

WEBSITE REDESIGN User Testing Report

March 1, 2022



Methodology

• Wireframes for the redesigned Southern Tire Mart website were tested

- Mobile: <u>https://p962ed.axshare.com/#id=2mxm69&p=home&view=a&c=1</u>
- Desktop: <u>https://p962ed.axshare.com/#id=2mxm69&p=home&view=default&c=1</u>

• 10 users were recruited to match a cross section of STM's target audience personas

- Retail audience: 4 mobile tests, 1 desktop test
- Commercial audience: 1 mobile test, 4 desktop tests

• Sessions were conducted live by a moderator and recorded

- Users were asked several questions about their occupations and tire/vehicle purchasing
- They were asked to accomplish a series of tasks designed to explore key features of the redesigned site
- They were encouraged to give feedback and make suggestions

• Qualitative, not quantitative

- be expected to exactly reflect the opinions of the entire user base in the same way as quantitative research would.

• Research shows* that five user tests will uncover 85% of usability issues. That said, this type of user testing is qualitative and cannot

• Because of this qualitative nature, the team needs to use its best judgement about what findings/user suggestions to implement.

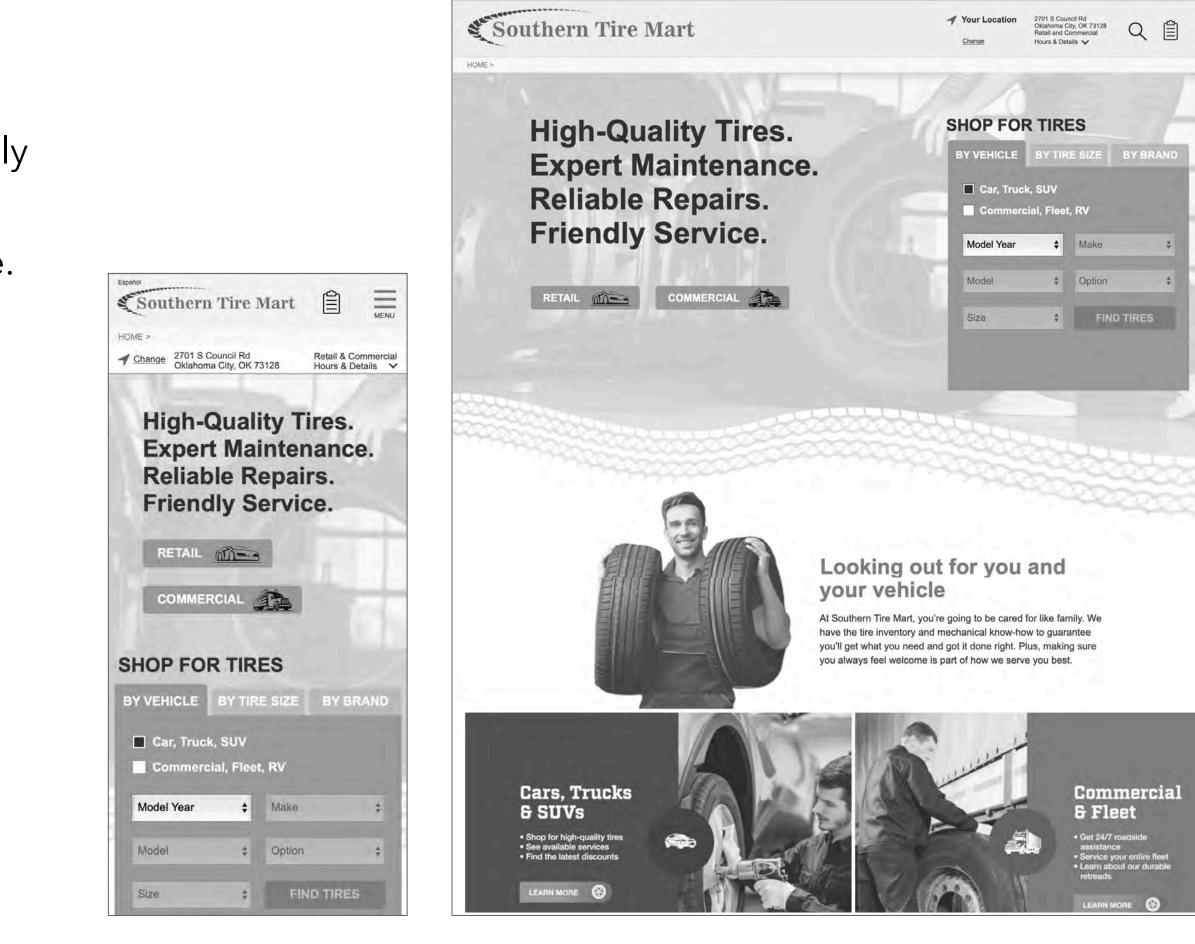




Overall reactions, suggestions or other general comments

Key Findings: Summary of Overall Positive Comments

- When asked for general comments, most participants said the site was easy to navigate, clear, user-friendly.
- Most commented that the content pages where designed nicely and provided good information that was clear and easy to digest. The design was referred to as "clean" by several people.
- Several commented that the "Shop for Tires Widget" (my language, not theirs) was a good, easy to use feature, and its prominent location was positive.
- The majority of users readily found and interacted with the primary navigation features on both desktop and mobile (the hamburger fly-out menu, the breadcrumbs, the footer).
- Most users found the "Request a Quote" process simple and positive (although a few said they would like to see pricing on the site).
- One user suggested more female faces in the photography.











What do the "Retail" and "Commercial" buttons mean to you?

Mental Mindset: Southern Tire Mart is for *Tires*

- It was evident that most users quickly formed a mental model that STM was for <u>tires</u>.
- References to vehicle service and repairs will need to be more clear and prominent, if STM wants to emphasize those areas.

Currently users view the site through a "tire" lens.

This headline could be interpreted to mean "(Tire) Maintenance" and -"(Tire) Repairs".

Adding a reference to "Vehicle" Maintenance and **Repairs may help users** understand the scope of STM's offerings.

High-Quality Tires. Expert Maintenance. Reliable Repairs. Friendly Service.













Meaning of "Retail" and "Commercial" Was Clear

- The meaning of "Retail" and "Commercial" was fairly clear to most users (but not completely clear to all).
- While the car and truck icons proved to be effective in brining meaning to the words "Retail" and "Commercial" they didn't provide the users clear "mapping" (mapping tell users what will happen next if an action is taken).
- Recommend adding a few short bullet points to accompany these buttons to clarify meaning and improve mapping.



Updated wireframe: <u>https://d1qj4w.axshare.com/#id=2mxm69&p=home&view=default</u>





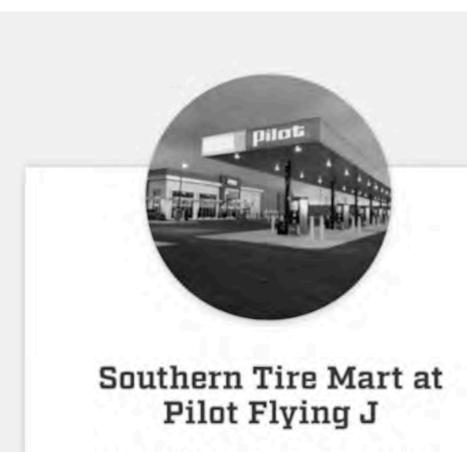




Some confusion about Pilot Flying J

Pilot Flying J

- There was some confusion about Pilot Flying J ("I guess that's where they're located?"). If Pilot Flying J locations are strictly commercial, recommend locating it under the Commercial header.
- If STM wants to keep a feature area for Pilot Flying J on the home page, be sure to clarify that is is only for Commercial.
- Consider moving the Pilot Flying J feature content off the home page and onto the Commercial overview page.



Stay road-ready with tires, truck services, and 24/7 roadside assistance with Southern Tire Mart at Pilot Flying J's Truck Care Centers across the country.



Financing

Benefit from low monthly payments and deferred interest with the Southern Tire Mart credit card.

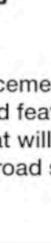


News

See the latest announceme products, services, and feat Southern Tire Mart that will moving down the road :







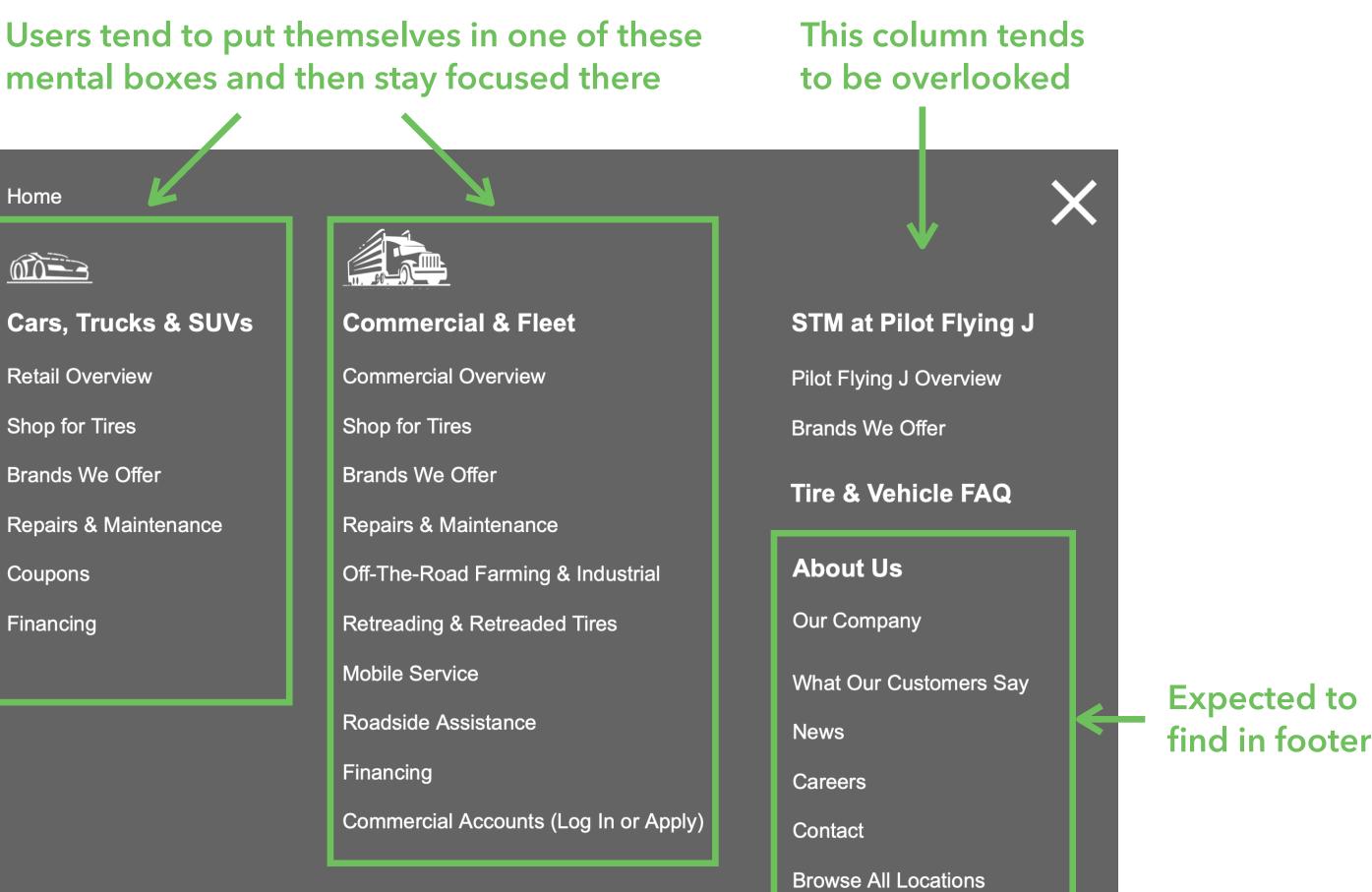


How would find information about the Southern Tire Mart company?

Hamburger Fly-out Menu

- Users quickly put themselves in a mental box of "Retail" or "Commercial." After that, they tended to look exclusively under those headings on the navigation menu. It took some prompting to get them to look outside of their "box."
- Finding company information and FAQs was challenging for some.
- Most users expected to find the "About Us" info in the footer rather than on the main navigation menu.

Home
Cars, Trucl
Retail Overvie
Shop for Tires
Brands We O
Repairs & Ma
Coupons
Financing









Before \rightarrow After

Home

		\sim
Cars, Trucks & SUVs	Commercial & Fleet	STM at Pilot Flying J
Retail Overview	Commercial Overview	Pilot Flying J Overview
Shop for Tires	Shop for Tires	Brands We Offer
Brands We Offer	Brands We Offer	Tire & Vehicle FAQ
Repairs & Maintenance	Repairs & Maintenance	
Coupons	Off-The-Road Farming & Industrial	About Us
Financing	Retreading & Retreaded Tires	Our Company
	Mobile Service	What Our Customers Say
	Roadside Assistance	News
	Financing	Careers
	Commercial Accounts (Log In or Apply)	Contact
		Browse All Locations

Updated wireframe: <u>https://d1qj4w.axshare.com/#id=a0yg0x&p=home_new_header__footer&view=default</u>

Home

 \checkmark



Cars, Trucks & SUVs

Retail Overview

Shop for Tires

Brands We Offer

Repairs & Maintenance

Retail Tire & Vehicle FAQ

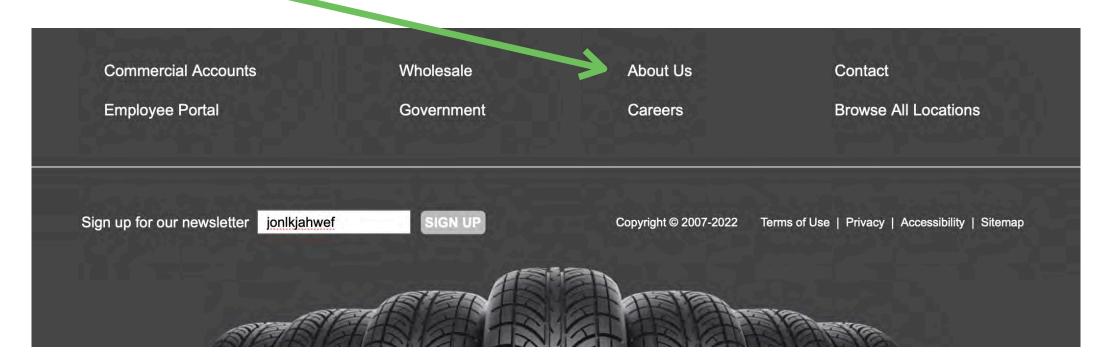
Coupons

Financing



Commercial & Fleet

Commercial Overview	STM at Pilot Flying J
Shop for Tires	Financing
Brands We Offer	Commercial Accounts
Repairs & Maintenance	(Log In or Apply)
Off-The-Road Farming & Industrial	
Retreading & Retreaded Tires	
Mobile Service	
Roadside Assistance	
Commercial Tire & Vehicle FAQ	
	Shop for Tires Brands We Offer Repairs & Maintenance Off-The-Road Farming & Industrial Retreading & Retreaded Tires Mobile Service Roadside Assistance







X



Footer Options

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s, Trucks & SUVs	Commercial & Fleet	STM at Pilot Flying J
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for Tires	Shop for Tires	Brands We Offer
ds We Offer	Brands We Offer	Tire & Vehicle FAQ
irs & Maintenance	Repairs & Maintenance	
oons	Off-The-Road Farming & Industrial	About Us
ncing	Retreading & Retreaded Tires	Our Company
	Mobile Service	What Our Customers Say
	Roadside Assistance	News
	Financing	Careers
	Commercial Accounts (Log In or Apply)	Contact
		Browse All Locations

Updated wireframe footer V2: <u>https://d1qj4w.axshare.com/#id=rsqkzi&p=home_new_header__footer_v2&view=default</u>

Home

010-

Cars

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Shop

Brand

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V1: Recommended – let users navigate to Company, Testimonials and News from the About section landing page.



2: Alternative – list all pages in the About section.



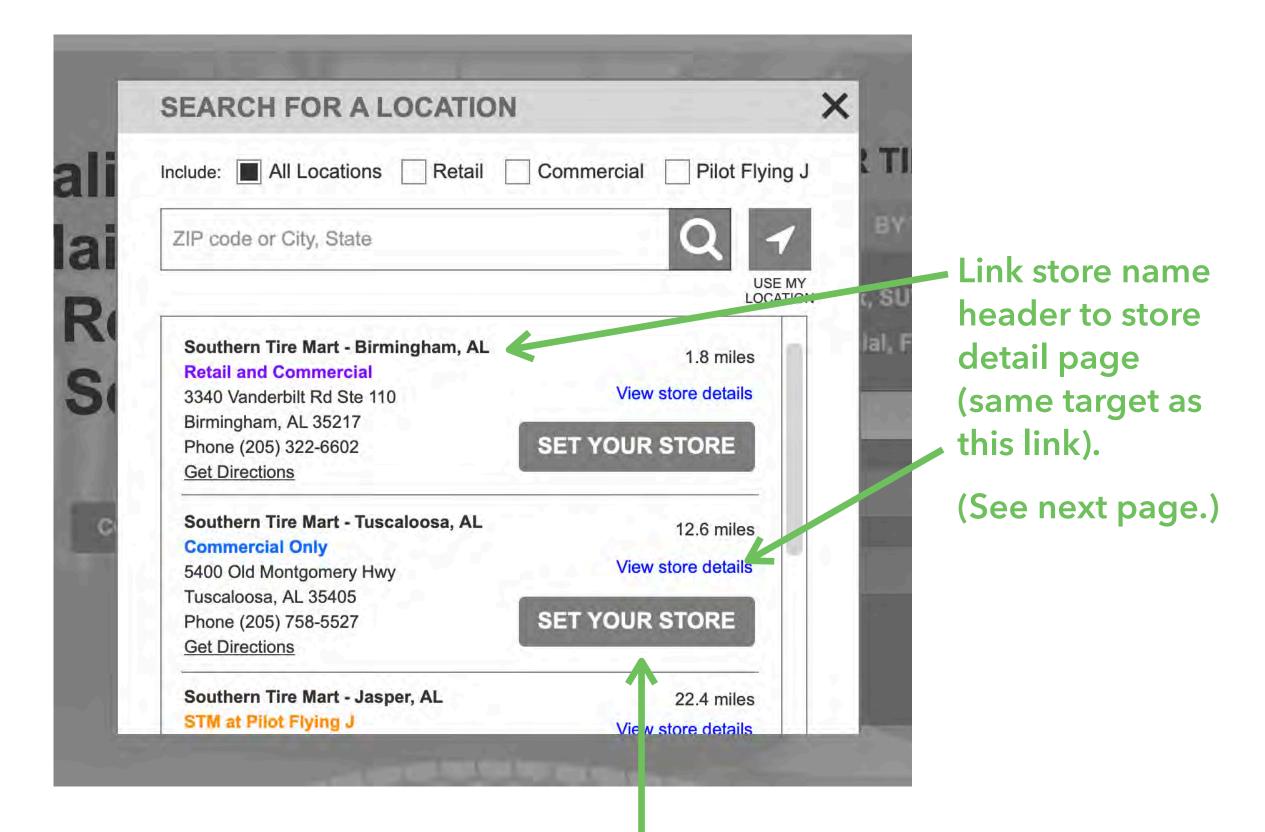




How would you select a location nearest to you?

Finding and Setting Store Location

- All users were easily able to update the location in the header to a store closest to them.
- Learning about the services available at their closest location was a little more challenging. Some found "View store details" in the location popup. Some looked on the retail or commercial overview page, some went hunting on the hamburger menu.
- Recommend including a link titled "Services available at your location" on both the retail and commercial overview pages that goes to the location detail page



Change to "Make This My Store" for clarity







Create Store Detail Pages on the Main Site

- User experience will be improved if store detail pages exist on the main site rather than bouncing users back and forth between the main site and the Yext store detail pages. User flows that will benefit are:
 - Retail or Commercial Services Page > Services at Your Location
 - Search for Location popup > View store details
 - My Location Hours & Details popup >See complete details
 - Contact page > Services at Your Location
- In addition, based on user testing there should be a way to add "Make This My Store" button to the location detail page so that if the user goes there from the popup they have a way to set their location from that page. This will only be possible if Store Detail pages exist on the main site.
- These store detail pages will not be discoverable via the site navigation and will be set to not index on search engines.

Updated wireframe: <u>https://d1qj4w.axshare.com/#id=t1t0v7&p=main_site_location_detail_page&view=default</u>

Southern Tire I	Mart	Oklaho Retail	S Council Rd oma City, OK 73128 and Commercial & Details ✓ ME
HQME > STORE#1234			ESPAÑ
SOUTHERN TIRE MART	STORE #1234 (CHANGE LOCATIO	N)	MAKE THIS MY STORE
2701 S Council Rd Oklahoma City, OK 73128 Get directions	(405) 745-5789 oklahomacity361@stmtires.com	Services vary by location CHANGE LOCATION	CALL (405) 745-5789 TO SCHEDULE AN APPOINTMENT
et viverra justo commodo. Proin sodales pul ridiculus mus. Nam fermentum, nulla luctus	SIT piscing elit. Aenean euismod bibendum laoreet. I vinar sic tempor. Sociis natoque penatibus et ma pharetra vulputate, felis tellus mollis orci, sed rho penatibus et magnis dis parturient montes, nasce	gnis dis parturient montes, nascetur oncus pronin sapien nunc accuan eget. Proin	Open until 5:00 PM today HOURS Monday 7:30 AM - 5:00 PM Tuesday 7:30 AM - 5:00 PM Wednesday 7:30 AM - 5:00 PM Thursday 7:30 AM - 5:00 PM
		and the second	Friday 7:30 AM - 5:00 PM
PRODUCTS	SERVICES	SPECIALTIES	
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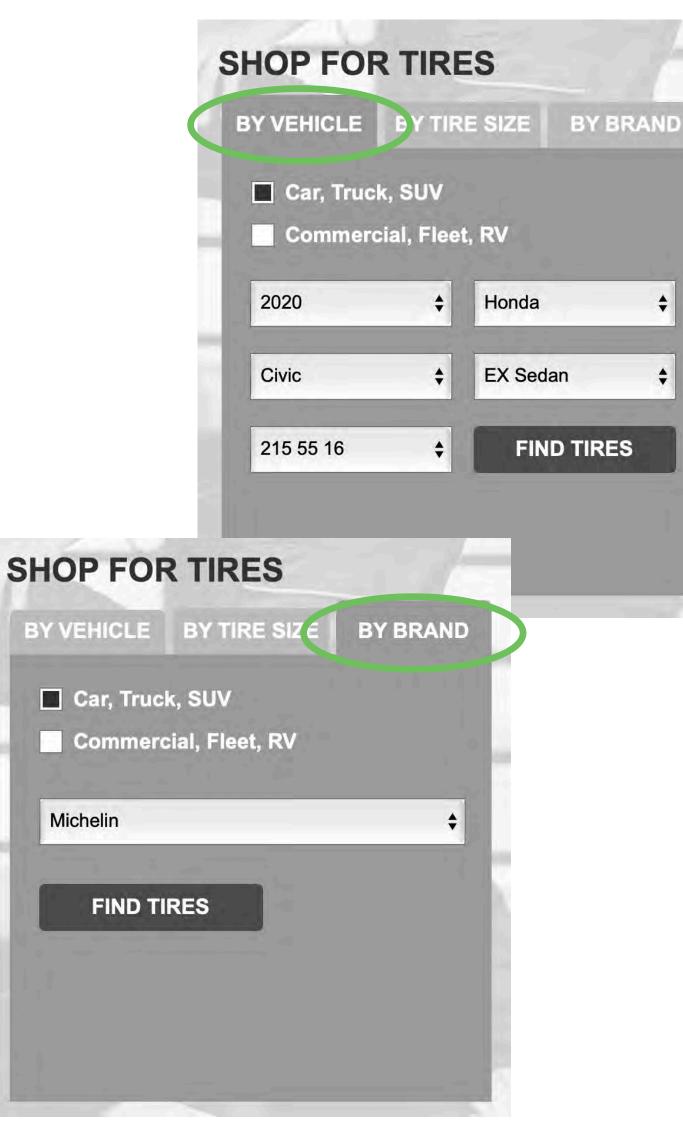
How would find tires for your car?

Tire size selection in the "Shop By Brand" user flow



Shop For Tires

- When beginning with the "Shop By Vehicle" path, all participants had a positive experience stepping through the user flow:
 - Select Vehicle > Filter Results > View Tire Detail Page > Request Quote
- When beginning with the "Shop By Brand" path, some participants hit a roadblock not knowing what tire size to choose:
 - Select Brand > Filter Results > Select Tire Size (roadblock) > View Tire Detail Page



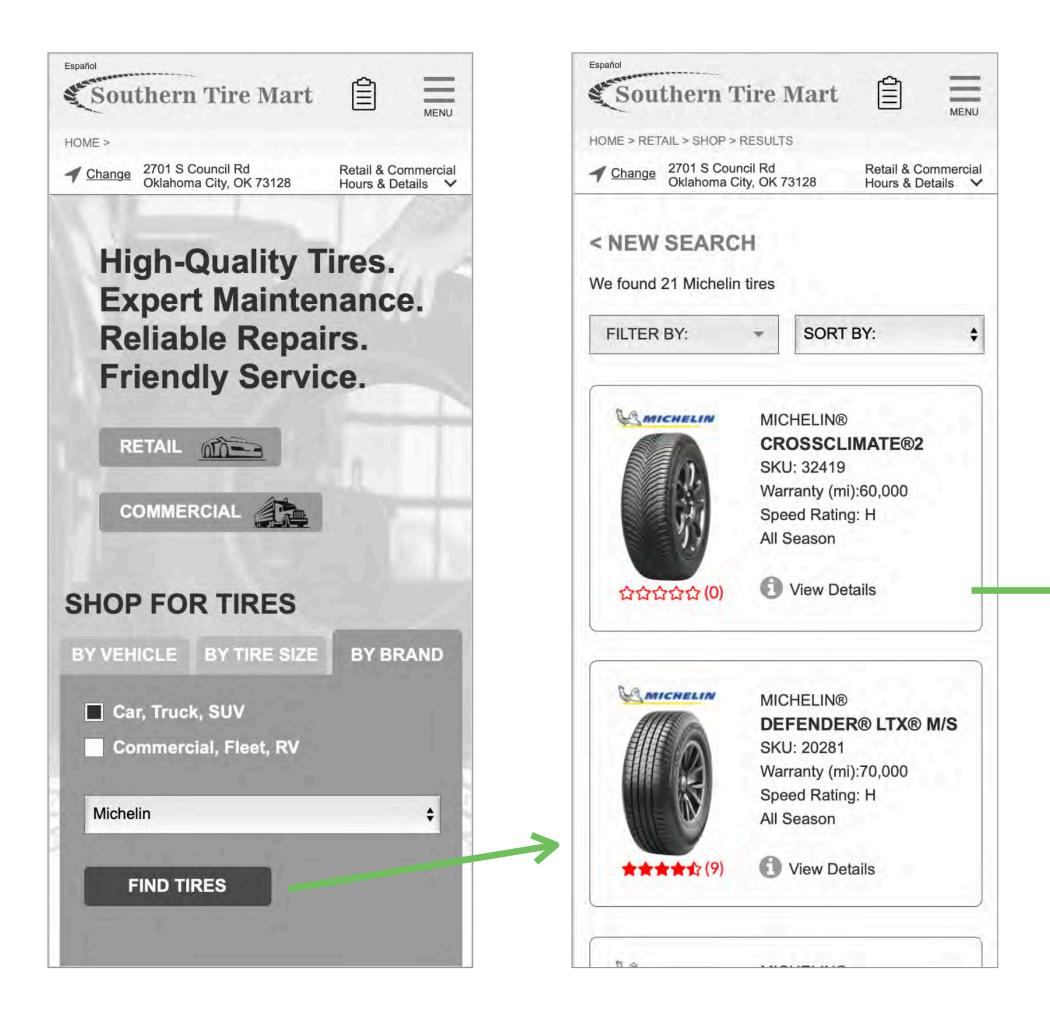








Shop By Brand





Españo Ê Southern Tire Mart HOME > RETAIL > SHOP > RESULTS > DETAILS Change 2701 S Council Rd Oklahoma City, OK 73128 Retail & Commercial Hours & Details V < BACK MICHELIN® DEFENDER® LTX® M/S Please find or select your tire size to continue: BR MICHELIN BY TIRE SIZE BY VEHICLE Car, Truck, SUV Commercial, Fleet, RV Model Year Make \$ Option Model * \$ Size **** 9 REVIEWS | READ Watch Video Or select tire size: MICHELIN® DEFENDER® LTX® M/S SELECT **REQUEST A QUOTE** CONTINUE Tine Cimer DIE/EODIT/VI



After





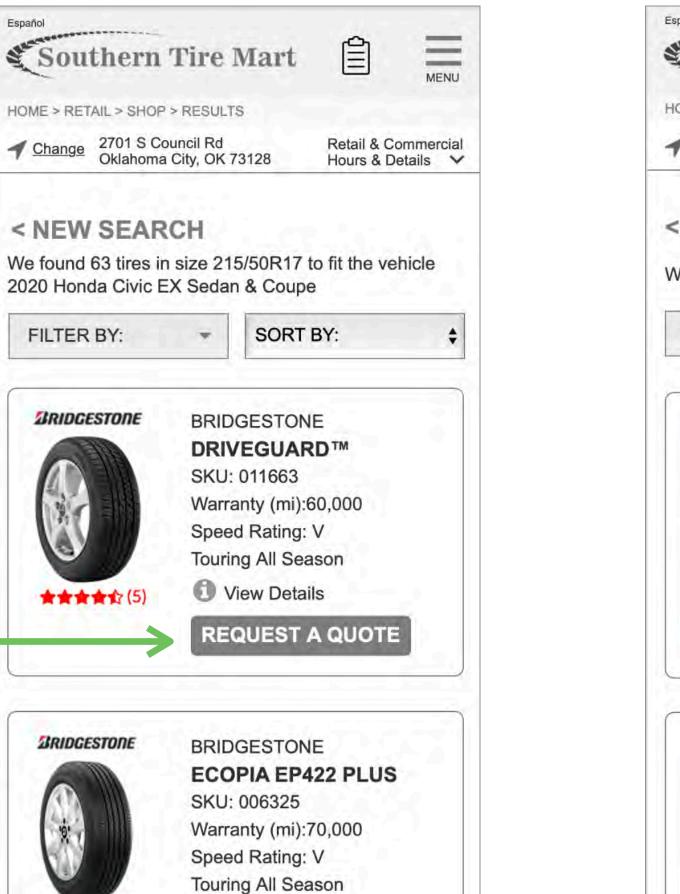


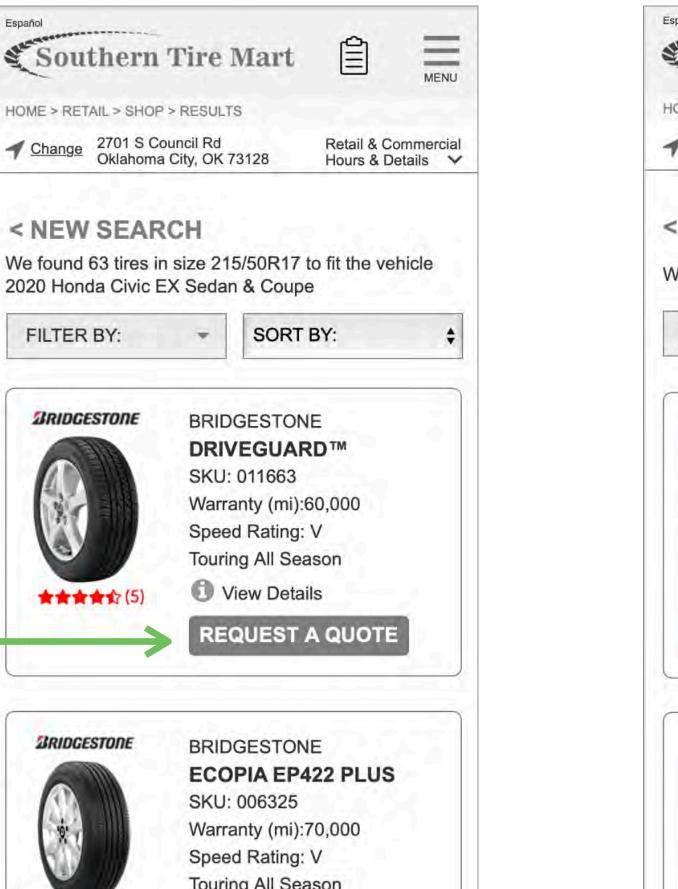
Clickable Area on Tire Search Results Cards

• Most users expected to click or tap the tire photo or headline (or anywhere on the card) to go to the detail page.

> **Recommend removing the** "Request for Quote" button so that the entire card can be clickable.

> This will make "Request for Quote" available only on the tire detail page, consistent with the Shop By Brand path.





Shop By Vehicle results

Shop By Brand results

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Southern '	i ire mart	E	MEN
HOME > RETAIL > SHOP >	RESULTS		
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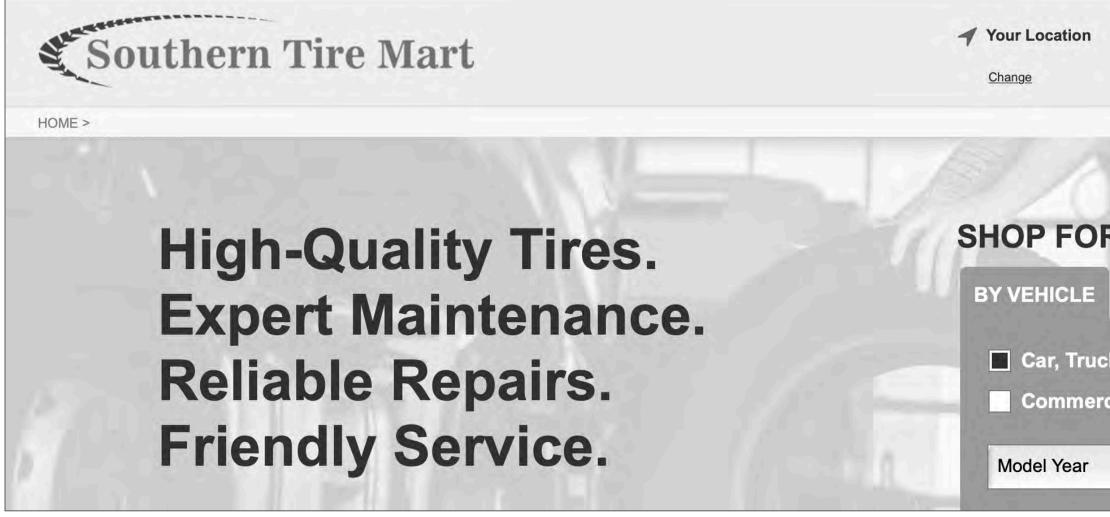






Clipboard Icon

• Clipboard icon was confusing to one user. Can this appear only once someone has added an item to a quote request?



2701 S Council Rd Oklahoma City, OK 73128 Retail and Commercial Hours & Details ✓	Q 自	MENU
		ESPAÑOL
TIRES		
BY TIRE SIZE	BY BRAND	
BY TIRE SIZE	BY BRAND	
R TIRES BY TIRE SIZE k, SUV tial, Fleet, RV	BY BRAND	

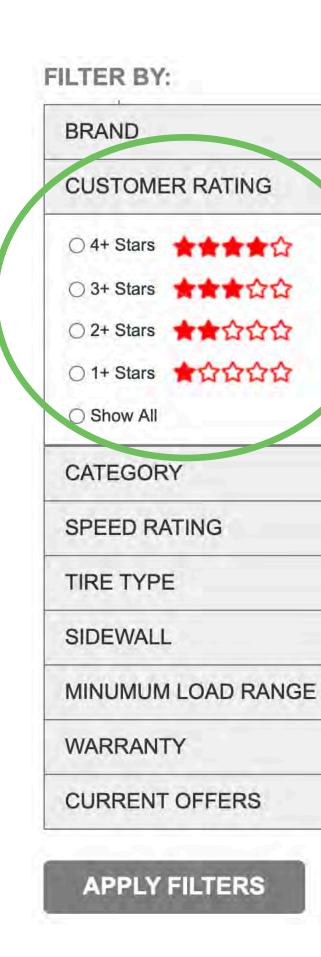






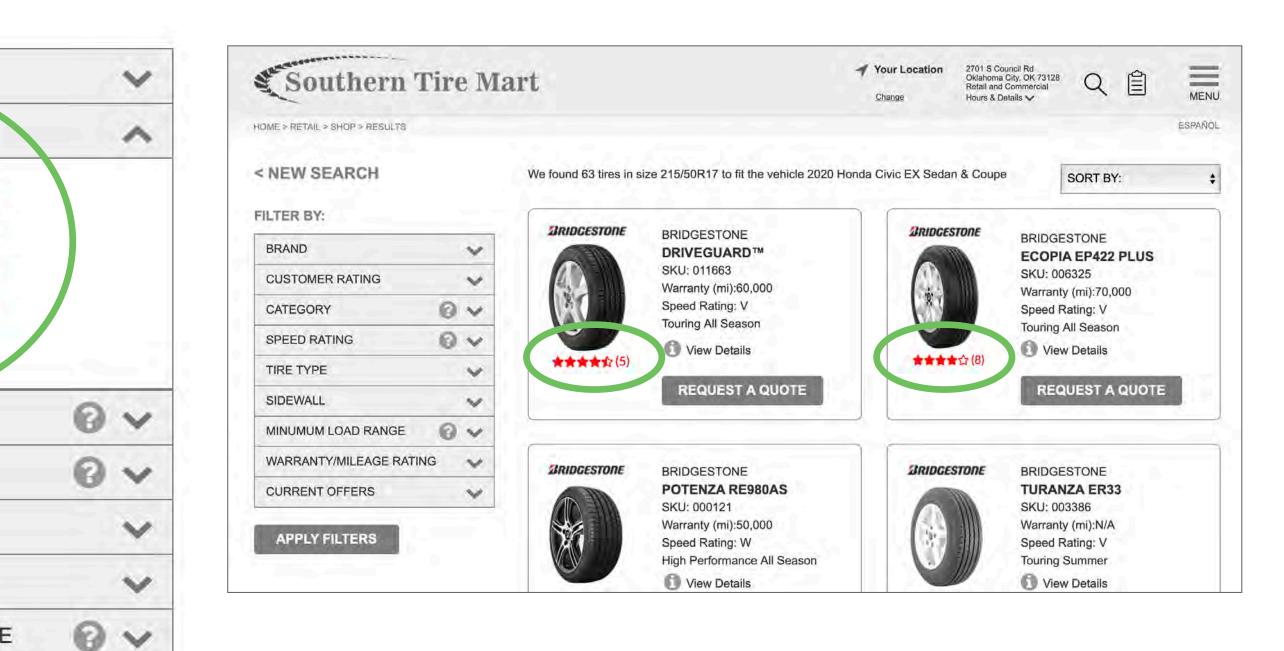
Reviews

- Most retail users (and some commercial) said customer ratings/reviews where important criteria which they would use to make tire selections.
- Some focused on the star ratings under the tires, some used the "Customer Rating" filter, some did both.
- Strongly recommend populating reviews before site launch.
- Also recommend encouraging customers to write reviews on an ongoing basis.



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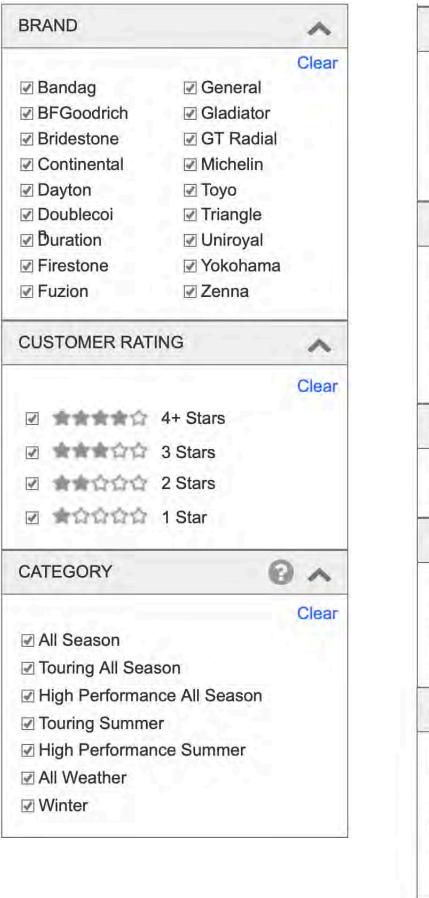
Filters

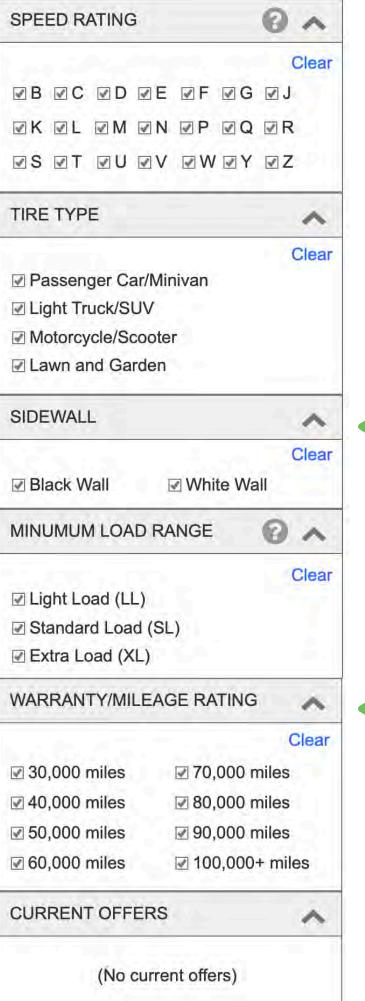
- Most users employed the filters to narrow their search results.
- All filters **should be reviewed carefully** to be sure they are accurate and produce desired results (once the data is populated).

Recommend -> putting brands in alpha order



Update wireframe: <u>https://d1qj4w.axshare.com/#id=4k5dw8&p=shop_by_vehicle_results_retail&view=default</u>





← Is Sidewall needed?

Recommend changing from "Warranty" to "Warranty/Mileage Rating" based on how some users referred to this.







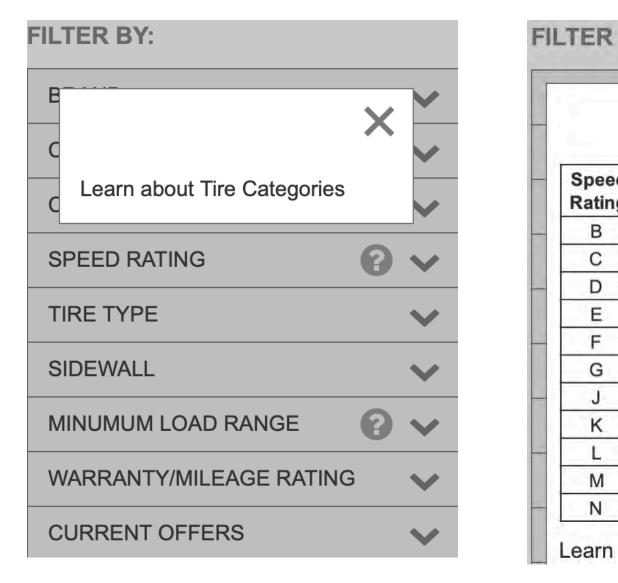


Content should be added to FAQ to explain the three filters that have "?" help icons:

- Categories
- Speed Rating
- Load Range

FILTER BY:

BRAND		$\mathbf{\vee}$
CUSTOMER RATING		~
CATEGORY	8	~
SPEED RATING	8	$\mathbf{\vee}$
TIRE TYPE		~
SIDEWALL		~
MINUMUM LOAD RANGE	8	~
WARRANTY/MILEAGE RATING	i	\checkmark
CURRENT OFFERS		$\mathbf{\mathbf{v}}$





		K	×
dig	Maximum Speed	Speed Rating	Maximum Speed
	31 mph	Р	93 mph
	37 mph	Q	100 mph
	40 mph	R	106 mph
11	43 mph	S	112 mph
1	50 mph	Т	118 mph
	56 mph	U	124 mph
1	62 mph	Н	130 mph
	68 mph	V	149 mph
1	75 mph	W	168 mph
-	81 mph	Y	186 mph
1	87 mph	Z	149 mph+

Learn more about Speed Ratings

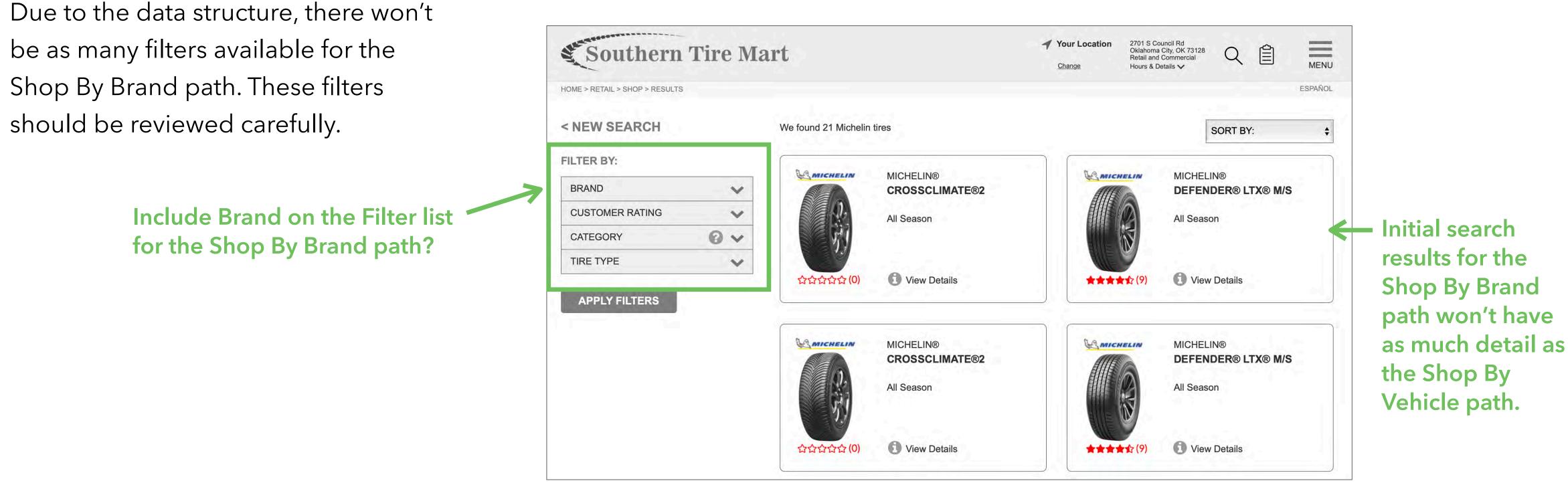
FILTER BY:	
BRAND	~
CUSTOMER RATING	~
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CURRENT OFFERS	~







Filters: Shop By Brand



Update wireframe: <u>https://d1qj4w.axshare.com/#id=wcmegg&p=shop_by_brand_michelin_results_retail</u>

Note: the wireframe for the Commercial Shop By Brand filters have not been updated but the same will apply there.

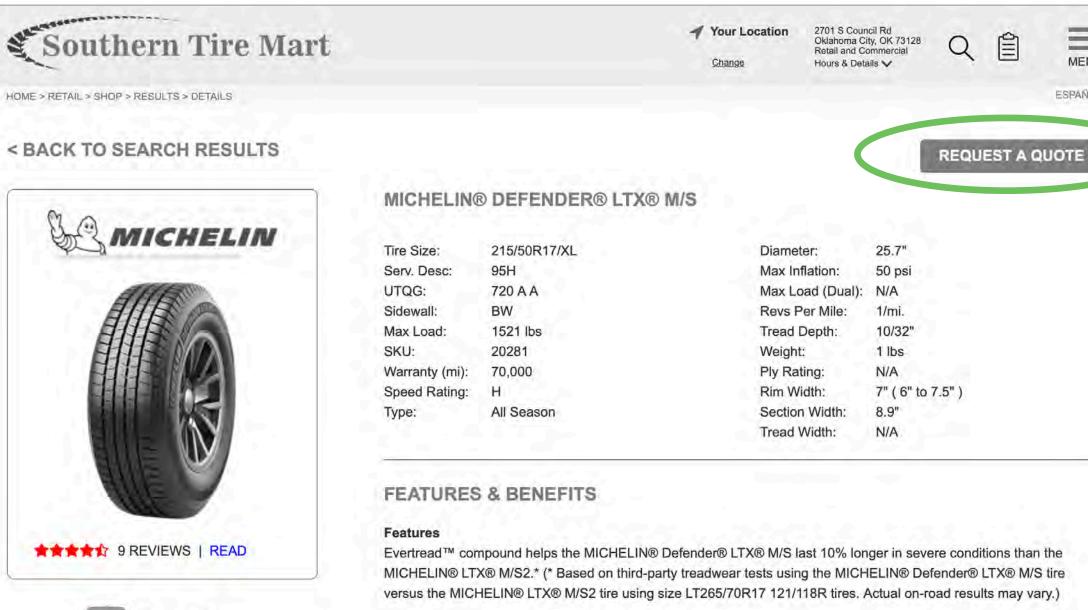






Request a Quote Process

- When asked how thy would find the price of the tires, users easily found the "Request a Quote" button and generally found the quote request experience to be simple and clear (especially when starting the process with the "Shop By Vehicle" path).
 - While a few users wanted to see pricing information on the site, most understood the need to request a quote.
 - Several users commented that knowing that STM would call them with a quote "within X hours" was important/helpful.



The MICHELIN® Defender® LTX® M/S tire offers shorter wet stopping distances and better snow traction than leading competitive long-warranty tires.



Watch Video







Request a Quote Process

• The "Add more tires" button confused a few users. They thought it meant add the tires already selected to their "shopping cart." Recommend changing that button to a text link that says, "Add more tires to this quote request."

Remove Bridgestone DriveGuard™ 215/50RF17 95V XL Remove 2 0 Michelin® Defender® LTX® M/S 215/50RF17 + ADD TIRES Remove Bridgestone DriveGuard™ 215/50RF17 95V XL Remove Michelin® Defender® LTX® M/S 215/50RF17 2 0 Add more tires to your quote request

CONTINUE TO ADD CONTACT INFOMATION













Display Their Location on the Contact Page

Southern 7	fire Mar	t	🜱 You	r Location 2701 S Council F Oklahoma City, C Retail and Comm 199 Hours & Details	0K 73128 Q	Î	MEN
HOME > CONTAGT							ESPAÑO
SEND US A MESS	AGE		*Required	CONTACT			
*First Name		*Last Name					4
*How should we contact you?	⊚ Phone ⊜ Email	Phone Number			PA	LOCATI	ION
*Location you wish to contact Q Enter Zip Code, City, or State (For demo type *Message		le, City, or State (For demo type 'Me	ridan' or '35674')	Available 24 (87)	ercial Call 1/7/365 for 7) STM-T 877) 786-8473	Assist IRE	
SUBMIT				Southern Tire 800 Highway Columbia, MS (601) 424-320	98 39429	ate Office)

Updated wireframe: <u>https://d1qj4w.axshare.com/#id=07m9au&p=contact</u>

2701 S Council Rd Oklahoma City, OK 73128 Retail and Commercial Hours & Details V

- Display their location <u>including phone</u>.
- Include a "Services available at this location" link.
- Include "Change Location" link.
- As mentioned previously, for commercial customers there may be a need to clarify which number to call (Commercial Call Center or local store location).









Topics for FAQ

In addition to FAQ content to explain filters, based on observation in the user testing sessions and suggestions from users, I recommend including these topics in the FAQ content:

- What are the features and benefits of different tire brands? (Provide short answer, link to Brands We Offer page.)
- Do all locations offer the same services and products? (Short answer, link to the Location Detail page.)
- Does Southern Tire Mart offer vehicle repairs and maintenance? (Short answer, link to the Location Detail page.)
- Does Pilot Flying J offer tires/service for cars, trucks and SUVs or only for commercial trucks? (Short answer, link to the Pilot Flying J page.)
- What types of tires are good for various weather conditions?

Southern Tire Mart	Ê
HOME > TIRE & VEHICLE FAQ > RETAIL	
<u>Change</u> 2701 S Council Rd Oklahoma City, OK 73128	Retail & Comn Hours & Detail
TIRE & VEHICLE FA	
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TIRES





Commercial

Commercial test participant feedback closely matched retail testers in the areas already covered. The following pages highlight areas that are specific to commercial.









General comments

How would you find the price of the tires?

Call to Contact

- Even given the qualitative nature of this testing process, it seem that many commercial customers may rely more on calling and personal relationships versus the "self-service" approach to the website taken by retail users.
- That elevates the importance of presenting a phone number that best serves commercial customers' needs.
- This may require some discussion of what the best number is:
 - The Commercial Call Center
 - Or, the closest local store
- Be sure to include the Commercial Call Center phone number (the local location number if that's preferred) on the Commercial Services overview page.

		HOME > CONTAGT	rn Tire Mart		✓ Your Location 2701 S Council Rd Oklahoma City, OK 73128 Retail and Commercial Hours & Details ✓ Q	E
าร		SEND US A N	IESSAGE	*Requ	ired CONTACT	
		*First Name		*Last Name		
		*How should we contact	you?	Phone Number	FIND A LOCAT	10
at		*Location you wish to cor *Message	ntact Q. Enter Zip Code, C	City, or State (For demo type 'Meridan' or '35674')	Commercial Call Center Available 24/7/365 for Assist (877) STM-TIRE	
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lor	2701 S Council Rd Oklahoma City, OK 73128 Get directions	(405) 745-5789 oklahomacity361@stmtires.com	Services vary by loc	call (405) 745-5789		
(or	2701 S Council Rd Oklahoma City, OK 73128	(405) 745-5789 oklahomacity361@stmtires.com		CALL (405) 745-5789 TO SCHEDULE AN APPOINTMENT		
(or 1	2701 S Council Rd Oklahoma City, OK 73128 Get directions LOREM IPSUM DOLOR Lorem ipsum dolor sit amet, consectetur ac et viverra justo commodo. Proin sodales pu ridiculus mus. Nam fermentum, nulla luctus	(405) 745-5789 oklahomacity361@stmtires.com	CHANGE LOCATIO	CALL (405) 745-5789 TO SCHEDULE AN APPOINTMENT		





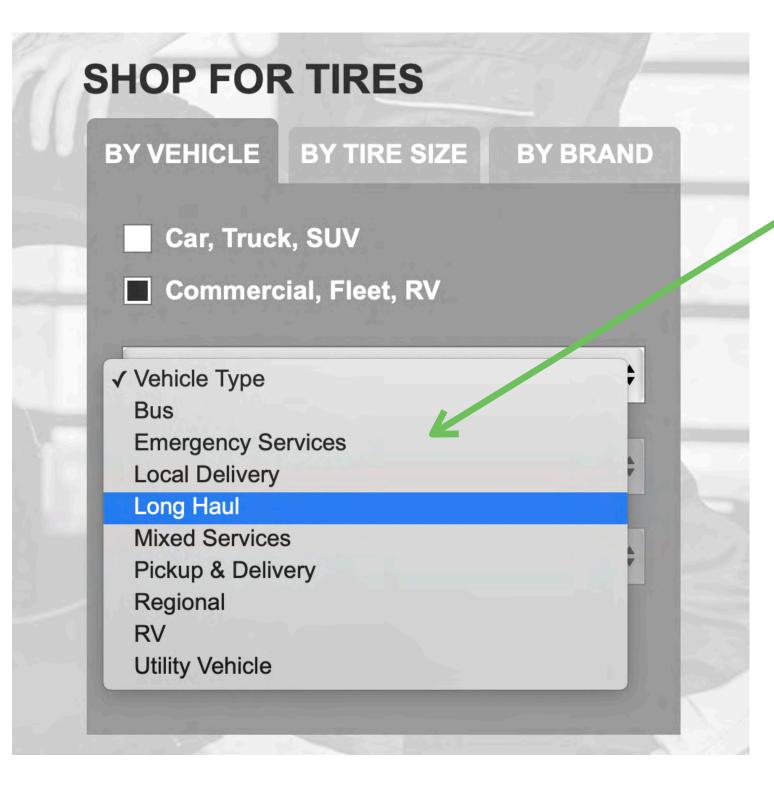




Commercial vehicle selection

Commercial Vehicle List

The small sample size didn't provide an adequate answer as to whether this vehicle list is clear and comprehensive. It should be reviewed carefully and expanded and/or clarified as needed.



A few vehicle types suggested by testing participants:

- Box Truck
- Cargo Van
- Panel Van
- Tractor Trailer

They can be grouped if they are different names for the same things. For example:

- Long Haul / Tractor Trailer
- Cargo or Panel Van / Local Pickup & Delivery

What about these?

- Off The Road
- Industrial
- Construction
- Farm



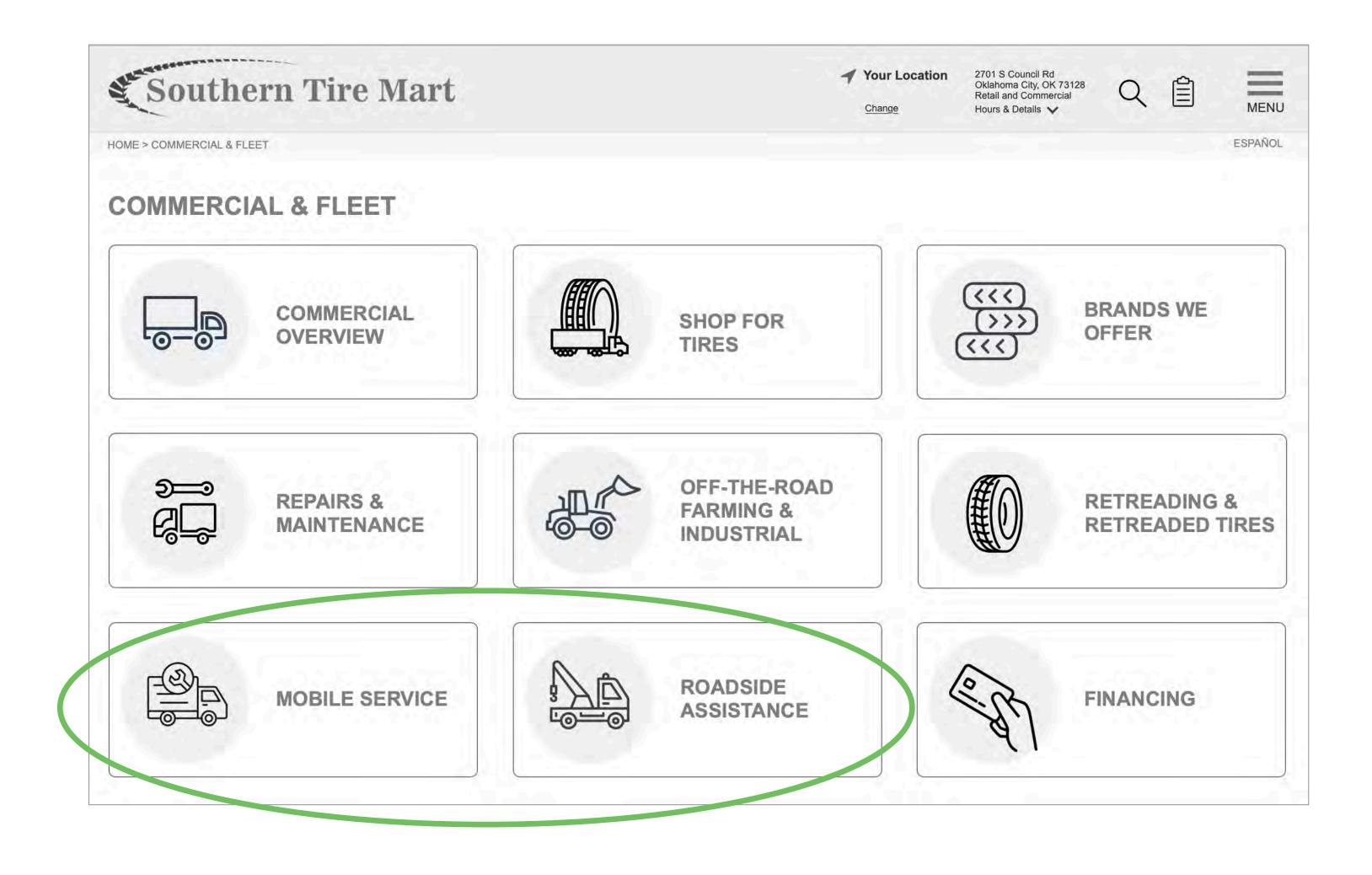




What's the difference between "Mobile Service" and "Roadside Assistance"?

Roadside Assistance vs. Mobile Service

- Some commercial test participants struggled to define the difference between "Roadside Assistance" and "Mobile Service."
- Recommend putting these together on one page with clear explanation of the services for each and the difference between them.





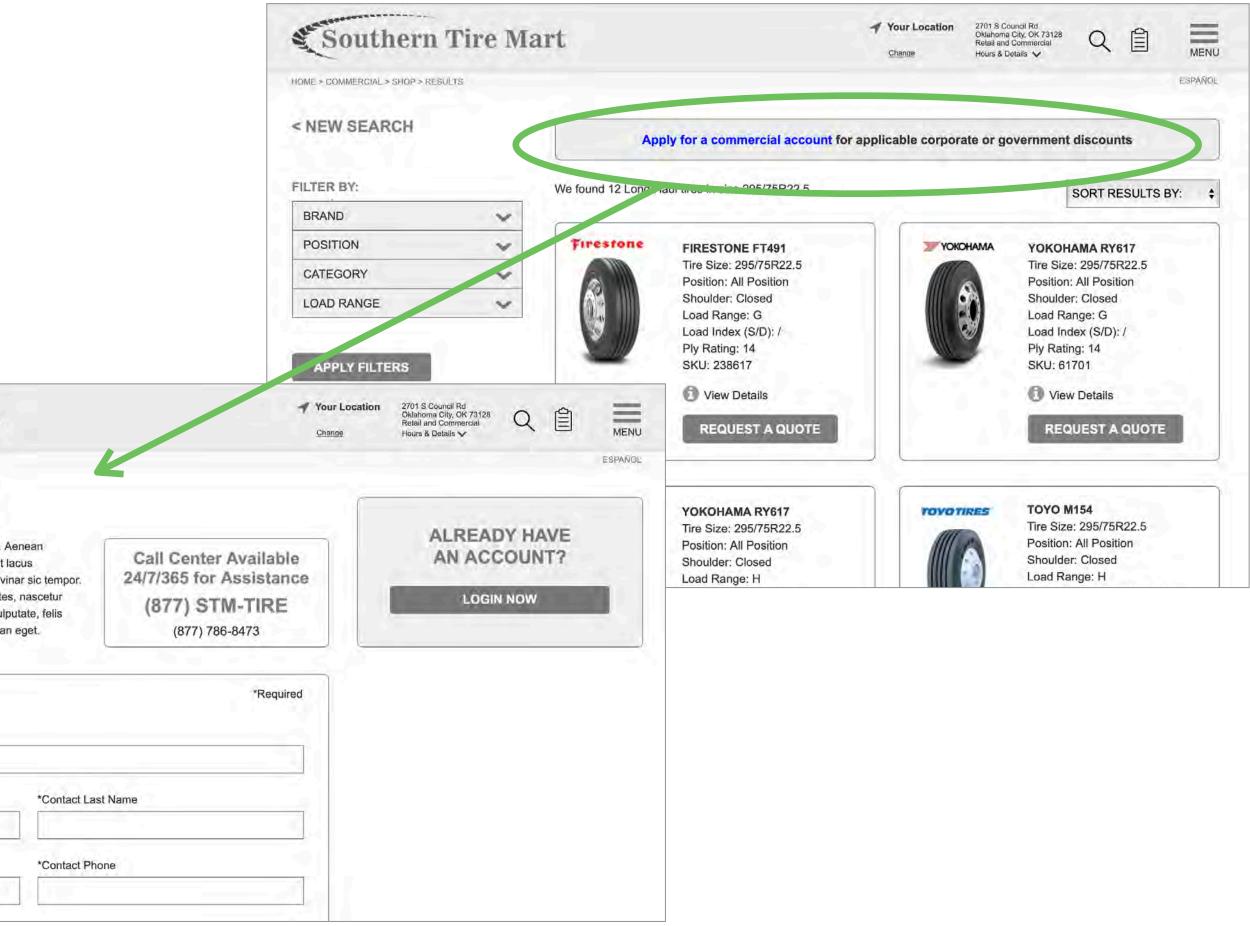
LIMELIGHT

marketing

Sign Up for a Commercial Account

- Participants located this feature easily. Some found the link to the signup page in the navigation, some noticed the banner in the tire search process.
- They said the signup form seemed simple and clear.
- Be sure to include a link to the Commercial Account Signup page on the Commercial Overview page.

	Southern Tire Mart
9	HOME > COMMERCIAL > ACCOUNTS: LOG IN OR APPLY
	COMMERCIAL ACCOUNTS
	Lorem ipsum dolor sit amet, consectetur adipiscing elit. euismod bibendum laoreet. Proin gravida dolor sit amet accumsan et viverra justo commodo. Proin sodales pulv Sociis natoque penatibus et magnis dis parturient monte ridiculus mus. Nam fermentum, nulla luctus pharetra vul tellus mollis orci, sed rhoncus pronin sapien nunc accua
	ACCOUNT APPLICATION *Company Name
	ACCOUNT APPLICATION









Moderator script

Warm Up Questions

Before we look at the website, I'd like to ask a few quick questions.

First, what's your occupation-what do you spend your time doing most days?

Roughly how many hours a day altogether-just a rough estimatewould you say you spend using the Internet, including web browsing, social media, watching videos, email and so forth, at work and at home?

What makes and models of cars, trucks or SUVs do you own? (Commercial: What commercial vehicle do you own or operate?)

In your household, who is the primary person who manages the vehicle service and maintenance? (Commercial: Describe your involvement in the service and maintenance of that vehicle/those vehicles.)

When was the last time you bought tires?

When was the last time you had a car in for service?

When you buy tires, what's the driving factor in your purchase decision? (Only if needed...for example, price, tire brand, consumer rating, tire store recommendation, etc.)

Tasks–Commercial

(Home page) First, I'm going to ask you to look at this page and tell me what you make of it: what strikes you about it, what you can do here, and what it's for. You can scroll, but don't click on anything yet. Just look around and do a little narrative.

In the top section, what do you think is meant by the buttons that say "Retail" and "Commercial"?

Assuming that the location shown at the top of the site is not near you, how would you find the location that is closest to you? How would you learn what services are available at a particular location?

(If the detailed services page is not located...how would you get more information about those services?) How would you find out how to contact the commercial call center?

If you want to find tires for a Long Haul truck - what would you do?

How would you see details of a particular tire you are interested in? How would you find the cost of the tires you are interested in?

Return to the home page.

How would you find information about roadside assistance?

How would you sign up for a commercial account?

Navigate to the Commercial & Fleet sectional page, without clicking, what would you expect to see if you clicked "Mobile Service" versus clicking on "Roadside Assistance"?

How would you find information about the Southern Tire Mart company?

Great, that completes all the tasks I have for you. Before we wrap up, do you have any comments or suggestions about the website that you want to make? If you had a magic wand, what would you do to improve the website?

Tasks-Retail

(Home page) First, I'm going to ask you to look at this page and tell me what you make of it: what strikes you about it, what you can do here, and what it's for. You can scroll, but don't click on anything yet. Just look around and do a little narrative.

In the top section, what do you think is meant by the buttons that say "Retail" and "Commercial"?

Assuming that the location shown at the top of the site is not near you, how would you find the location that is closest to you?

How would you learn what services are available at a particular location?

(If the detailed services page is not located...how would you get more information about those services?)

Assume that you own a 2020 Honda Civic EX Sedan (you can jot that down if you want). You want to find tires for your car - what would you do?

How would you see details of a particular tire you are interested in?

How would you find the cost of the tires you are interested in? Return to the home page.

If you already know that you want to purchase Michelin tires for your car, what would you do?

If you want information about various brands of tire, to help decide what brand of tires to buy, where would you go?

How would you find general tire information - not brand specific, for example, to help you know if you need new tires?

How would you find information about the Southern Tire Mart company?

Great, that completes all the tasks I have for you. Before we wrap up, do you have any comments or suggestions about the website that you want to make? If you had a magic wand, what would you do to improve the website?





