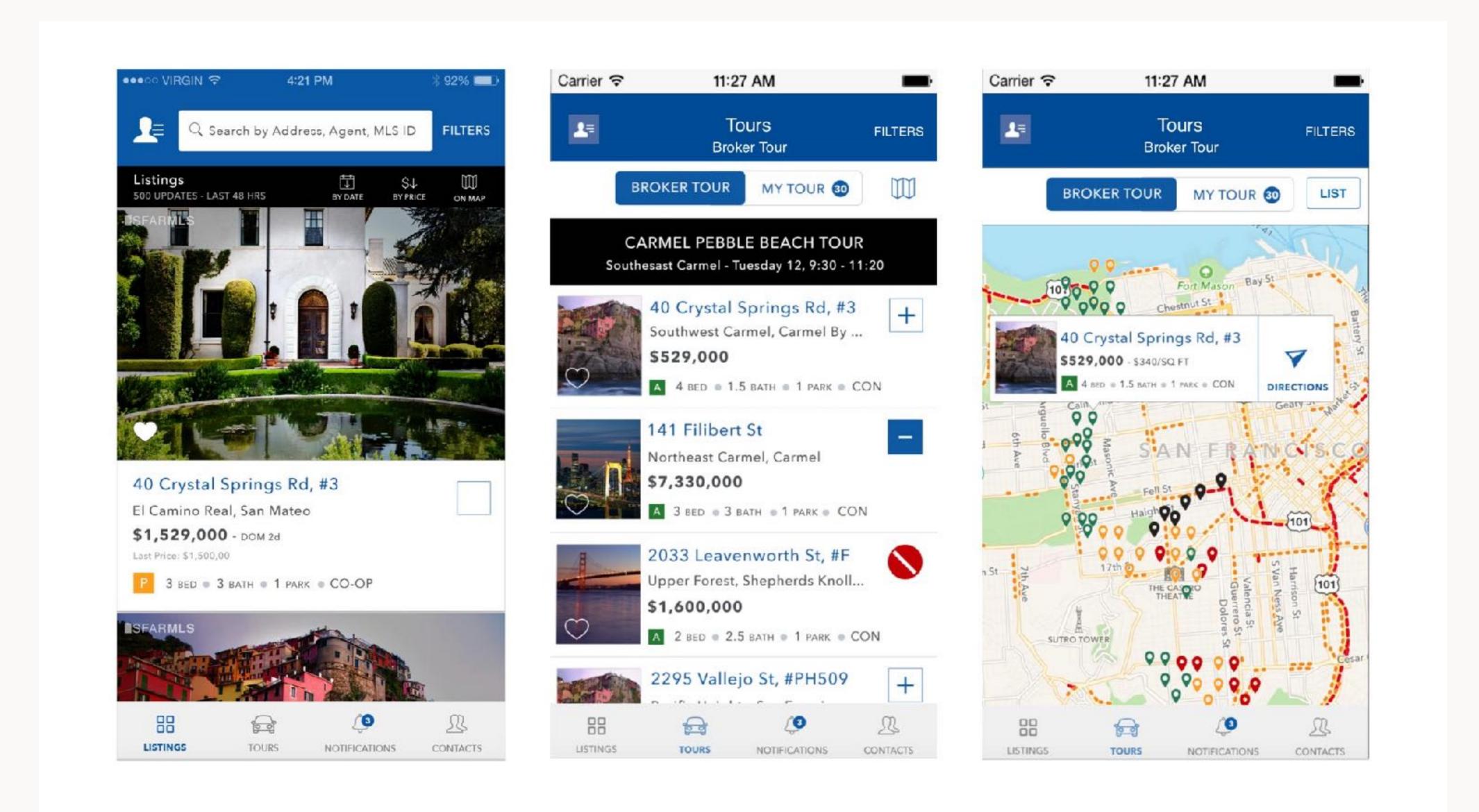
App inventory

I was now able to identify the main screens and functionalities needed.



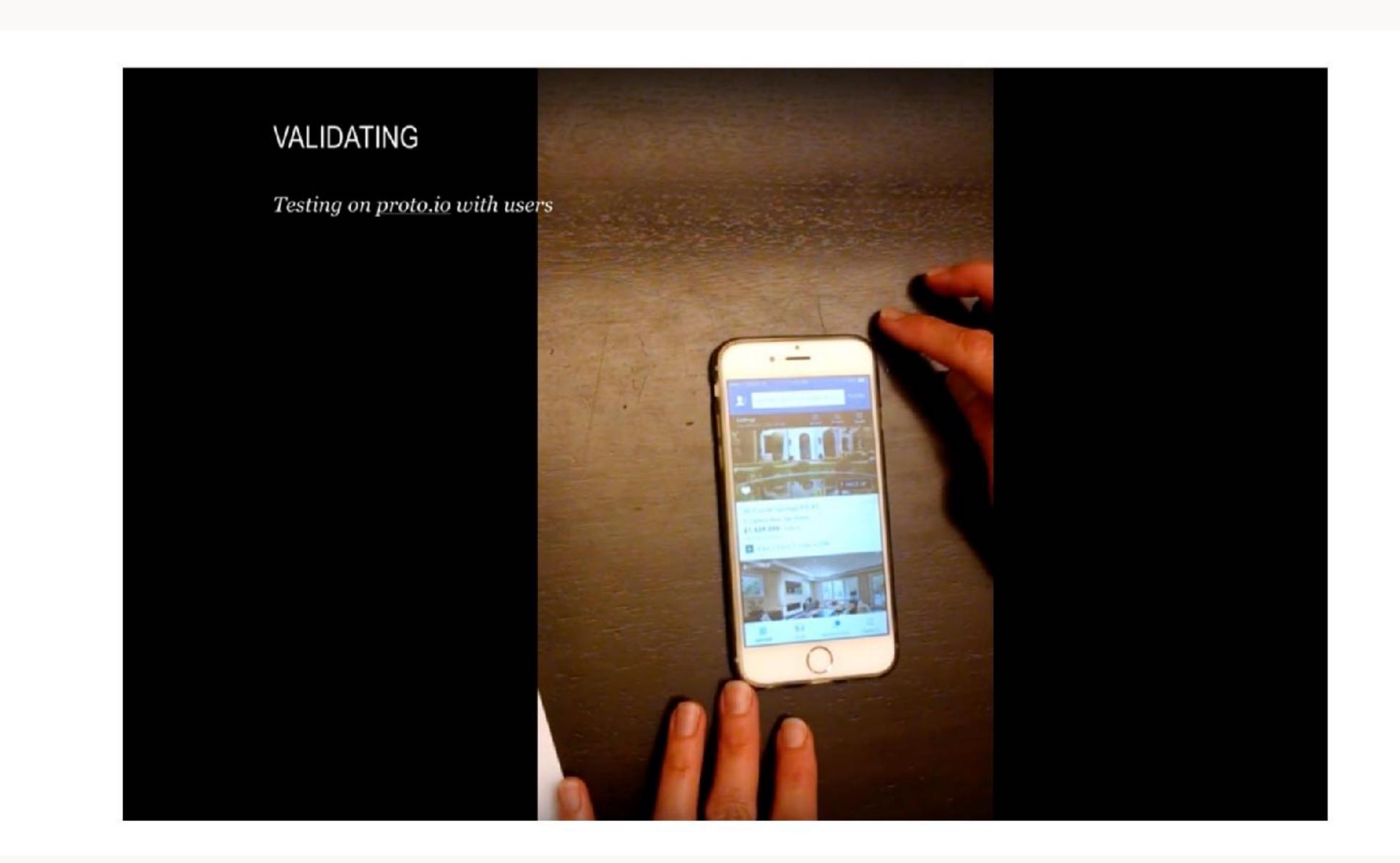
## **Sketches and wireframes**

I sketched the screens adding more details on interactions and messaging.



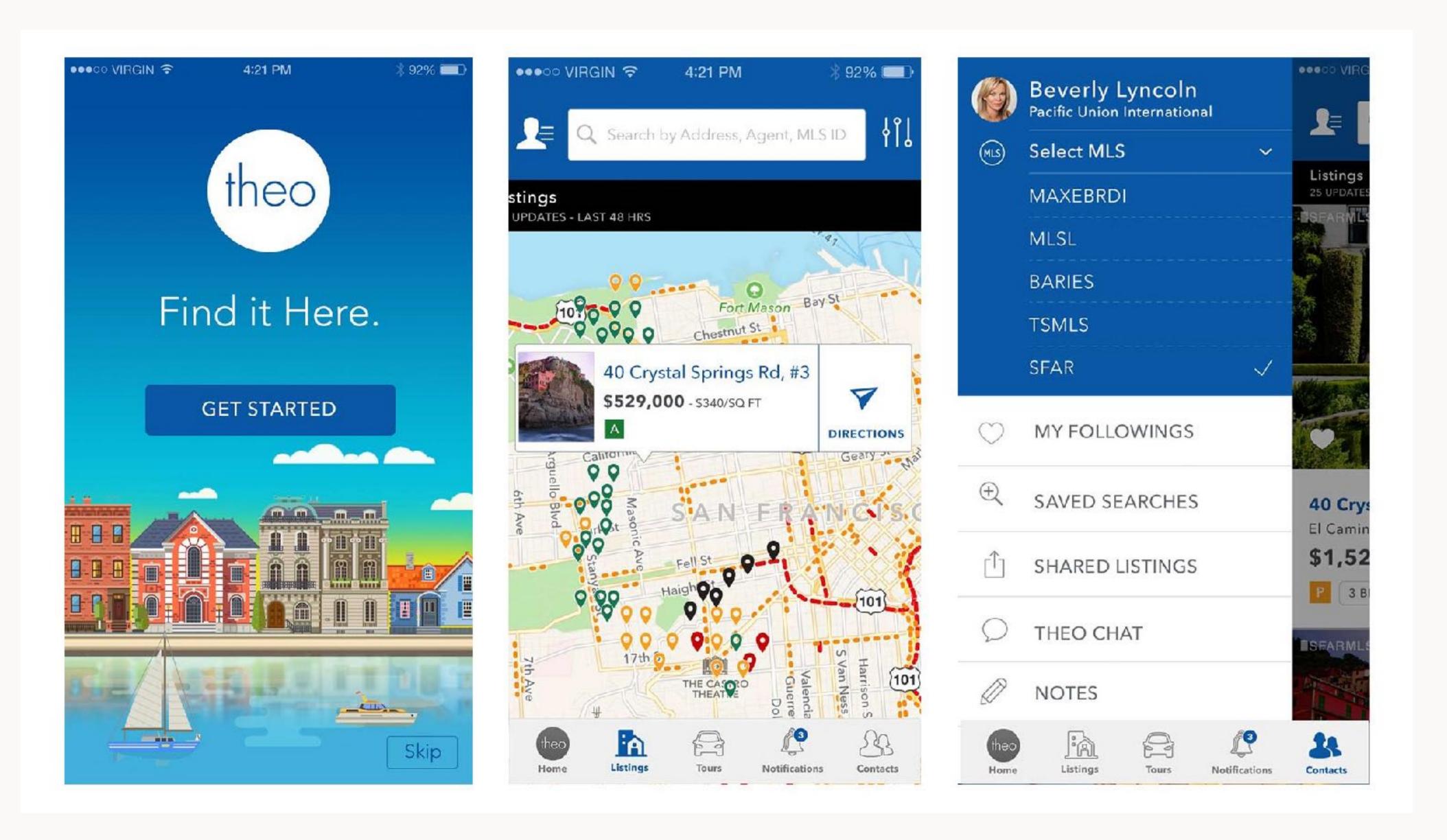
**Low and Hifi Prototype** 

I refined the wireframes and brought them on ProtoIO to be prototyped



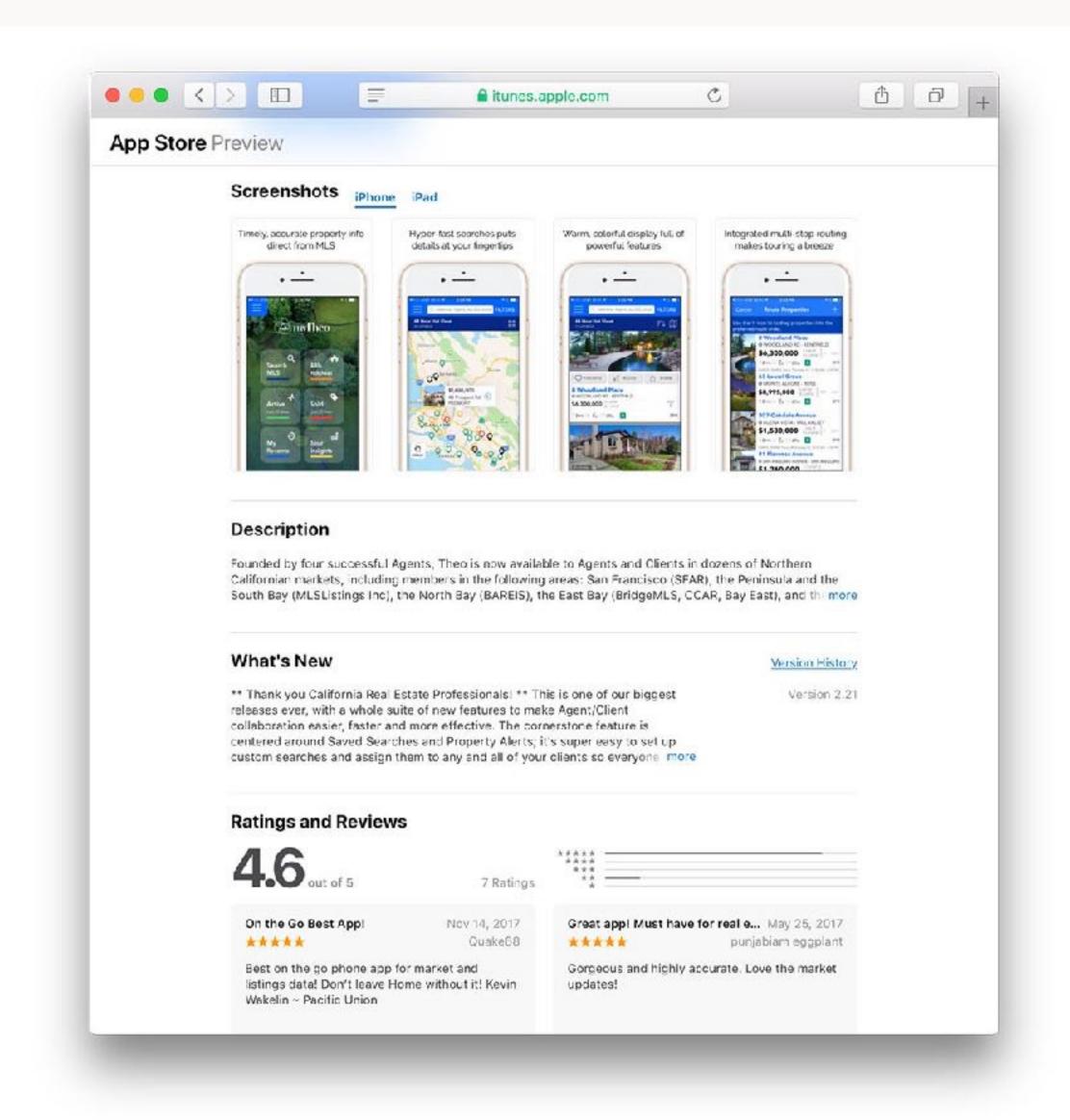
**User Testing** 

When the prototype was ready, I tested the designed flows and the information architecture with users.



From Wireframes to Visual Designs

I worked closely with a visual designer to create a smooth and delightful experience.



Find MyTheo in the store

Altaterra
The Roof Windows Shop

Co-Designing an e-commerce website in a multinational team

# Aqueduct in London

After three years of sunny California, I wanted to get back to the Old Continent to be closer to our families.

In London, I started to work in an agency called Aqueduct, where I led the team and our clients during the journey of their next digital success.

My first client there was Altaterra, an online roof windows shop. They wanted to redesign their website addressing international audiences.



# Altaterra: the project

### **Kick Off**

The Client: Altaterra, an online roof windows shop. They wanted to redesign their website addressing international audiences.

We identified roles and the scope of the project, taking into account the existing research and material that the client already had.

The biggest challenge was to ensure the stream of work across six different countries.

They had also the development team outsourced from two different consultancy firms.

### **Discover and Define**

When I joined the project, this Client had a very insightful marketing research, a lot of insights on customer behaviours from their customer service.

I confirmed most of their knowledge with semistructured interviews to users, defined their User Universe, Personas and User Journeys.

## **Develop and Deliver**

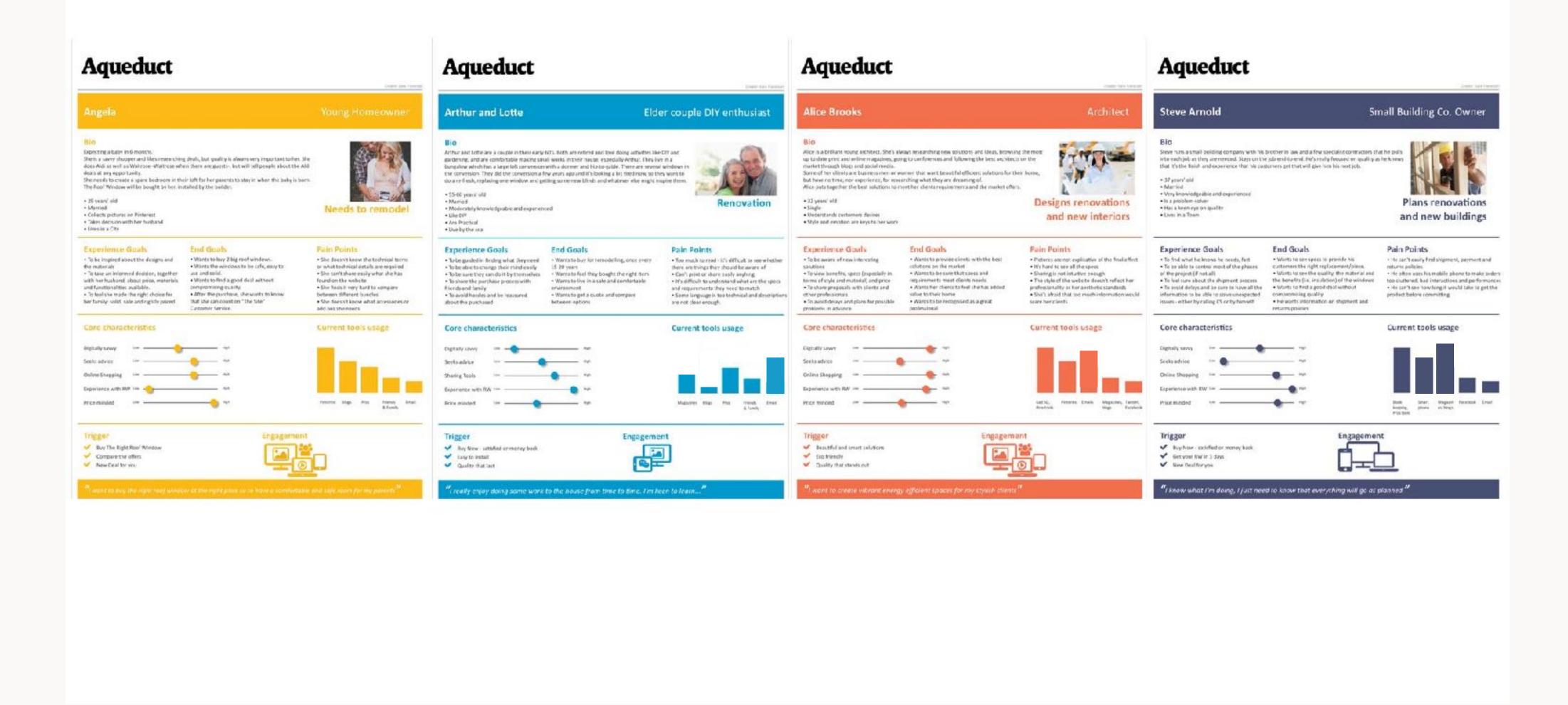
My Deliverables: Sketches, flows and annotated wireframes, that I use in client workshop where we co-design some of the area of the website.

I also prototyped (in Axure) most of the tasks that I user-tested.

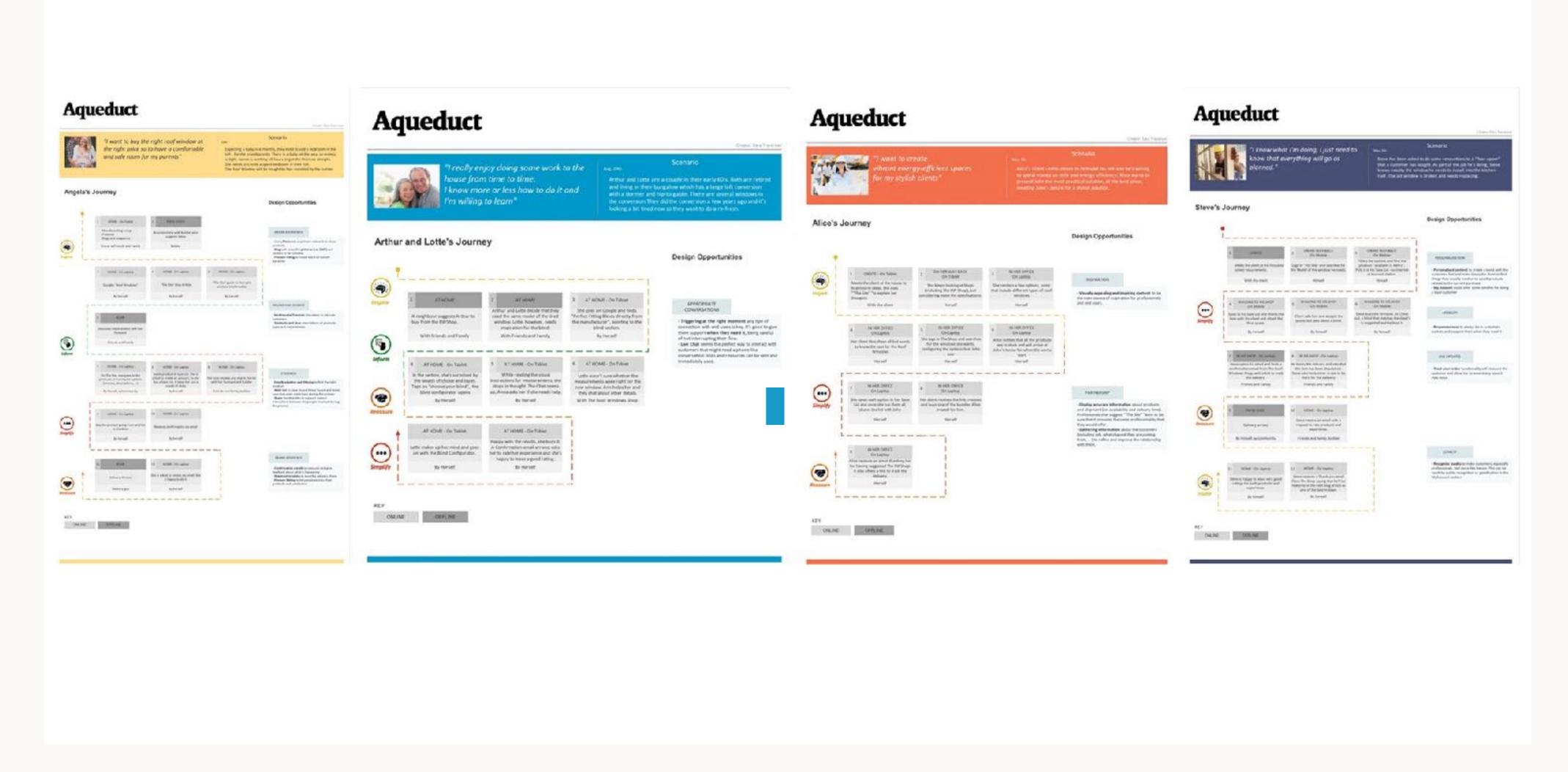
When the development team had enough to show the overall design, I also made an audit of the website.

### **Useful Links**

+ THE WEBSITE

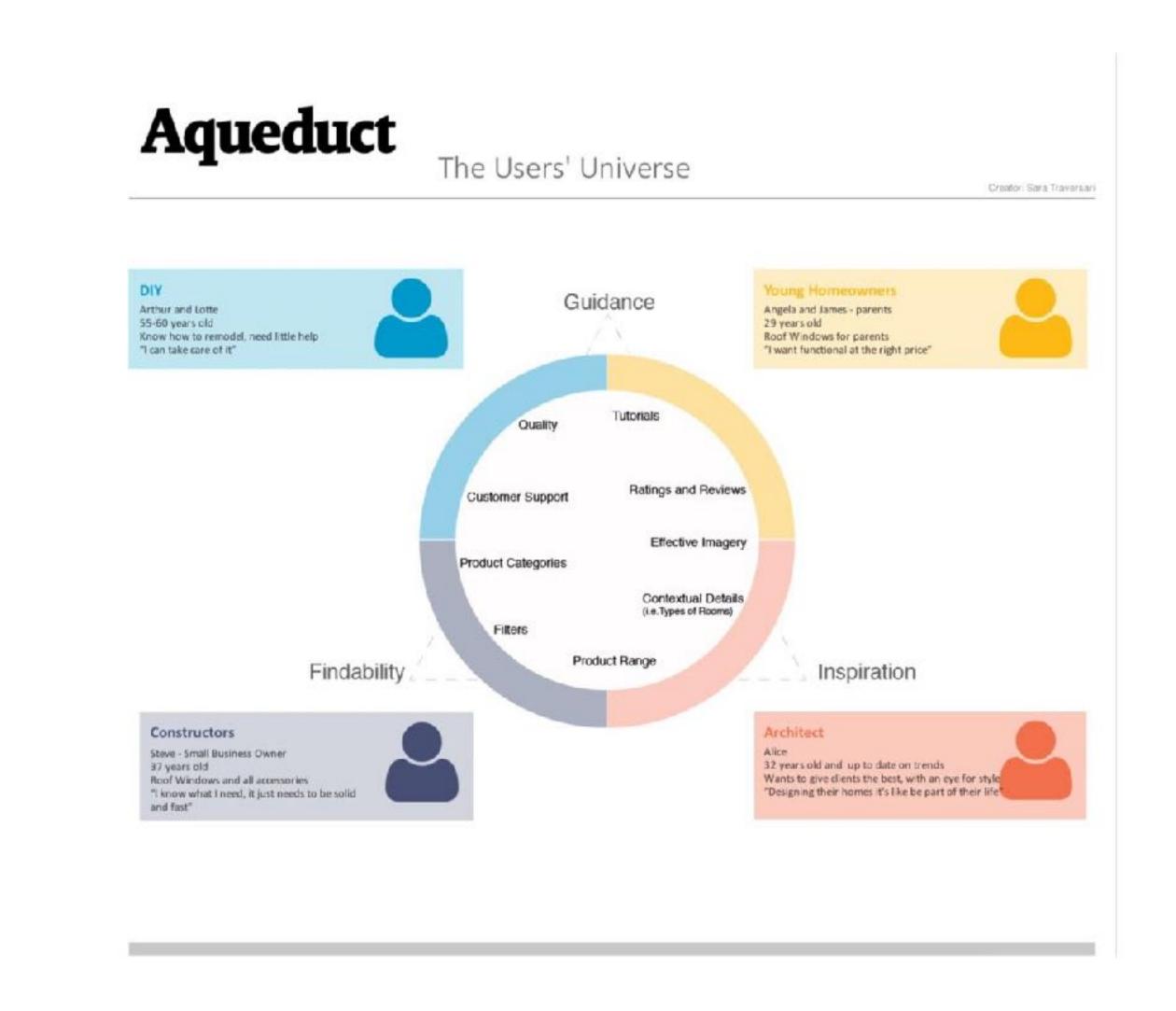


## Personas



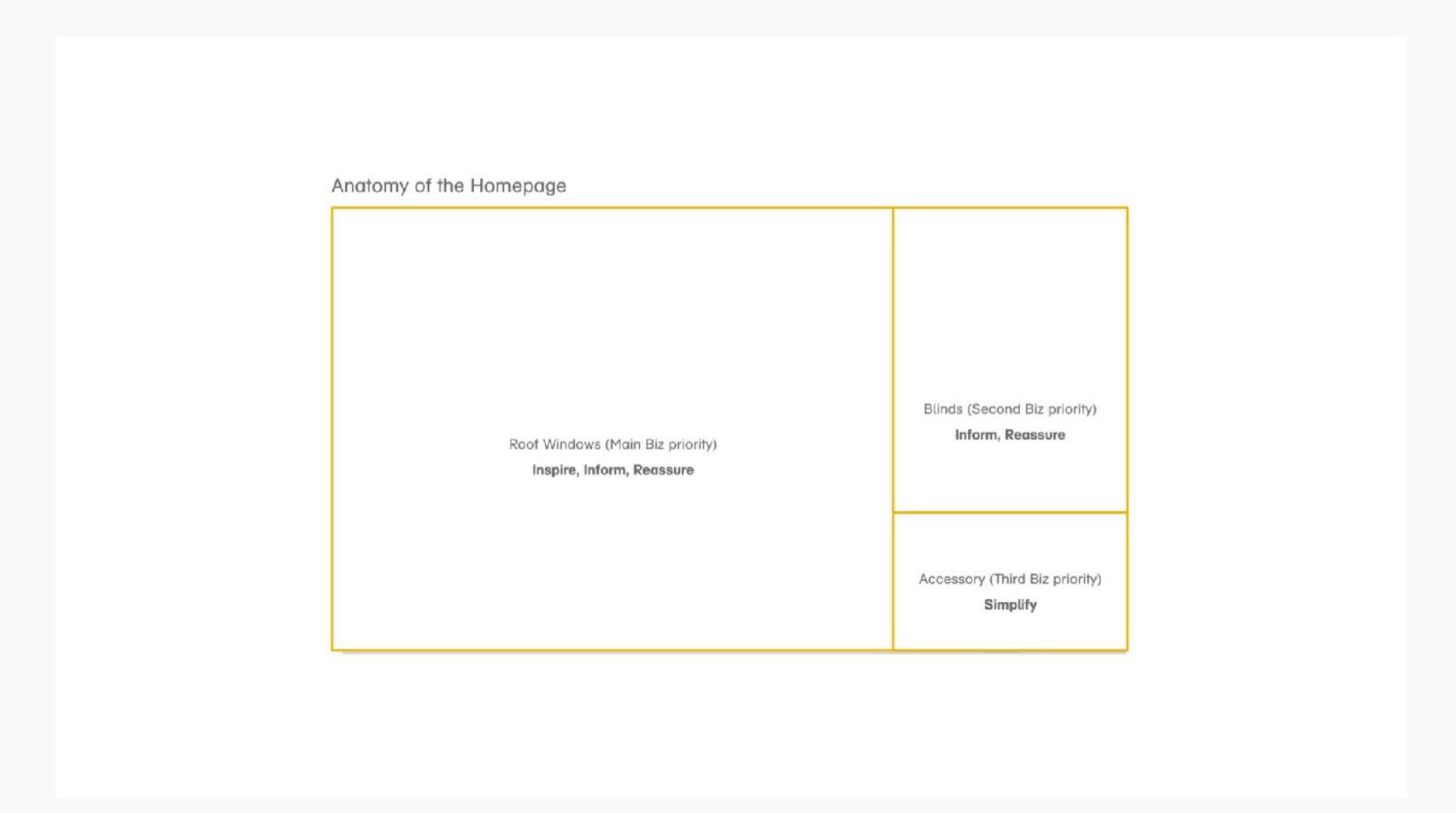
# **User Journeys**

I then defined the user journeys and the design opportunities for each type of users.



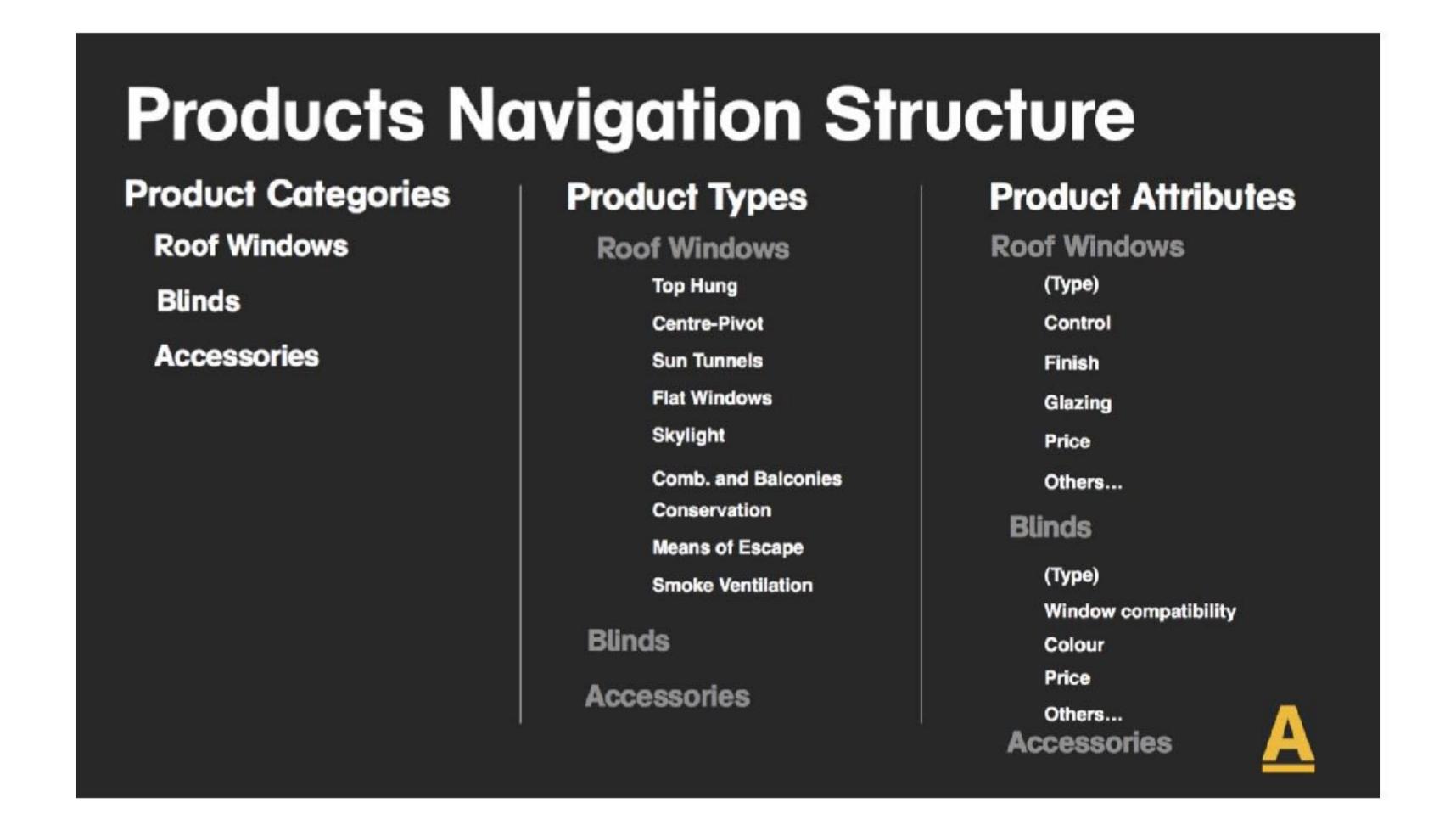
## **The Users Universe**

Each Persona was mapped against the needs that they expressed. This helped in shaping the content strategy.

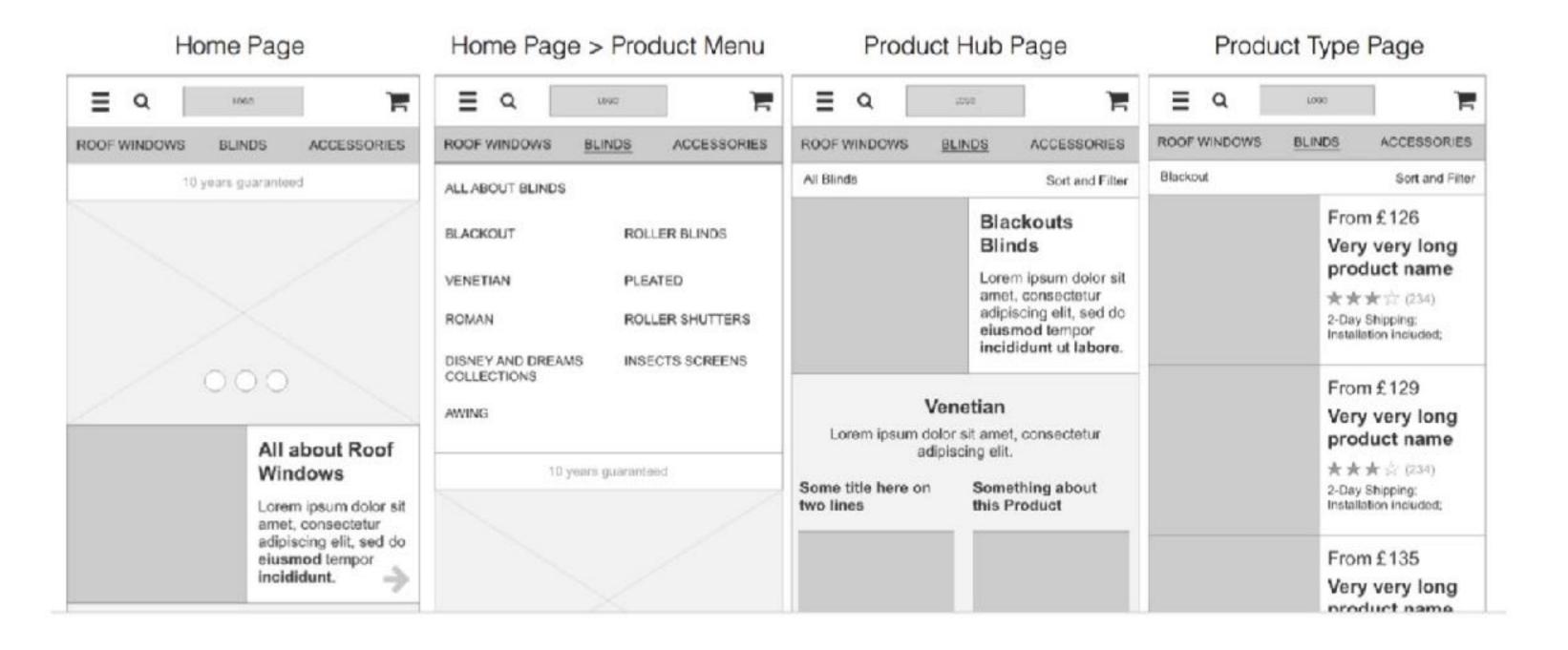


# **Homepage Priorities**

I defined the best content strategy to meet users and business needs.



# Megamenu: a tradeoff



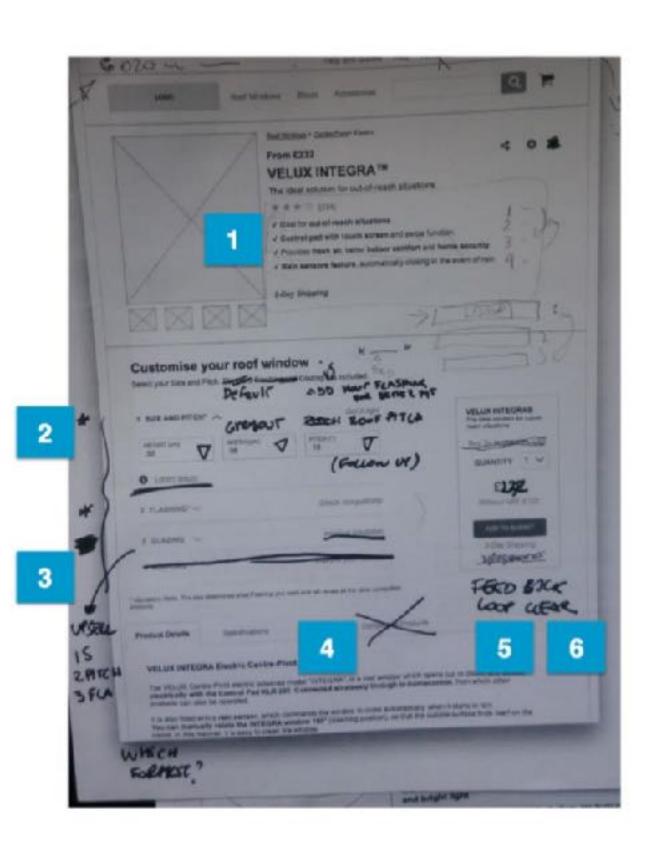
## Megamenu Mania

Using a mobile first approach I layout the information defining the experience on mobile and desktop.

# **Product Page**

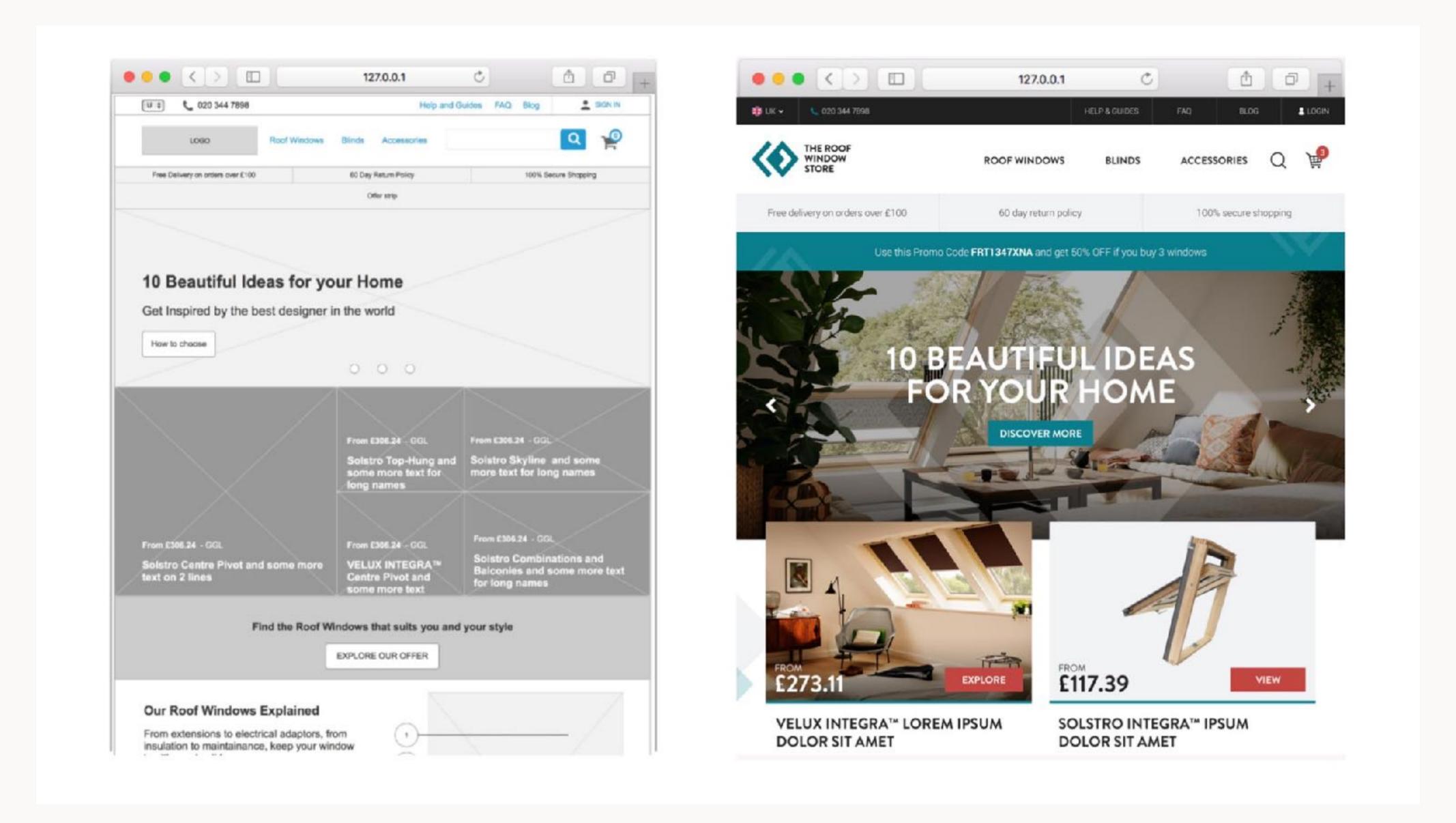
- Defined how many bullet points (from 3 to 5). Anchor to Specs
- Height and Width in dropdown (height will filter the available widths)
- Remove Add-ons and put Roof Pitch on its own.

  Pitch options need images. Remove Roof Pitch.
- 4 Remove Compatible products
- 5 Add link to shipment details.
- Investigate price look and feel for when offers and discounts are on.



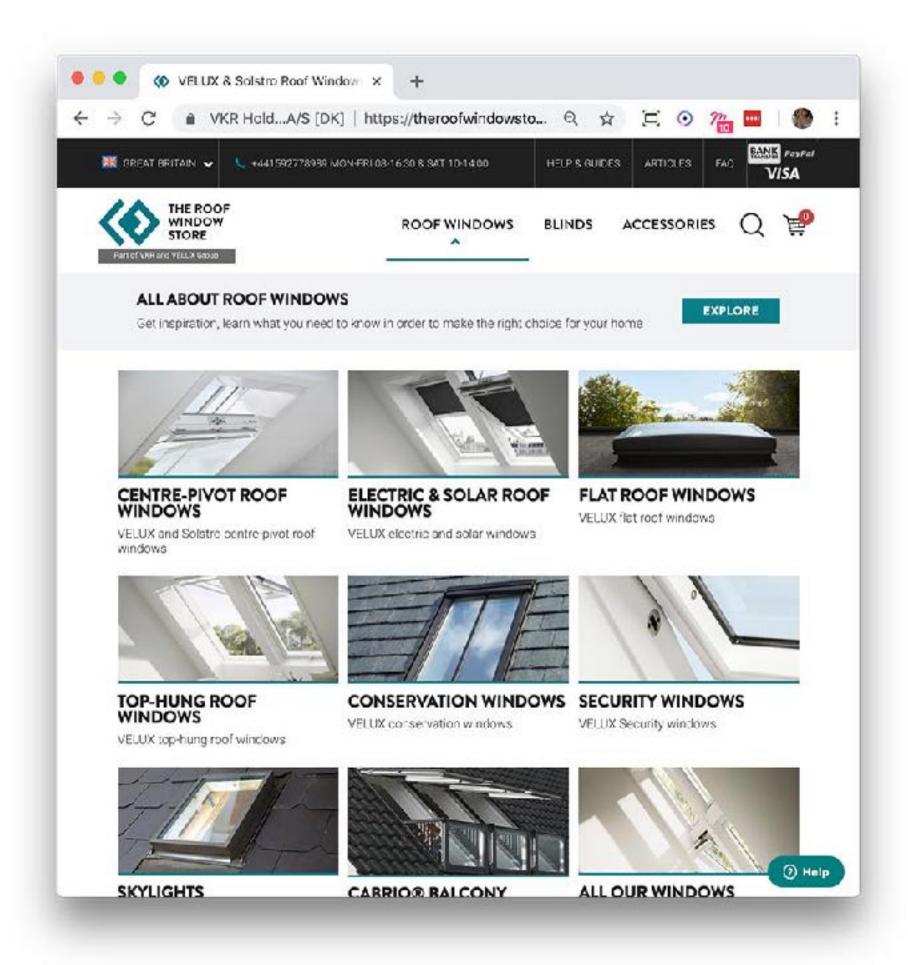
## **Co-Creation**

I organised and led workshops with the Client and involved them in the design phase.



**User Testing** 

I prototyped and tested the flows with the users and I directed the visual designer to reach a delightful experience.



Tottenham Hotspur

A website for a Football Club

Bringing the digital mindset in complex organisations



# Tottenham Hotspur: Intro

This is one of the most interesting project I've worked on in terms of client relationship.

Here is the background: 20 + stakeholders, each one of them head of a department, each one closed in her own office with limited budget and under constant pressure. A board that wants to steer the mindset of the organisation to be more digital and that hired three consultants from another digital agency to achieve this.

The Client product owner was an entity of four people: the head of marketing, the head of technology, the head of content and the newly hired project manager. The responsibility of the project was namely on the head of content, but the other three wanted to have the final word.

My job was to lead the client and my team during the project: from defining the best strategy for the club and their fans, to user testing the mock-ups of the solution.



# Tottenham Hotspur: the project

#### **Kick Off**

The Client: Tottenham Hotspur F.C.

I started the kick off meeting by introducing the design process I wanted to follow for this client, making sure that all the phases were clear to them.

With our Client Service and Pm, we flashed out the plan and what we needed from both sides to be able to execute it.

#### **Discover and Define**

For the discovery phase, I planned and executed the following activities:

- As is analysis
- Stakeholder interviews User Research

This allowed me to set business goals, user needs and defined the UX strategy to address both.

### **Develop and Deliver**

My Deliverables: Sketches, flows and annotated wireframes, that I also presented to the client in a series of workshop.

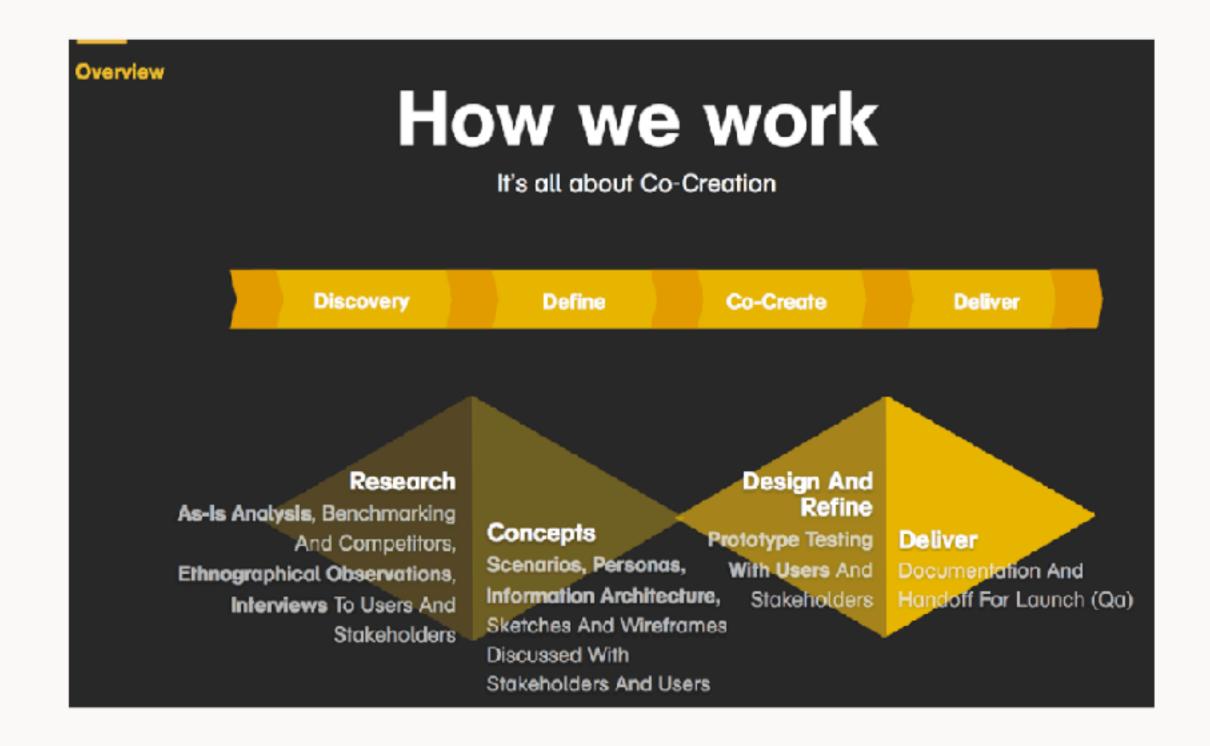
# The Plan

One key part of this project, was to educate the client to the process.

I did a series of workshop with the four product owners to educate them to design thinking principles and methods.

Every Sprint I'd reiterate part of the workshops to foster collaboration and adoption of shared goals from the Client side. This enabled me to lead the whole team on a shared roadmap.

I also spent a lot of time in their offices during the stakeholder interviews and brought them into our offices during the design phase.



# Discovery Phase

I sticked to the process, starting with defining the business needs.

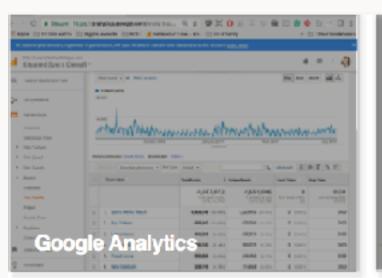
To understand better the Client and their their fans, I planned and executed the following activities:

Existing material analysis: the Client already had google analytics, marketing researches, competitor analysis that I expanded and refined

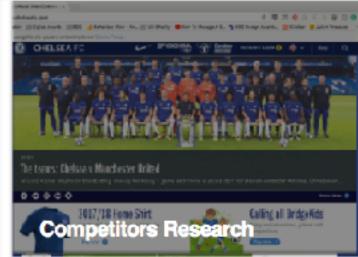
20+ stakeholder interviews: I designed and conducted the interviews covering heads of department and members of the board

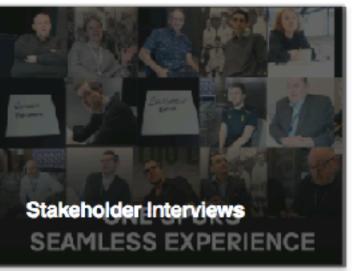
User Research: 15+ user interviews; one field observation, a diary study, and an online questionnaire that provided more than 400 answers

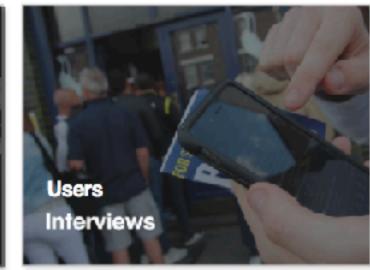
I used each activity to inform the final design strategy. At the end of each activity, I organised a workshop with the Client to share and discuss the insights and the following steps to be made.

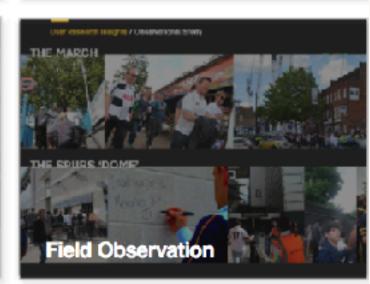


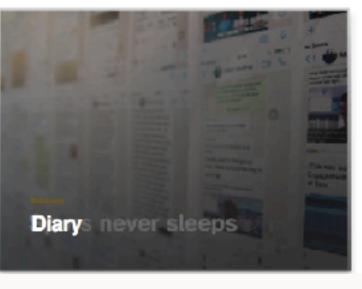






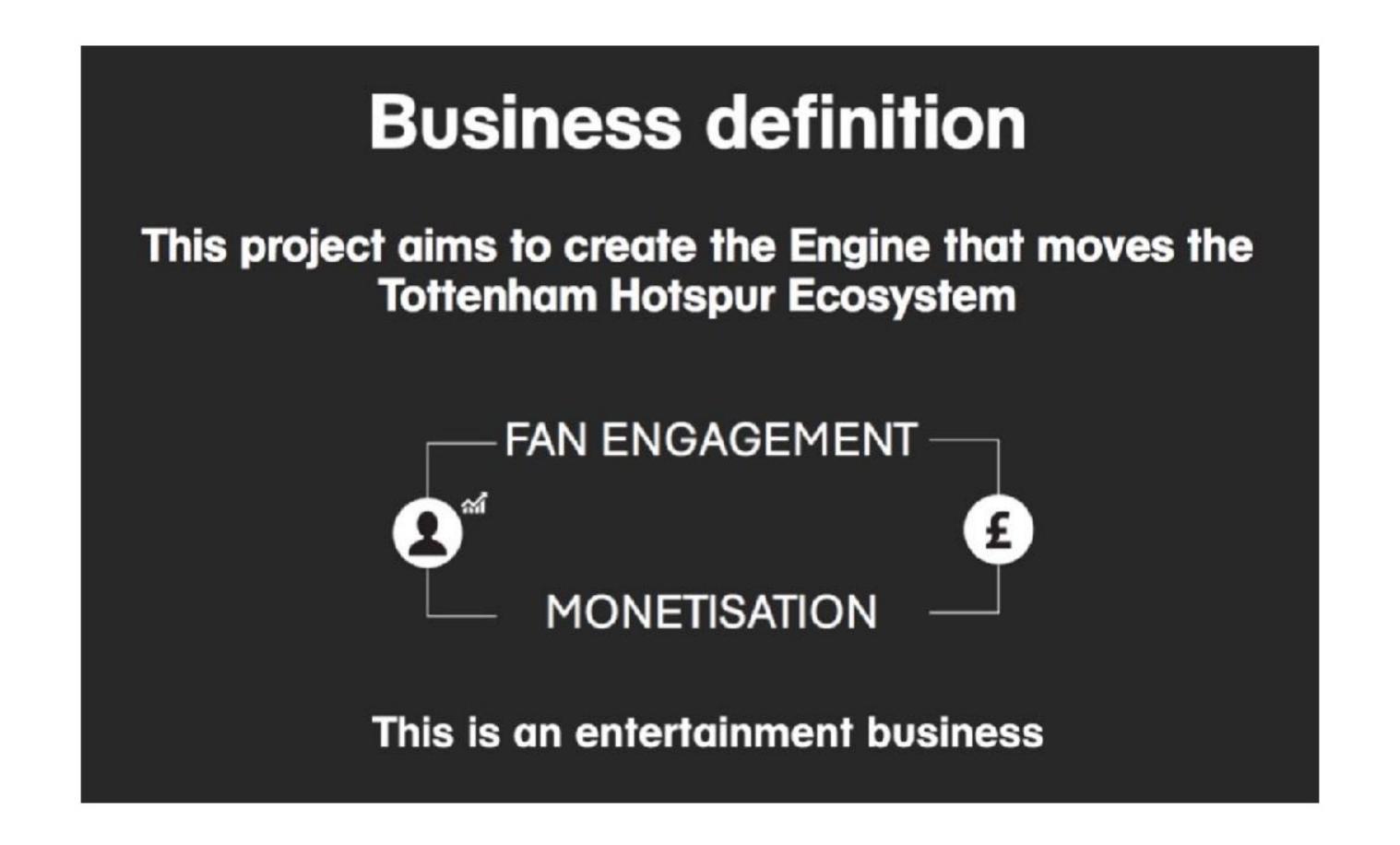






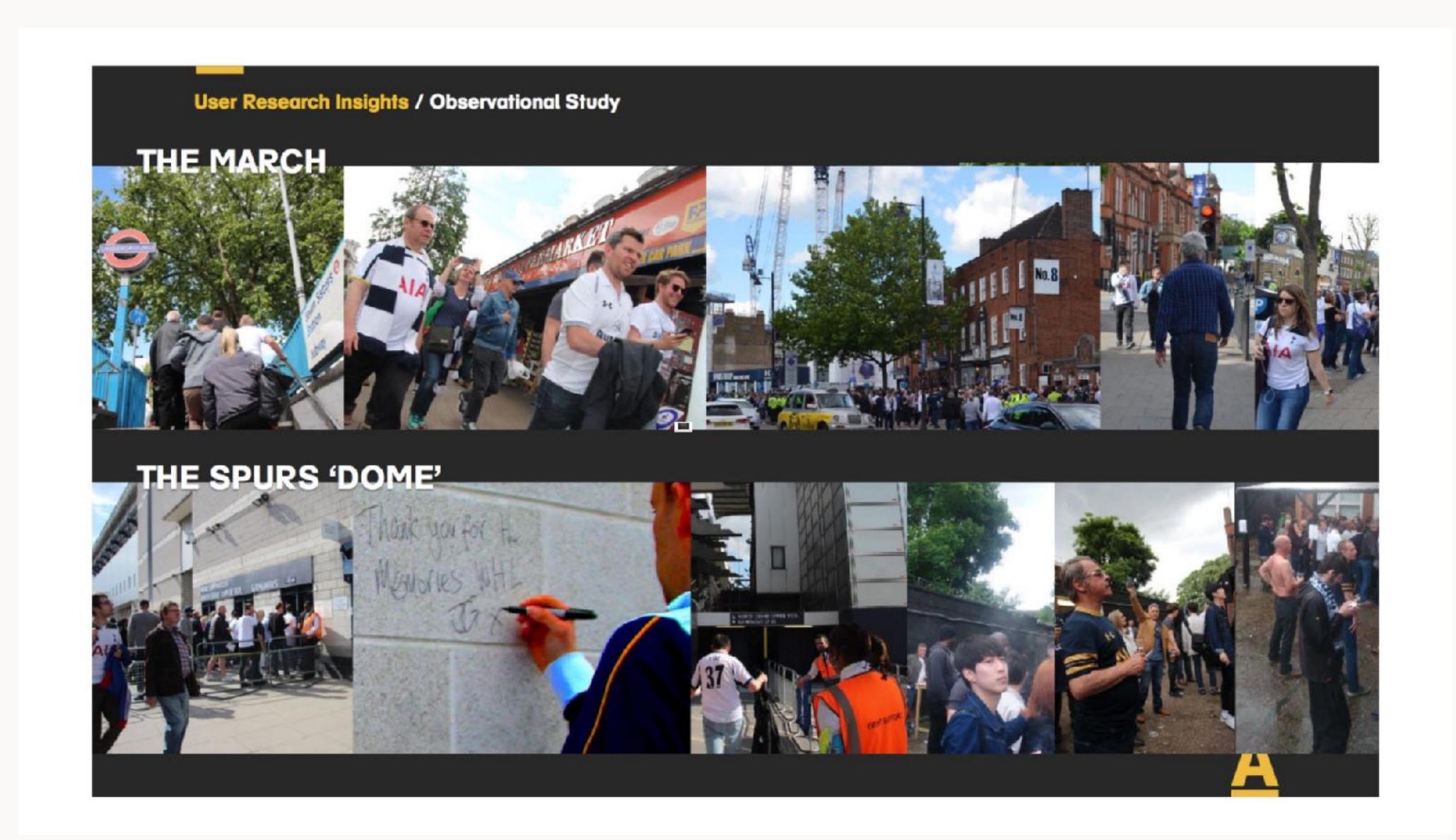






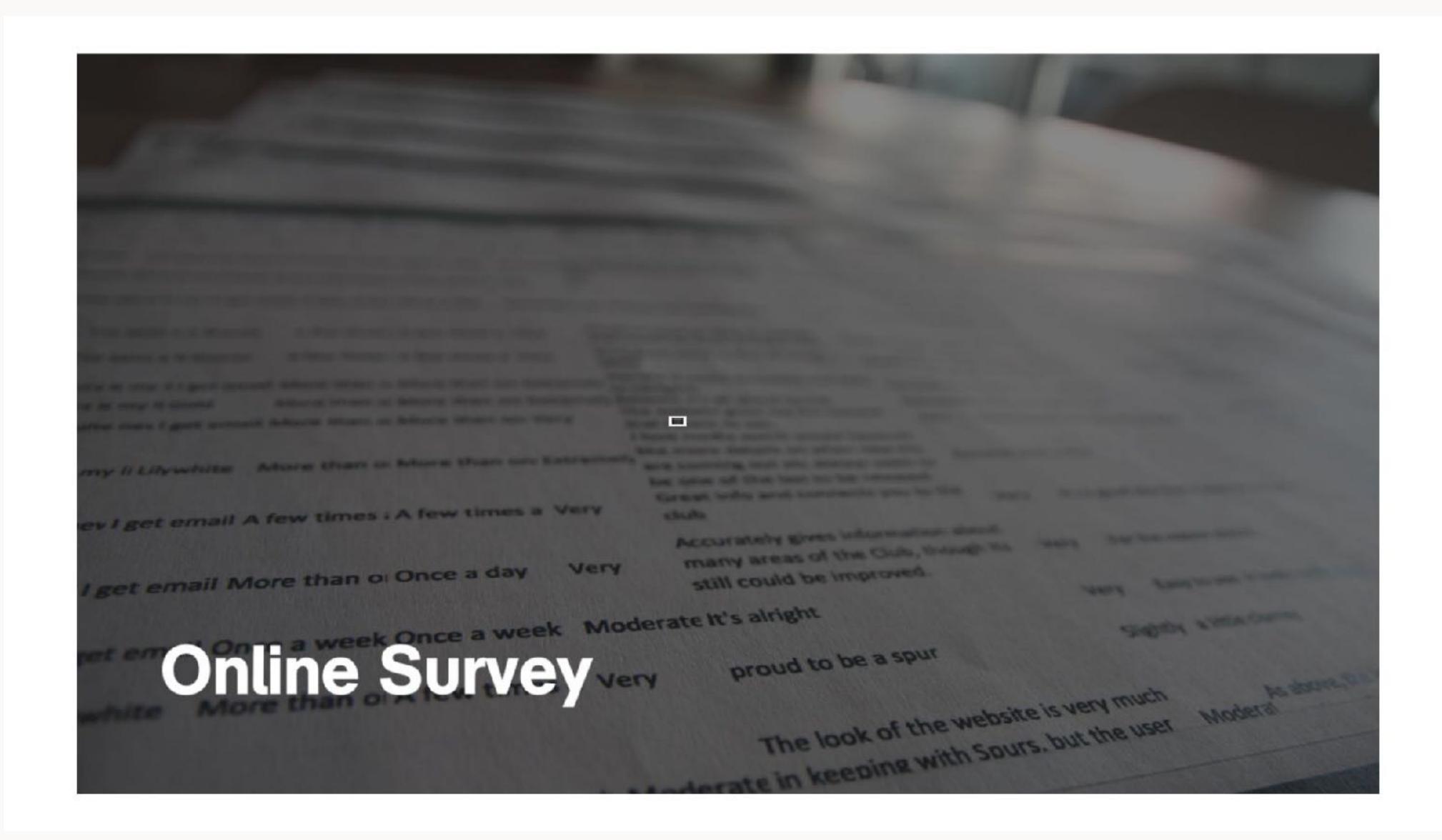
#### **Business Goals**

The discovery phase brought to the definition of the strategy from the business point of view. My job was to help the Client reach this definition.



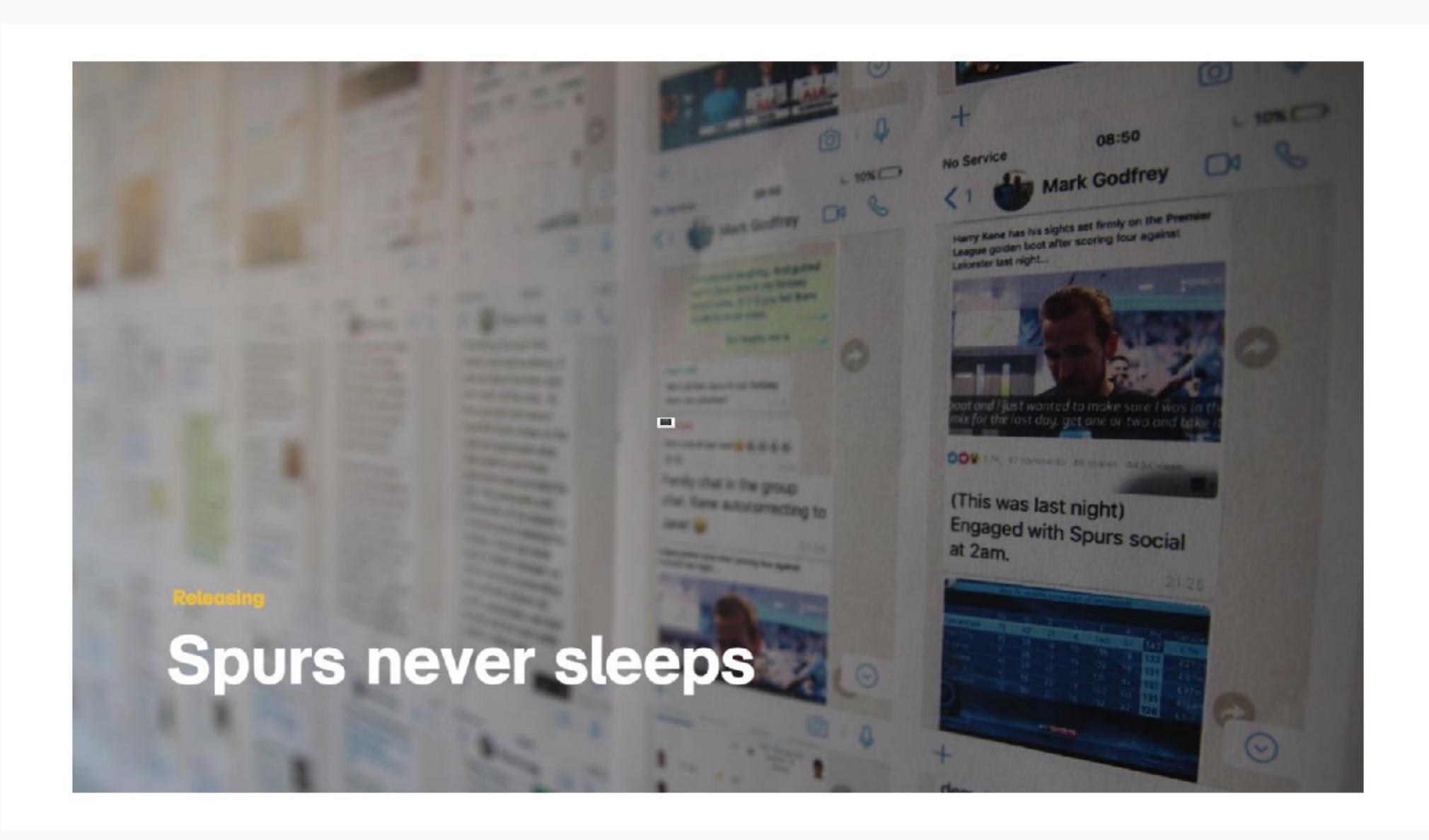
### **User Research: Field Observation**

In order to familiarise with the context where fans' activities happen, I walked to the stadium during a match day.



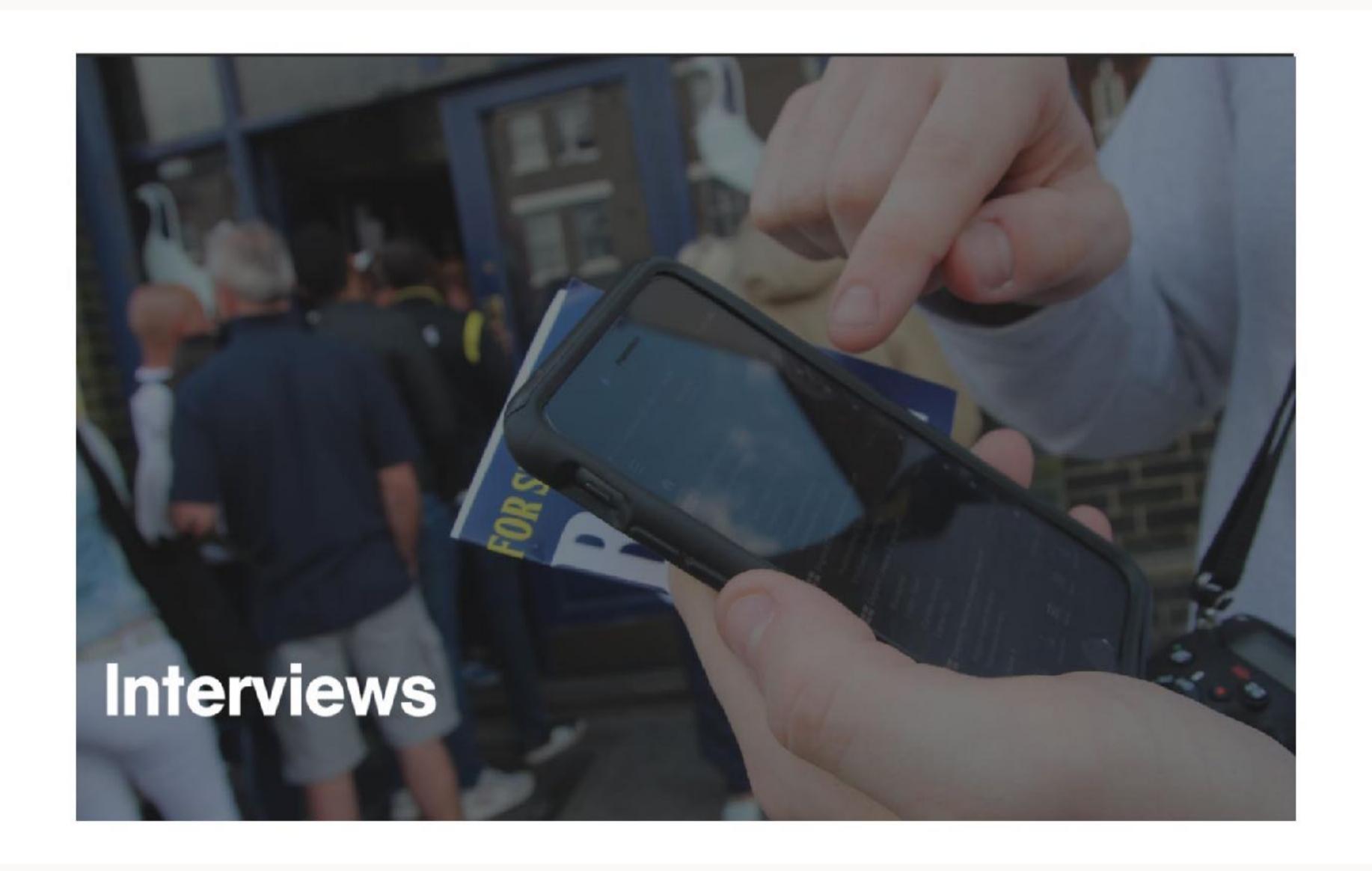
**Online Survey** 

In order to assess what was the current experience of the website, I designed an online survey for visitors of the website.



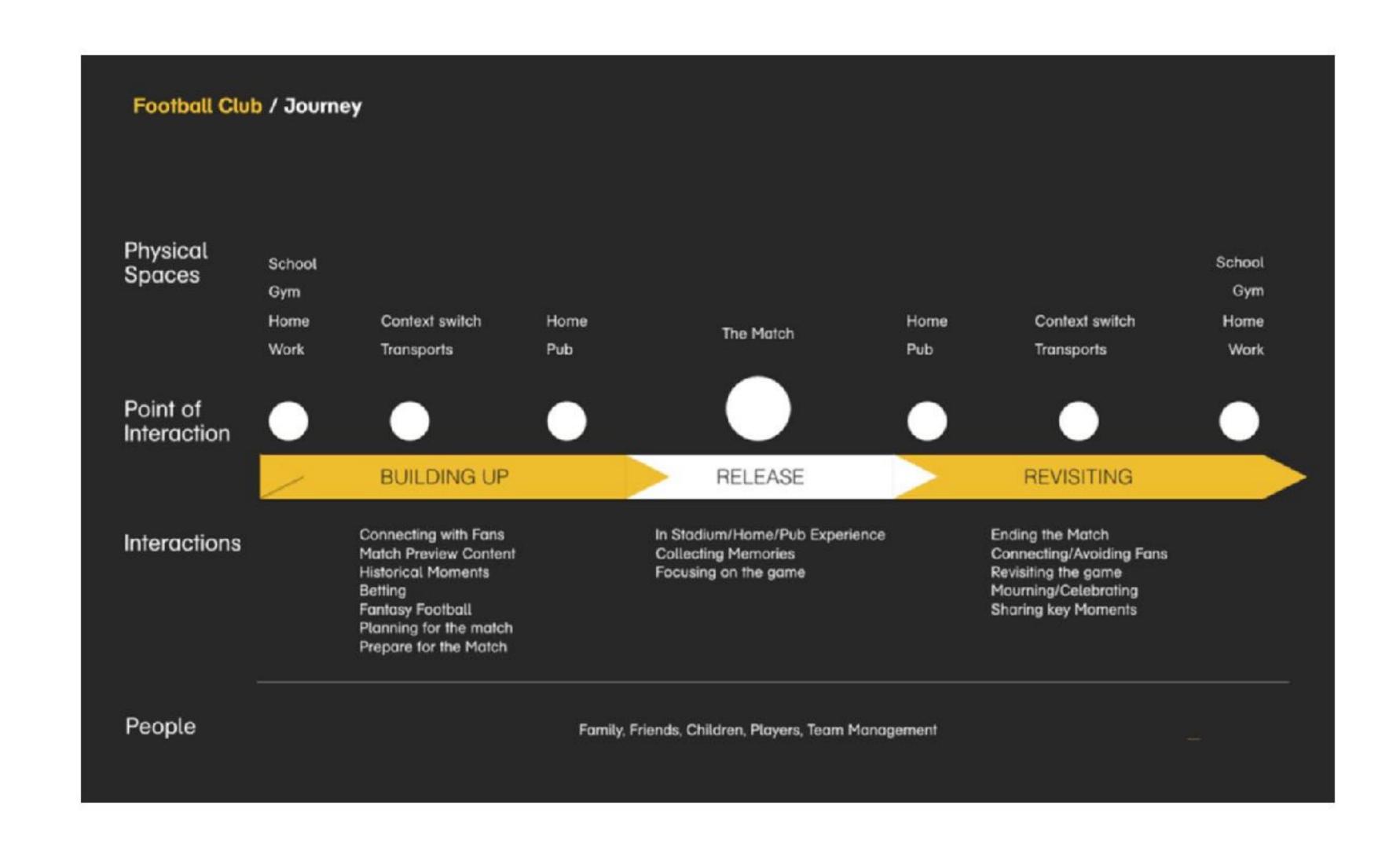
2 Weeks Diary Study

To understand how the users interacted with the Club, I asked 8 users to share pictures, conversations, thoughts that they might have had during the day about the Club.



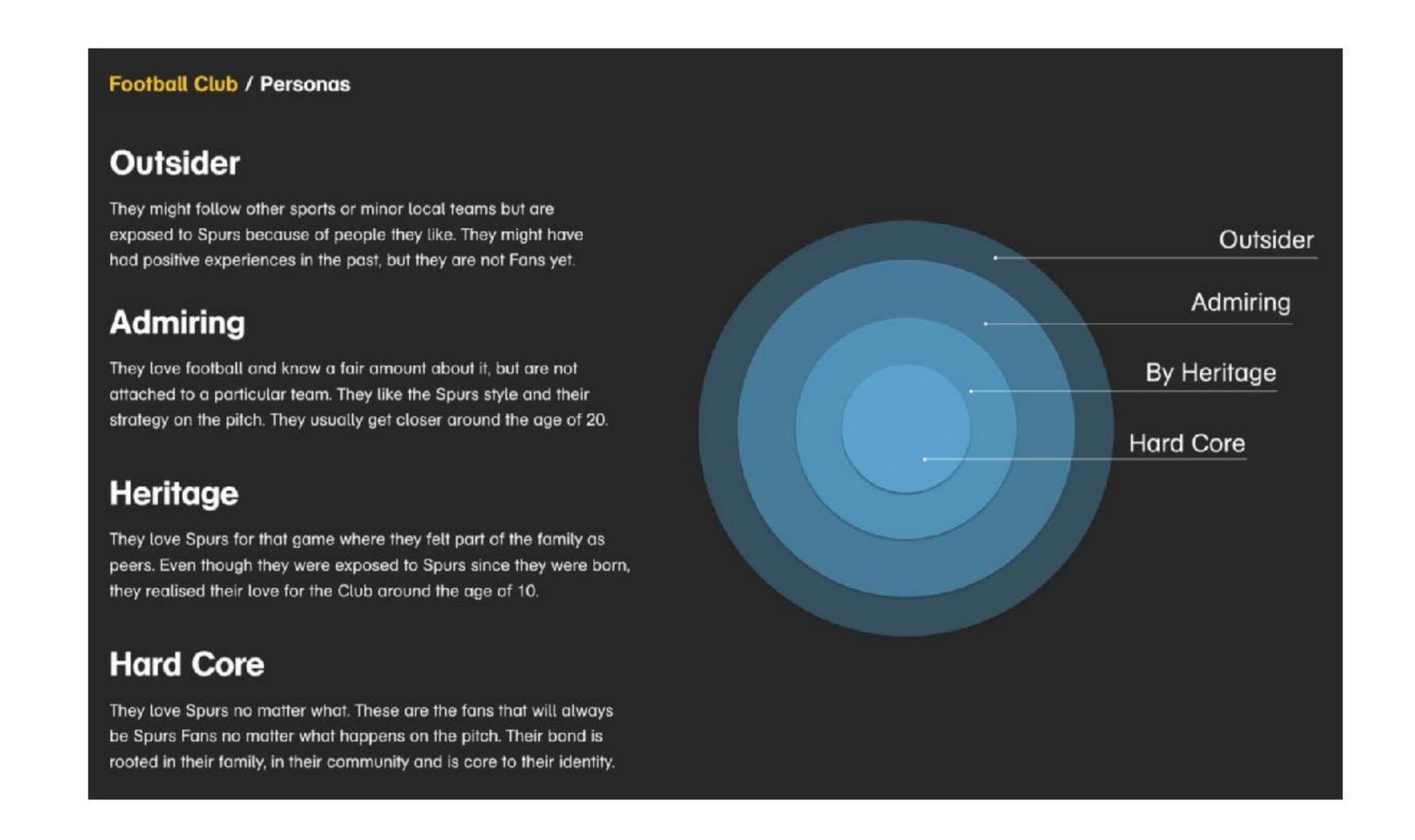
**User Interviews** 

I interviewed users to have more insights on their relationship with the Club. I interviewed Spurs and not Spurs fans.



### Personas and User Journeys

The research gave me the breadth of a fan journey and highlighted the design opportunities: the website content should be crafted accordingly with what is happening on the pitch.



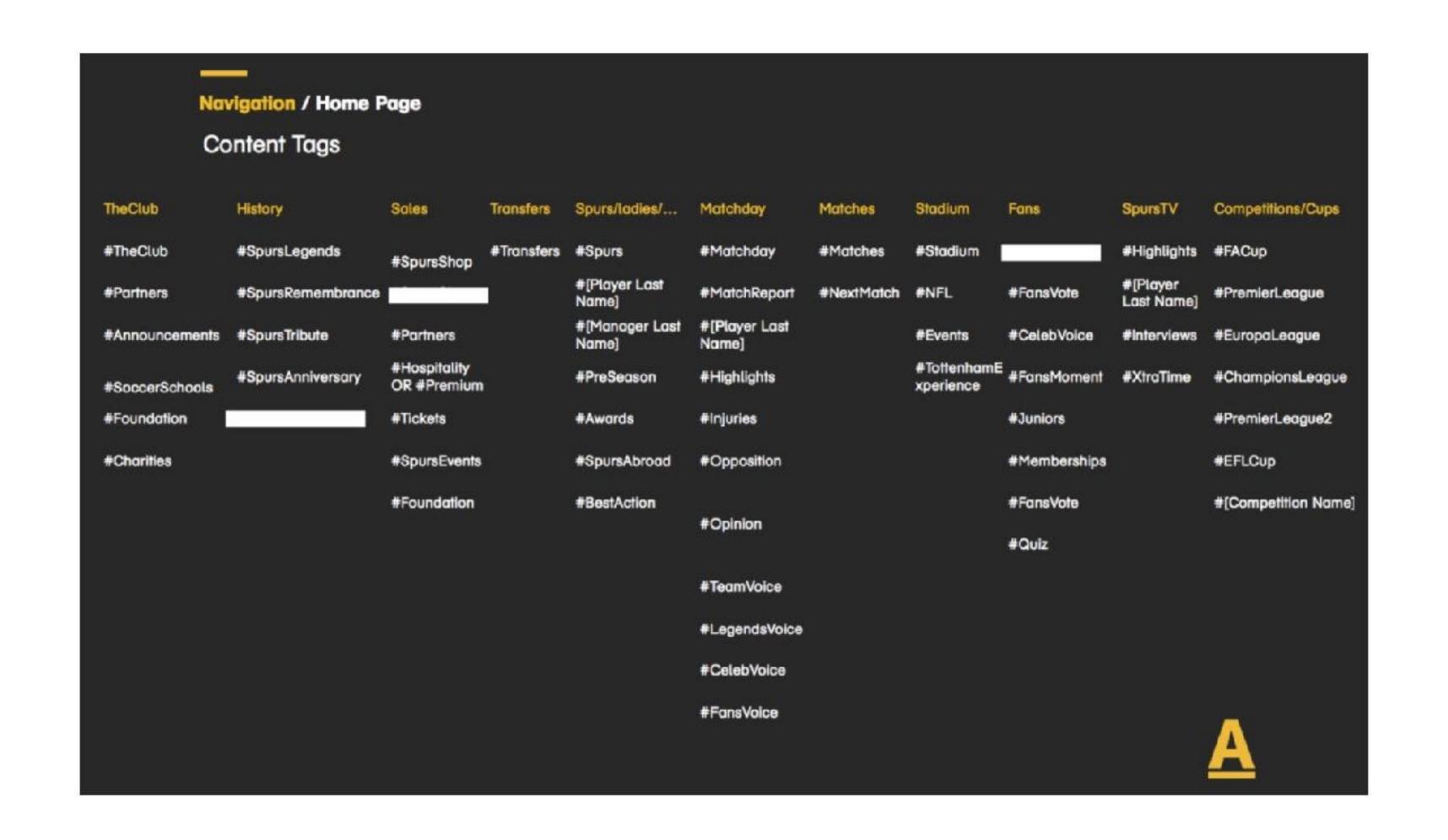
#### **Users Universe**

Here is a summary of the types of user that orbit around the Club. For the Club, who wanted to expand their Fan Base, this means to craft the most appealing content for each level of Spursiness.

Navigation / Ho	me Page Content - WIP		
	Building Up	Releasing	Revisiting
Hard Core	Live Updates Forecasts Player stats and info News and Interviews Betting info	Facilities Use	Scored Related Content (depending on the score)
Fan by Heritage	Live updates News and Interviews Shop and Ticket Offers Club/Historical moments	Facilities Use	Scored Related Content (depending on the score)
Admiring	Shop and Ticket Offers Game/Team Info and News Technical Content Match Day Planning	Technical/Impartial Commentary	Going Back Planning Highlights
		Facilities Use	Technical/Impartial Content
Outsider	The Teams The Club Non Football content	Facilities Use	Going Back Planning Shared Moments

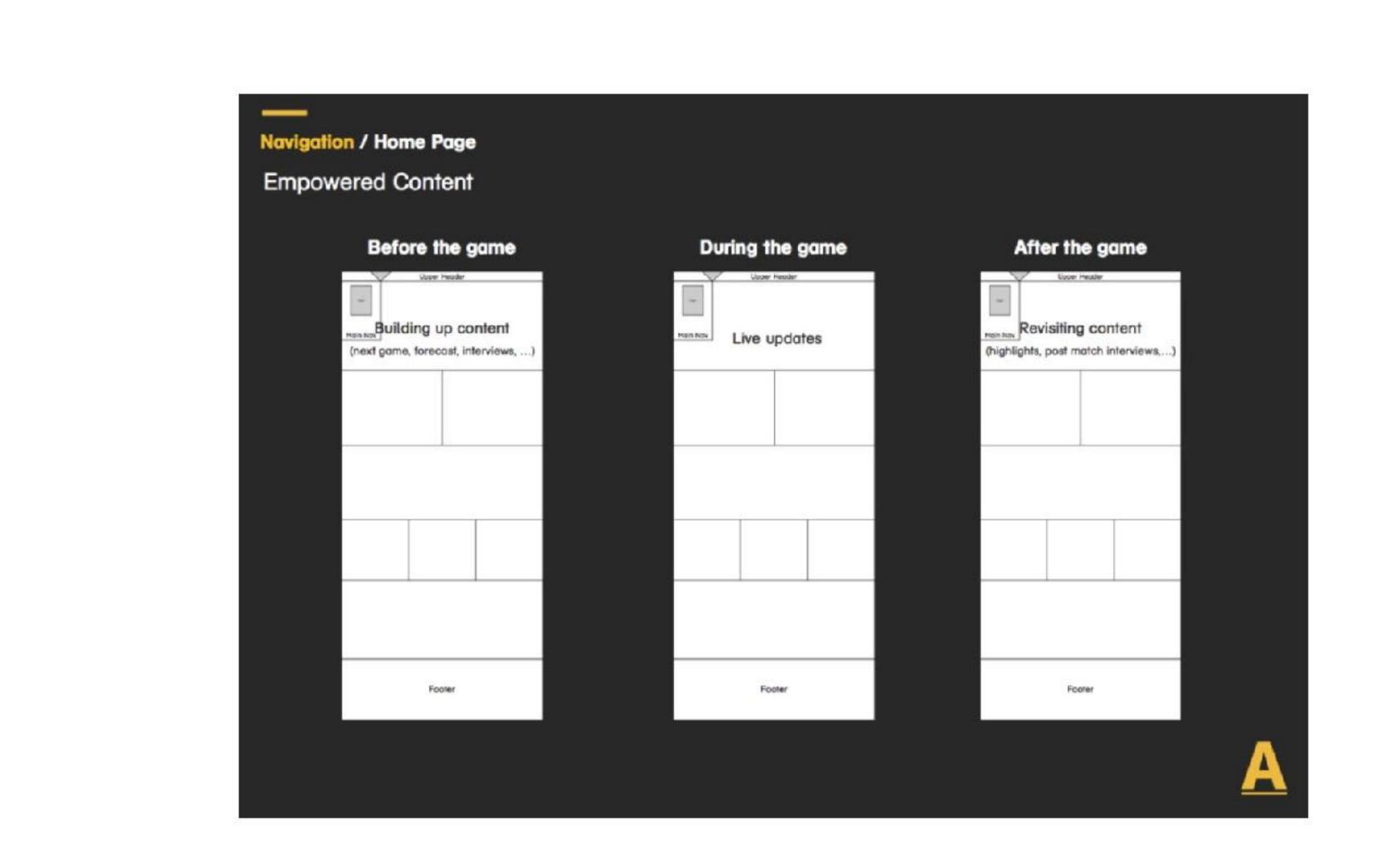
# **Content Strategy**

The most opportunity sit in tailoring the content around the events on the pitch and then around the type of users.



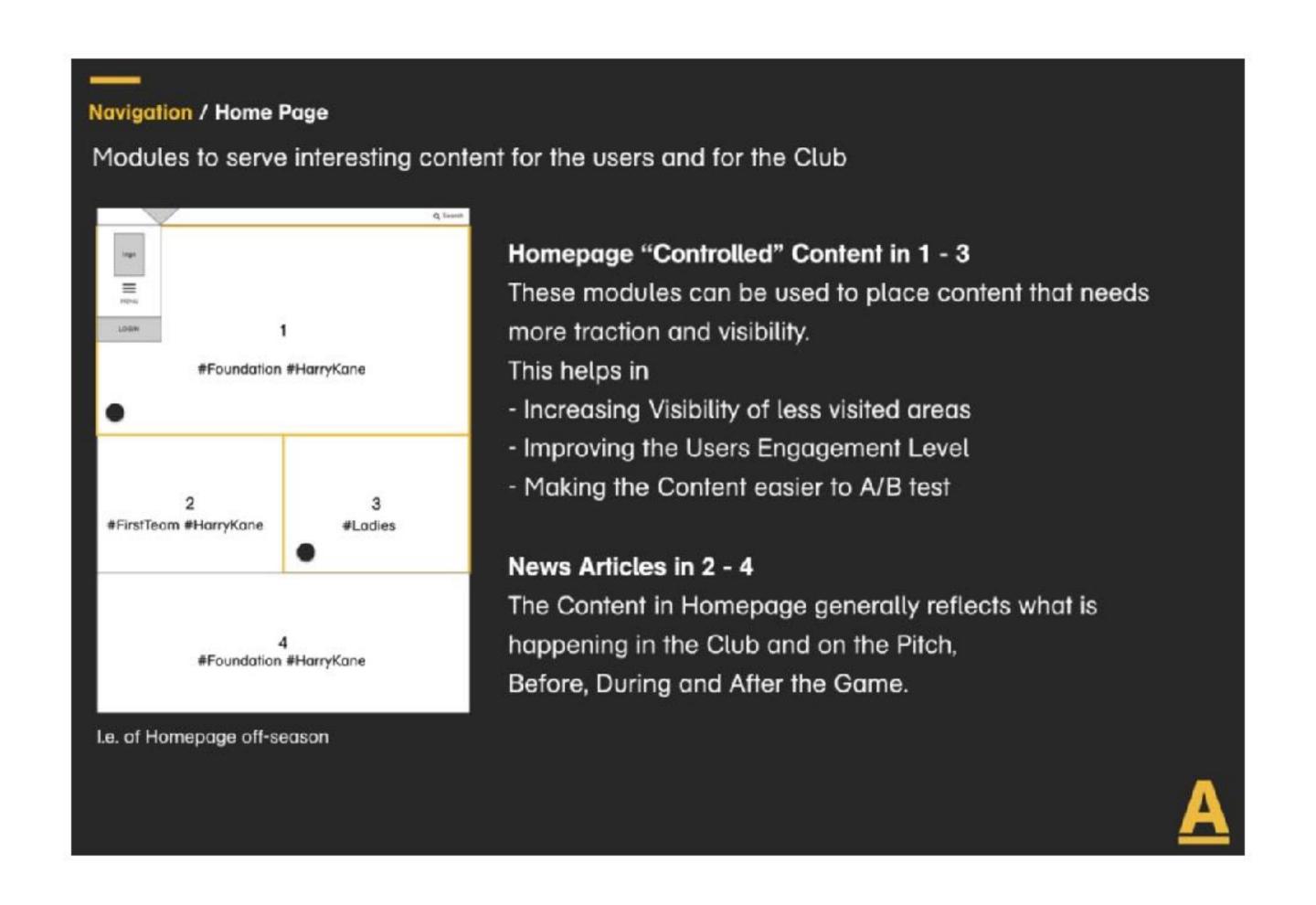
**Content Strategy: tags** 

Content on the website can be organised in topics and tags. Each page can have modules that will host articles with one or more specific tags.



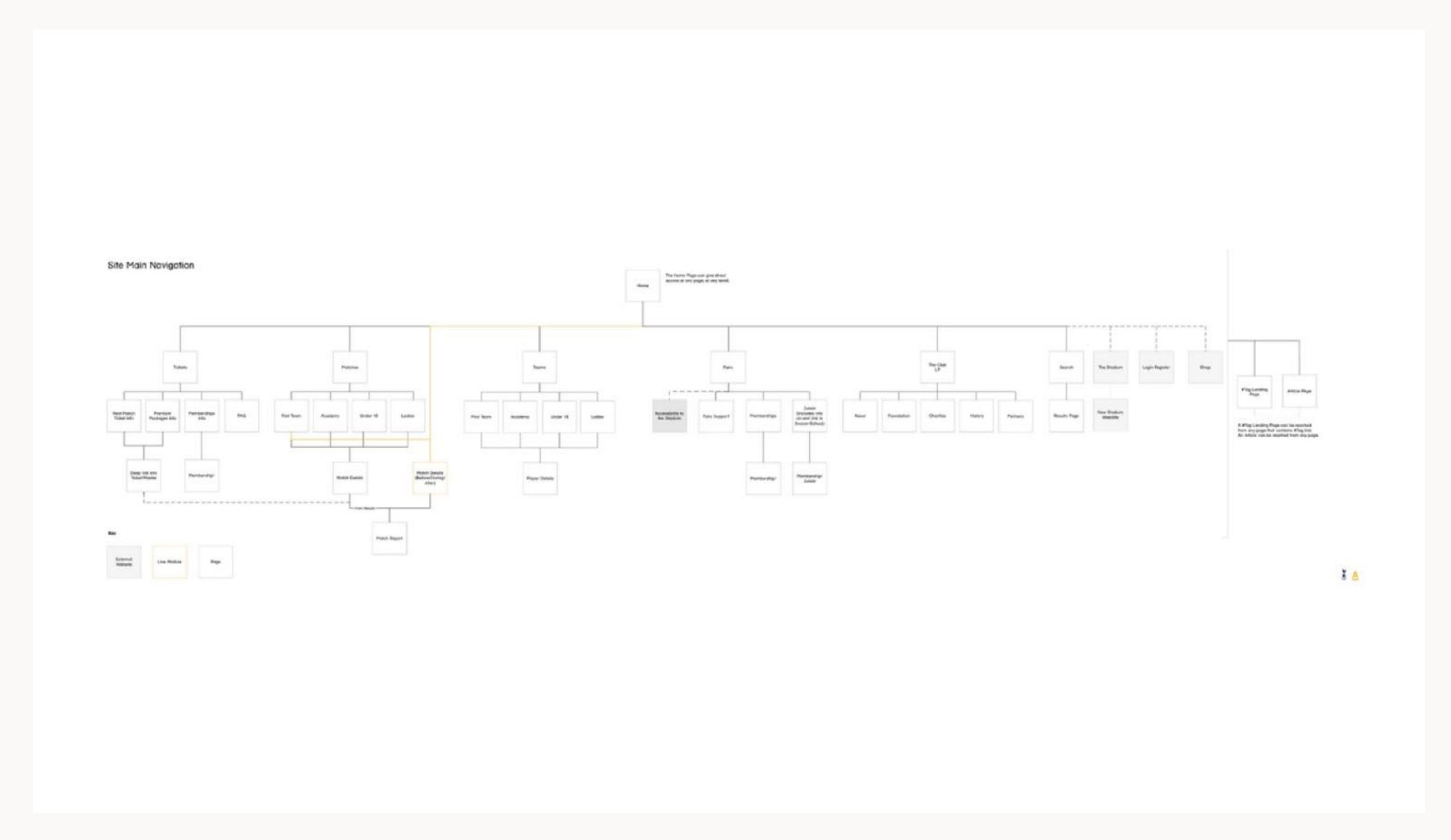
## Homepage

The homepage becomes the gateway to the pitch and shows content relevant to what is happening on the pitch.



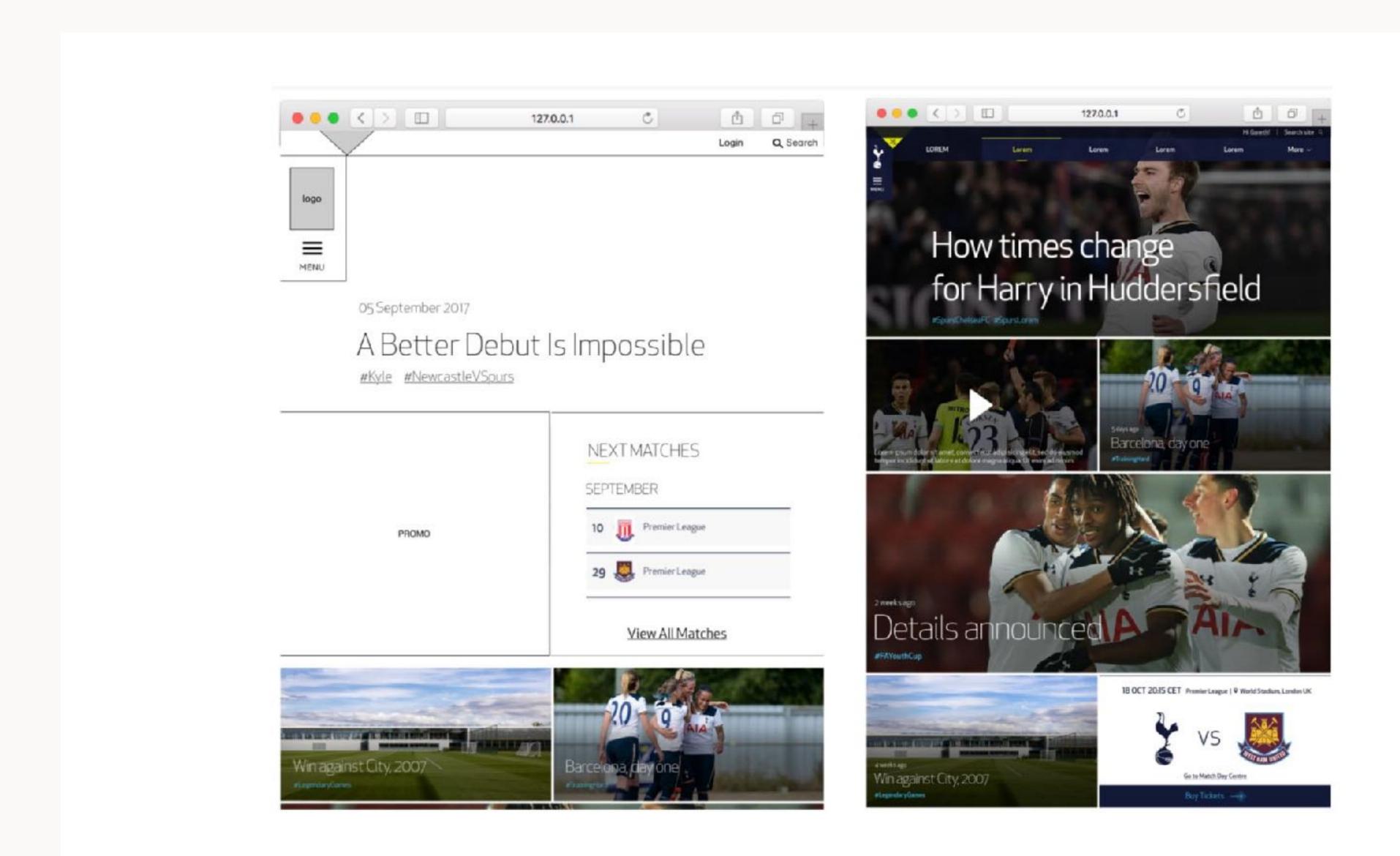
### **Modular Approach**

We used Umbraco as CSM and that meant that a page could contain modules tagged with specific type of content. The idea is to use the narrative of the game to increase conversions of all the areas of the Club - even the ones less related to the game.



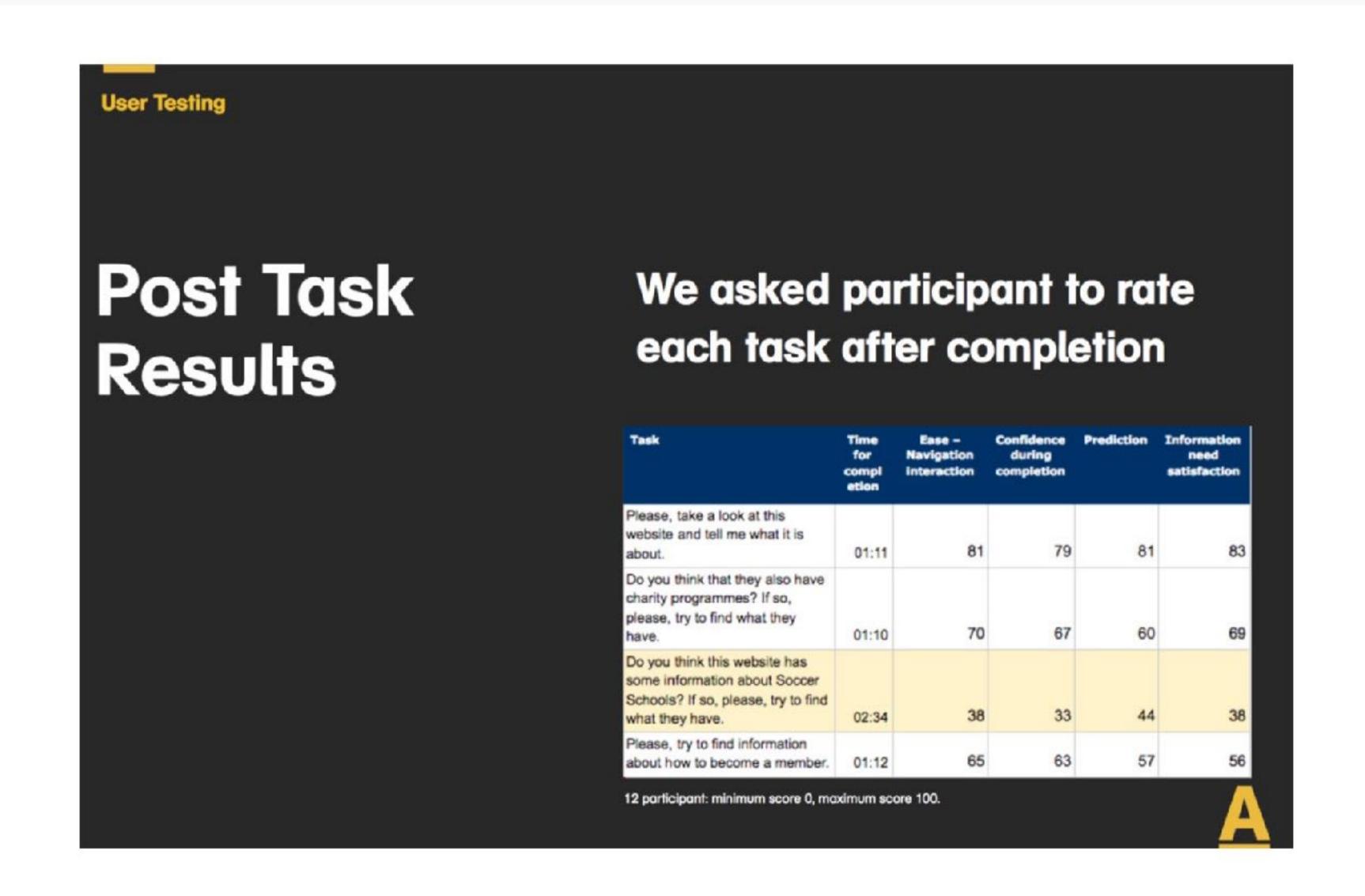
# **Navigation and Sitemap**

The Navigation and the Sitemap were redesigned accordingly with the users mindset and the business priorities.

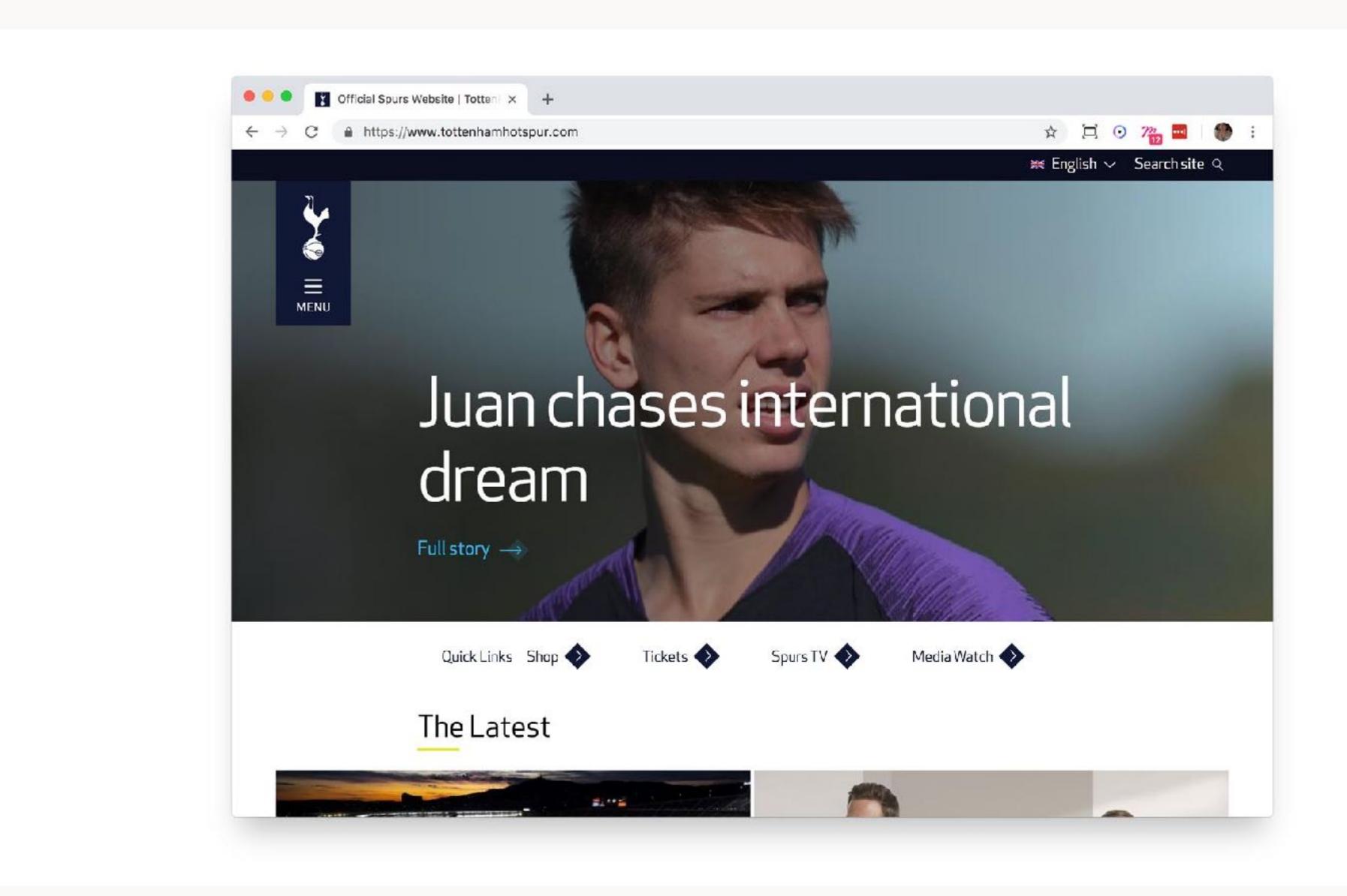


#### Wireframes

I redesign the information architecture and provided key wireframes to be then tested. The visual designer used the wires to create pixel perfect screens.



I tested the design with real users, using a prototype made on Axure.



About Me
Some more insights from me and others

Fascinated by the human mind

# About me

User Centred Design is my bread and butter and I am really fascinated by the human mind. I like experimenting with new methods and techniques to convey information in the most appealing way. In doing so, I create new forms of dialogues to craft the most engaging experiences.

Working in many different environments and countries, I have learnt how to adapt without losing sight of my true north.

Among all my duties, I am responsible for the User Experience of a product, from brief to execution. I gained a wealth of experience with gathering requirements, running workshops and user research, defining personas and user journeys, information architecture, wire-framing and prototyping.

#### **Useful Links**

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Sara, that was superb, you should be really pleased with how you came across and the logic-flow and details you demonstrated.

I know Simon was delighted and I think this has set a great platform for you to evolve with BDO.

Delighted it went so well. 22

Marc Giusti, CEO at Pivot - November, 2017 after a client workshop

Wednesday and had to pitch to Spurs on Thursday - both new news to her. However, she took both in her stride and rose to the challenge delivering brilliantly on both days.

Lucy Salter, Client Service Director at Aqueduct - March, 2017 shout outs at Aqueduct after a Client Workshop and a Pitch

(personas, Wires mapped on the walls etc), and secondly for chairing the meeting so well. She stood up to the product owner and gave justification behind all UX change requests. I was very impressed. 22

Sean Leah, Head of Project at Aqueduct - March, 2017 shout outs at Aqueduct after a Client Workshop

66 It has been a pleasure, for me and the whole Theo team, to have worked with you over the past year...

As you know, our next product launch is a huge achievement for Theo, one that certainly could not have been accomplished without your dedication and UX expertise... **99** 

Gilbert M. Flaitas, CEO at myTheo - August, 2016 from a reference letter



66 Sara is both a talented UX designer and a lovely person to work with. She is able to dive right in and understand the most complex, challenging problems and respond with elegant, creative solutions that impress both her fellow team members and clients. Sara is great at collaborating with other designers and is very thorough and detailed in her thinking. I look forward to getting to work with her again.

66 Sara is an enthusiastic, brilliant designer and I'm glad I had the chance to work with her.

Whether building a product or refining a small feature she has a keen eye for detail but also knows how to keep the bigger picture in sight. Thanks to her experience, she knows when to use each of the gadgets of the UX toolkit. I would definitely love to work with her again!