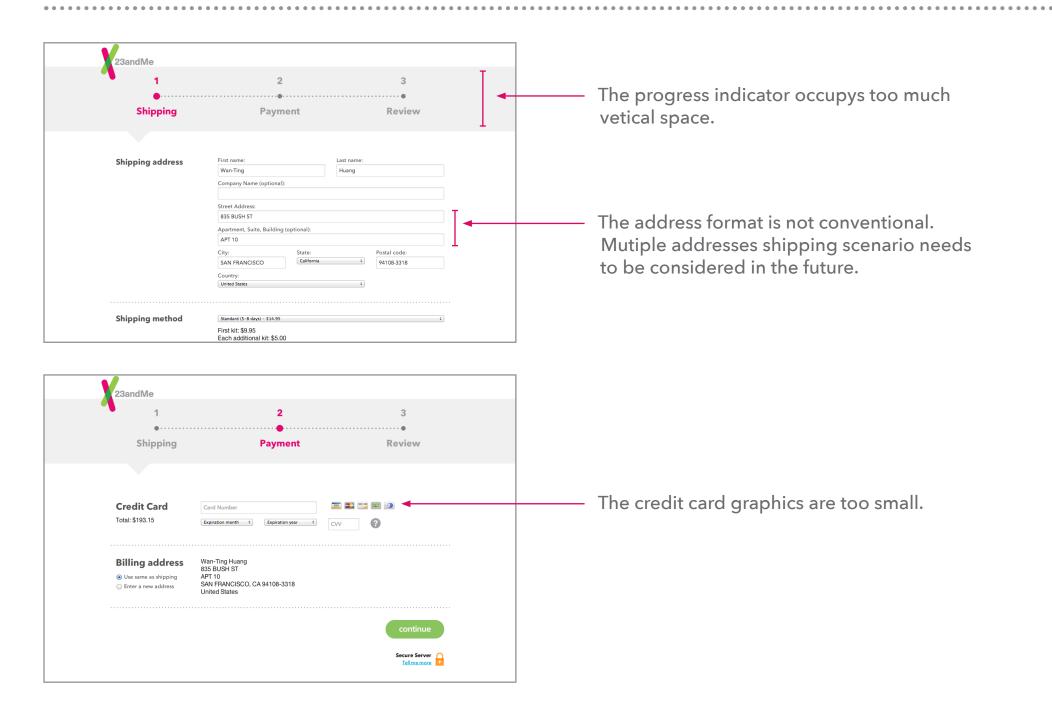
ONLINE STORE REDESIGN AUGUST 29 // RESEARCH INSIGHTS and INITIAL WIREFRAMES



CURRENTLY // STORE PAGE

The leading health and ancestry D 23andMe welcome health ancestry how it the welcome health and well health ancestry health and well health ancestry he	works store cearch help \$99 add to cart	Is the information necessary?
Shipping and processing times may vary due to In your cart Who will be using this kit? enter name Who will be using this kit? enter name	Price \$99 remove \$99 remove	Other ways to layout the product? Special qualities of 23andMe products: same product with personalized info. The kit. 1. Name / Contact info 2. Shipping Address / Method 3. Assistance needed or not 4. Gift option
Less Discount + add another kit 20% off each additional kit! ◀	- \$19.80 sub-total \$178.20 continue Secure Server Tell me more	Discount info can be more distinct. The "Add another kit" is not prominent enough.
The resale of our kits is prohibited. 23andMe can only guarantee services and pro- through our website, www.23andme.com, or through one of our authorized reselle 20% discount only applies to kits purchased within the same order and shipped to a sing pricing cannot be combined or used in conjunction with any other discount, promotion or purchases. You will have 12 months from the date of purchase to use your kit. Refund Policy Sample Collection for Children	ers. Learn more	The legal information and FAQ can be organized better.

CURRENTLY // STORE PAGE



PAIN POINTS // MEETING NOTES with Michelle

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pre-order	
during-order	 There is no name for our product. Customers are not sure what they'll get. If a user fails to provide correct names on each kit in one order, it's hard for 23andMe to get contact with the sample provider who forgets to register his kit. However, users might not have a specific names in mind when ordering multiple kits for relatives. There is no verification for international shipping address yet. There will be a high demand for shipping to multiple addresses in one order berfore Christmas, but the site hasn't supported that. Nice to have: Power users would like to save their credit card information. Customers would like to purchase a kit as a gift to other.
post-order	 Some customers would assume that their online accounts will be created automatically during the checkout process because they were asked to provide their personal info, while it's not the case. There is no way for users to track the shipping progress of their order after purchasing. Customers don't know they can cancel an order within 60 mins through the website directly without calling to the customer service center.
• •	· Customers get their kits
	 There is a lack of instructions and education about how to correctly provide the saliva sample. Customers are disatisfied when they find out that 1. they forget to register the kit before sending back the kits, and that 2. they need to recollect their saliva sample because they didn't follow the instruction correctly.

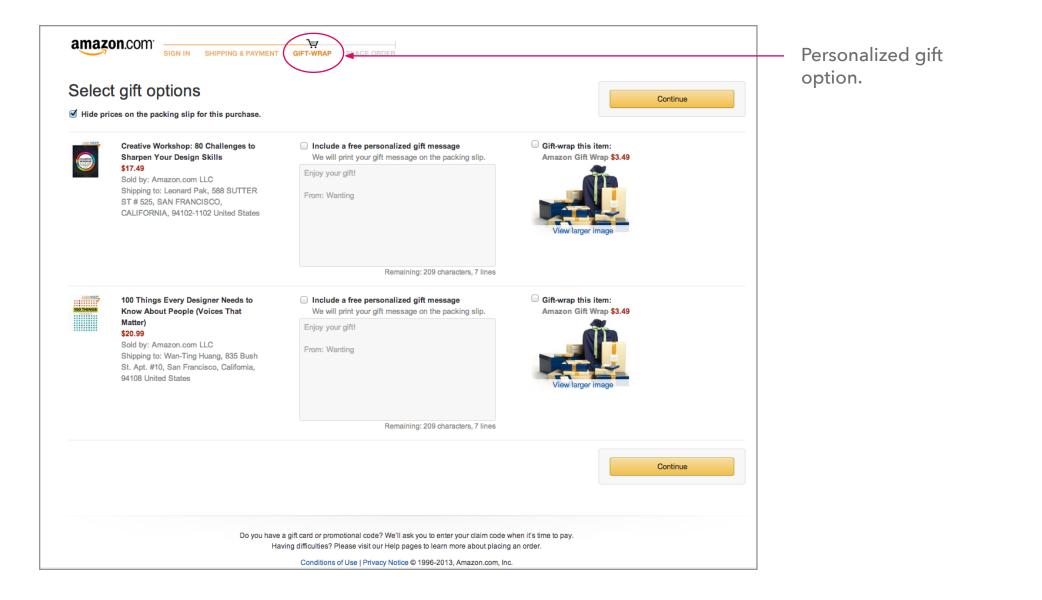
EXAMPLES // Apple store

🖆 Store Mac iPod iPhone iPad iTunes Support Q	Store Mac iPod iPhone iPad iTunes Support Q
Apple Store	rt Apple Store Chat Now 🖕 1-800-MY-APPLE 🐺 Account 👾 Ca
Items in Your Cart	Delivery & Pickup Options
iPad mini with Wi-Fi 16CB - Black & Slate \$329.00 1 \$329.00 Available to ship: Within 24 hours Add Engraving This is a gift ?	- Customization options under
iPad mini with Wi-Fi 16GB - Black & Slate s329.00 1 \$329.00 Available to ship: Within 24 hours Remove Save Add Engraving Part number: MD528LL/A	options under the same product.
Add Apple Gift Package for \$5.00	Shipping Address Select from Recent Addresses Apple Shipping Policy Learn more Signature may be required for delivery We do not ship to P.O. boxes
6,12, or 18 month special financing Cart subtotal 5658.00 Free Shipping 50.00 Estimated Tax Calculate Total \$658.00	Company Name (optional) • Delivery estimates below include Item preparation and shipping time Area Code Primary Phone • We do not ship directly to APO/FPO addresses. Street Address Apt, Suite, Bidg. (optional) • We do not ship directly to APO/FPO addresses.
Continue Shopping Save Cart Chat Now Check Out Recommended for You	ZIP Code Enter ZIP for City and State United States This is a business address •
AppleCare+	Shipping Notifications Combine Delivery, Shipping, and
Lightning to USB Camera Adapter 529.00 529.00 Add To Cart Add To Cart	Payment into Chat Now Save as my default shipping information Continue one page. © Payment © Yes, Id like Apple to recorde my old computer for free. Terms & Conditions Cart subtotal \$658.00
Questions	Enter Promo Code
When will I get my items? Can I pick up my items at an What payment methods can I use? We need your shipping address before we can give you an accurate delivery estimate. We'll provide delivery distimate. Apple Store? You can pay in a variety of ways, including creatify(debit cards, Apple CiT Cards, and two online and pick up your tems at your local	By clicking Continue, you acknowledge that the terms of Apple's Sales and Refunds Policy will govern your purchase.
your shipping information during checkout. Learn more about Shipping & Pickup. Apple Store. You'll see more options during the checkout process. Learn more about Personal Pickup. Casher of the checkout process. Learn more about Payment & Pricing.	Questions Delivery & Pickup Options Shipping Address Payment
How is sales tax determined for my order? Does Apple offer an education discount? What financing options are available? The tax listed on the Cart and Checkout pages is an estimate. Your invoice will reflect the final total tax, which includes state taxes, not cal taxes, and any applicable fees. Learn more about Payment & Pricing. Apple offer an education discount? What financing options are available? You can choose between two financing ualify, visit the Apple Store for Education to place your order. Learn more about Payment & Pricing. You can choose between two financing ualify. visit the Apple Store for Education to place your order. Learn more about Payment	When will I get my items? Can I pick up my items at an How do I qualify for free Pickup availability and delivery estimates are shown next to each of your items above. If you dor't see these estimates, make sure you've entered your 2/P code yo (clicking on of the links next to "ship" or "Pick up." for each item above, with the ability or analso upgrade your shipping de Pickup. Yes. You can choose between "ship" and "pick up" for each item above, with the ability or analso upgrade your shipping method for an extra charge. The Apple Online Store offers free Standard Shipping on qualifying orders over 550. You compare pickup availability and delivery estimates. Learn more about Personal Pickup. The Apple Online Store offers free Standard Shipping on qualifying orders over 550. You compare pickup availability and delivery estimates. Learn more about Personal Pickup. The Apple Online Store offers free Standard Shipping on qualifying orders over 550. You compare pickup availability and delivery estimates. Learn more about Personal Pickup. The Apple Online Store offers free Standard Shipping on qualifying orders over 550. You compare pickup availability and delivery estimates. Learn more about Personal Pickup. The Apple Online Store offers free Standard Shipping on qualifying orders over 550. You compare pickup availability and delivery estimates. Learn more about Personal Pickup.

EXAMPLES // AMAZON - mutiple addresses

	AYMENT GIFT-WRAP PLACE ORDER		— Small progress indicator next to the
Select a shipping addres	S	Stending items to more than one address? Ship to multiple addresses	logo.
Is the address you'd like to use displayed below? If s	b, click the corresponding "Ship to this address" button. Or you can enter a new shipping address	S.	
Or pick-up from an Amazon Lo Amazon Locker is a convenient delivery option with s	cker ecure pick-up locations near you. Search for an Amazon Locker location near you		
Leonard Pak 588 SUTTER ST # 525 SAN FRANCISCO, CALIFORNIA 94102-1102 United States Phone: 6262037038	Wan-Ting Huang 835 Bush St. Apt. #10 San Francisco, California 94108 United States Phone: 6262037038		
Ship to this address	Ship to this address		
Edit Delete	Edit Delete		
ć	SIGN IN SHIPPING & PAYMENT GIFT-WRAP PLACE ORDER		
Choose where to ship each iten			
Forget someone? Enter a new shipping a			
Type/Item/Price	Qty.	Send to:	
		St. Apt. #10, San Francisco ÷	
Creative Workshop: 80 Challenges to \$17.49 - In Stock Condition: New Sold by: Amazon.com LLC Delete	Sharpen Your Design Skills - Sherwin, David 1 Wan-Ting Huang, 835 Bush 1	St. Apt. #10, San Francisco 💠	
Changed quantities? Press Update To delete an item, change its quantity to	0, then click Update.	Continue 💽	
Please note: To send a single item to more than one p to Be a Gardener to seven friends, change the quantity	erson, you must change the quantity of that item to match the number of people you're sending it to, then c to 7, then click Update.	lick the Update button. For example, to send How	
	o you have a gift card or promotional code? We'll ask you to enter your claim code when it's time to pay. Having difficulties? Please visit our Help pages to learn more about placing an order.		
	Conditions of Use Privacy Notice © 1996-2013, Amazon.com, Inc.		

EXAMPLES // AMAZON - gift option



EXAMPLES // walmart

In the set of	Secure Checkout		Shipping & Pickup	Payment Method	Review & P	ace Order		— Progress indicato
First NameItemQtyTotalLast Name	Enter a shippin	g address:		Order Summary		Return to cart	- 	as a thin row.
Last NameItemQtyTotalAddress Line 1(optional)Terra Vintage Black & Ivory Rug Size: 7'10'x10'6"1\$176.64Address Line 2(optional)ItemQtyTotalZIP CodeEnter ZIP for city and stateOrian Streetfair Shag Rug, Multi1\$29.47Orian Streetfair Shag Rug, Multi1\$29.47Size: 2'7'x3'9"Subtotal (2 items)\$206.11	Eirst Namo			Ship				
Address Line 1				Item	Qty	Total		
Address Line 2				Terra Vintage Black & Ivory Rug	1	\$176.64		
ZIP Code Enter ZIP for city and state Qty Total Phone Number			(ontional)	512E. 7 10 X10 0				
Phone Number					Qty	Total		
Use this as billing address Subtotal (2 items) \$206.11				Orian Streetfair Shag Rug, Multi Size: 2'7"x3'9"	1	\$29.47		
Subtotal (2 items) \$206.11								
		Secting as bining address		Subtotal (2 items)		\$206.11		

WIREFRAMES // STORE - order page - layout 1

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23andMe	ABOUT Mission Blog Media Center Jobs Site Map FAQ	PARTNER WITH US Approach to Research Platform Services API Affiliates	LEGAL Terms of Service Privacy Policy Cookie Policy Ad Tracking	CONNECT WITH US Facebook Twitter Google Plus YouTube
processing times may v 20% discount only applie promotions and special p special pricing and are no	ays. Expect results 4-6 weeks after ary due to high volume. Is to kits purchased within the same of pricing cannot be combined or used in ot valid on previous purchases.	Quantity: 1 continue r we receive your sample. Shippin order and shipped to a single addree n conjunction with any other discord	inherited conditions age, find relatives and 20% off each addit Secure Server Tell me more and ss. Discounts, unt, promotion or Q	d more
	X Tamata	DNA kit (online	e service)	
	are more, 23andMe experienc			atives are involved.
23andMe	welcome		Ith and ancestry DNA servic	e <mark>sign in register kit</mark> (search help

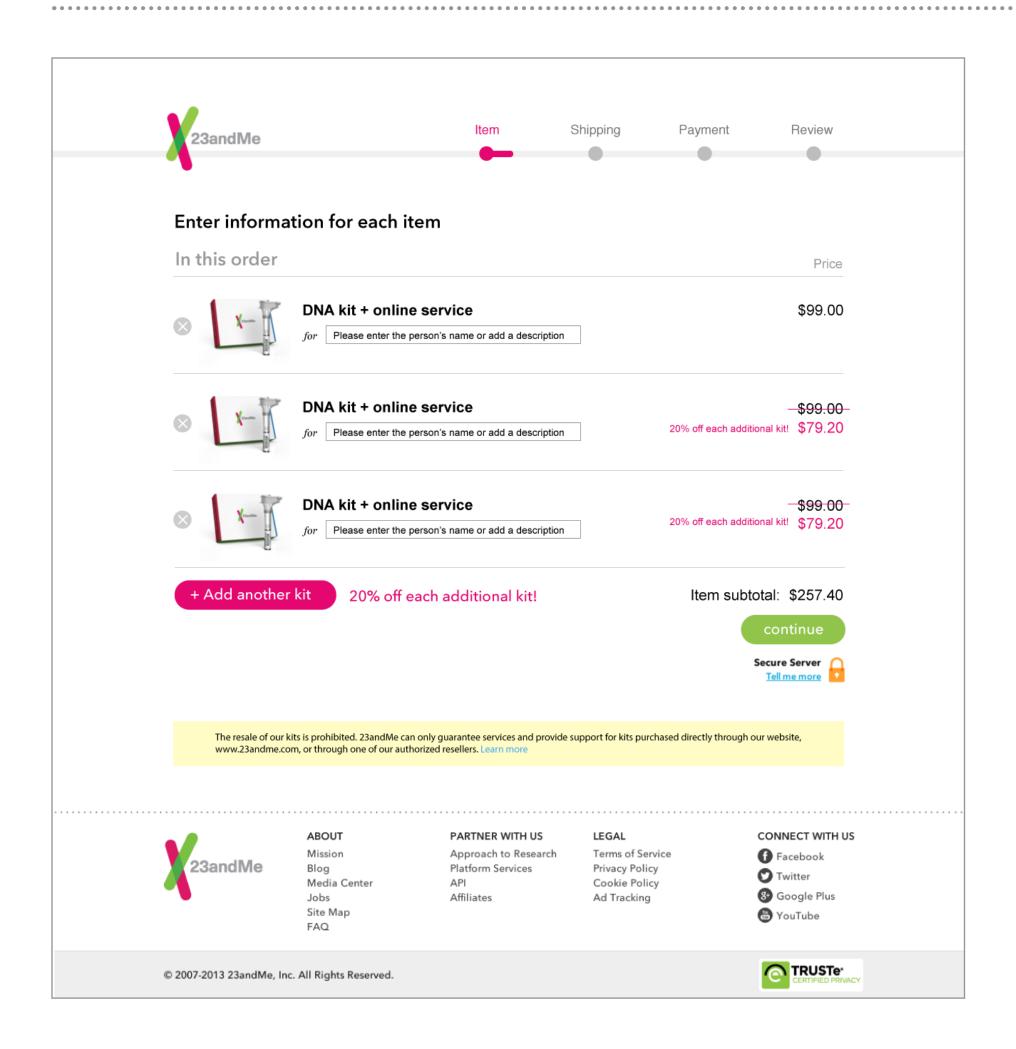
WIREFRAMES // STORE - order page - layout 2

	Ne welcome M Share more, our 23andMe experience	health ancestry how	nore!	sign in register kit arch help ives are involved.
	Unit pr DNA kit (online service) \$99.0	0 × 1 ¢	20% off each additi	
20% discount on promotions and s special pricing an	ocessing times may vary due to high volun y applies to kits purchased within the same o special pricing cannot be combined or used ir d are not valid on previous purchases. nonths from the date of purchase to use your	rder and shipped to a single addres n conjunction with any other discou	nt, promotion or Samp Othe Ques	Ad Policy ble Collection for Children r Store FAQs tions or need assistance? Customer Care
© 2007-2013 23a	ABOUT Mission Blog Media Center Jobs Site Map FAQ ndMe, Inc. All Rights Reserved.	PARTNER WITH US Approach to Research Platform Services API Affiliates	LEGAL Terms of Service Privacy Policy Cookie Policy Ad Tracking	CONNECT WITH US Facebook Twitter Google Plus TouTube YouTube

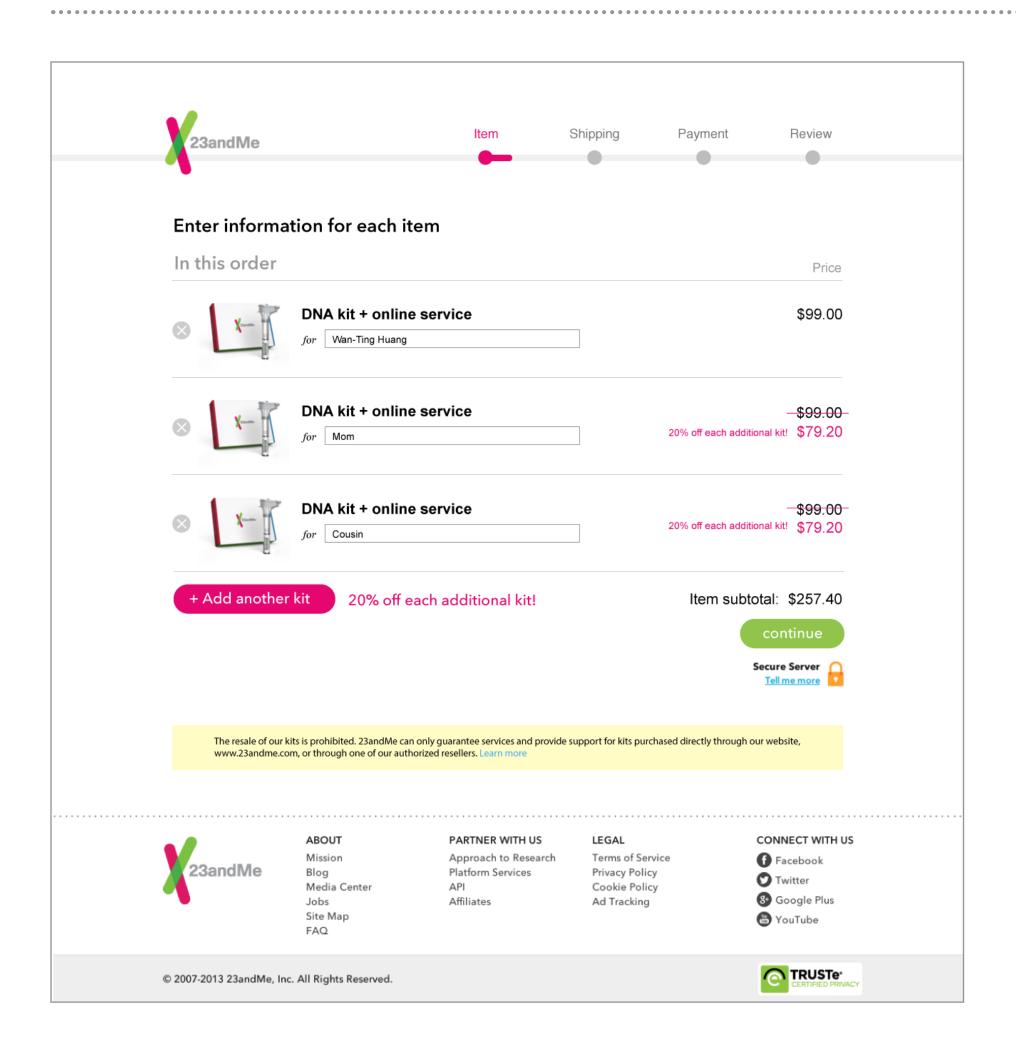
WIREFRAMES // STORE - order page - select number of kit

	welcome Are more, 3andMe experience	health ancestry how		p
Product DNA (onlin	Unit pr A kit he service) \$99.0		20% off each additio	nal kit!
Shipping and processing 20% discount only applies promotions and special pri special pricing and are not	ys. Expect results 4-6 weeks after times may vary due to high volun to kits purchased within the same o cing cannot be combined or used ir valid on previous purchases.	ne. Inder and shipped to a single addres In conjunction with any other disco	unt, promotion or Sample Other S	Continue Secure Server Tell me more Policy Collection for Children Store FAQs ons or need assistance?
23andMe	ABOUT Mission Blog Media Center Jobs Site Map FAQ	PARTNER WITH US Approach to Research Platform Services API Affiliates		CONNECT WITH US Facebook Google Plus Coogle Plus Coogle Plus Coogle Plus
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WIREFRAMES // STORE - item



WIREFRAMES // STORE - item - enter names



WIREFRAMES // STORE - shipping - single address

? First name:			
First name:			
	Lasi	t name:	
Company name (optional)			
Address line 1:			
Address line 2:			
City:	State:		
Country:			
First kit: \$9.95 Each additional kit: \$5.00 Shipping cost includes shipp	ing to each recipient a	nd	
First kit: \$36.95 Each additional kit: \$5.00 Shipping cost includes expe and USPS First Class shipp	dited shipping to the re	cipient	
Email:	Pho	ne:	
		Item subtotal	¢057 //
	Address line 2: City: Country: Country: Standard (5~8 days) - First kit: \$9.95 Each additional kit: \$5.00 Shipping cost includes shipp return shipping from each re Express (2~3 bus. day First kit: \$36.95 Each additional kit: \$5.00 Shipping cost includes expe and USPS First Class shipp shipments cannot be deliver	Address line 2: City: State: Country: Country: Country: Standard (5~8 days) - \$19.95 First kit: \$9.95 Each additional kit: \$5.00 Shipping cost includes shipping to each recipient a return shipping from each recipient to the lab. Express (2~3 bus. days) - \$46.95 First kit: \$36.95 Each additional kit: \$5.00 Shipping cost includes expedited shipping to the re and USPS First Class shipping to the lab. Express shipments cannot be delivered to P.O. Boxes.	Address line 2: City: State: Postal code: Country: Image: Country: Image: Country: Image: Country: Image: Country: Image: Country:



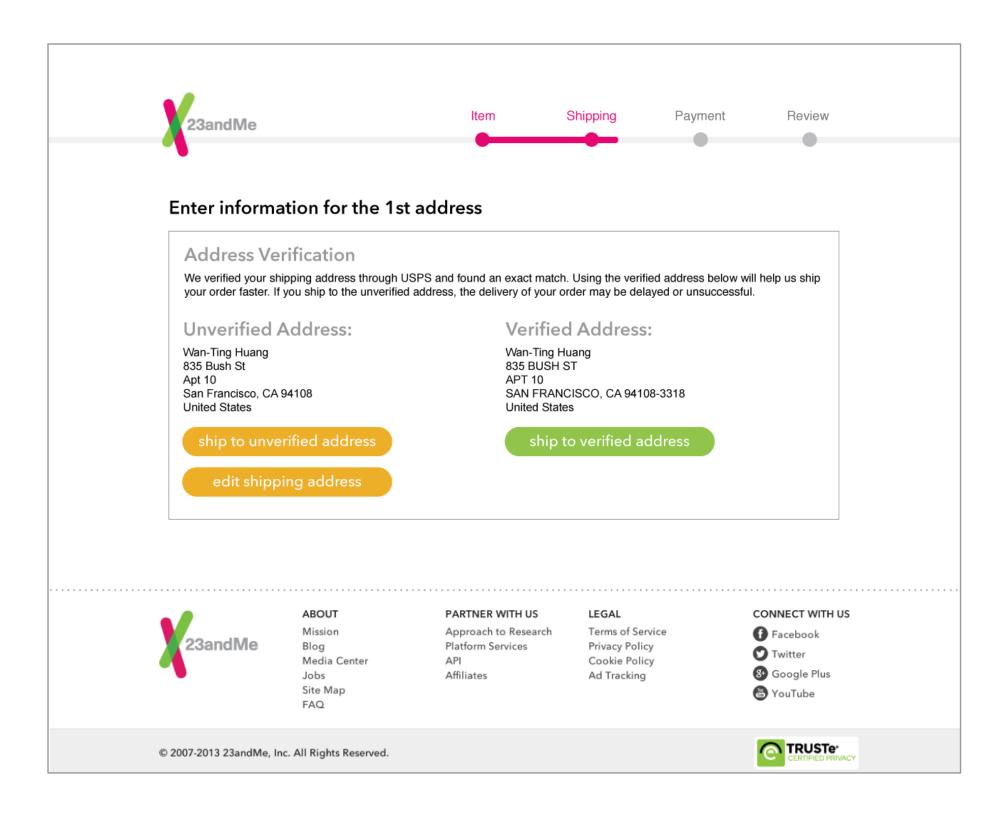
WIREFRAMES // STORE - shipping - mutiple addresses - 1st address

Kits for this address	 ✓ Wan-Ting Huang ✓ Mom ✓ Quanting
Shipping destination for this address	Cousin First name: Company name (optional):
	Address line 1: Address line 2: City: State: Postal code: Country:
Shipping method for this address	 Standard (5~8 days) - \$14.95 First kit: \$9.95 Each additional kit: \$5.00 Shipping cost includes shipping to each recipient and return shipping from each recipient to the lab.
	Express (2~3 bus. days) - \$41.95 First kit: \$36.95 Each additional kit: \$5.00 Shipping cost includes expedited shipping to the recipient and USPS First Class shipping to the lab. Express shipments cannot be delivered to P.O. Boxes.

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WIREFRAMES // STORE - shipping - mutiple addresses - 1st address

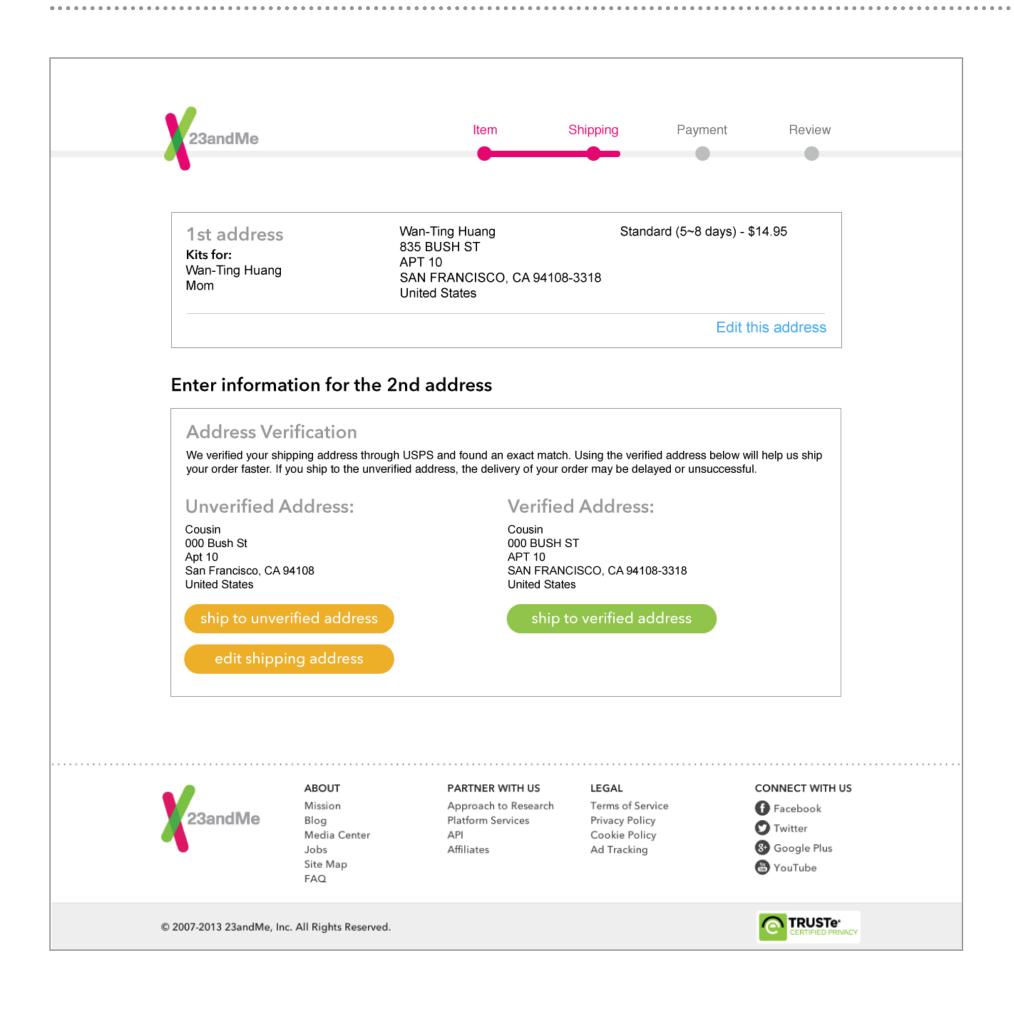


WIREFRAMES // STORE - shipping - mutiple addresses - 2nd address

23andMe	Item	n Shippir	ng Pay	rment	Review
1st address Kits for: Wan-Ting Huang Mom	Wan-Ting Huang 835 BUSH ST APT 10 SAN FRANCISC United States	O, CA 94108-3318	Standard (5~8	3 days) - \$14	4.95
				Edit this	s address
inter information for the	2nd address				
Kits for this address	✓ Cousin		 ☐ Wan-Ting (address as ☐ Mom (address as 	signed)	
Shipping destination	First name:		Last name:		
for this address	Company name	(optional):			
	Address line 1:				
	Address line 2:				
	City:	State:		Postal code	:
	Country:				
Shipping method for this address	First kit: \$9.95 Each additional Shipping cost in	~8 days) - \$14.95 kit: \$5.00 cludes shipping to each re from each recipient to the	ecipient and lab.		
	First kit: \$36.95 Each additional Shipping cost in and USPS First	3 bus. days) - \$41.9 kit: \$5.00 cludes expedited shipping Class shipping to the lab. ot be delivered to P.O. Bo	g to the recipient Express		
				save this a	ddross

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WIREFRAMES // STORE - shipping - mutiple addresses - 2nd address



WIREFRAMES // STORE - shipping - mutiple addresses - contact

23andMe		Item	Shipping	Payment	Review
1st addres Kits for: Wan-Ting Huang Mom		Wan-Ting Huang 835 BUSH ST APT 10 SAN FRANCISCO, CA 94 United States		Standard (5~8 days)) - \$14.95
				Edit	t this address
2nd addres Kits for: Cousin	SS	Cousin 000 BUSH ST APT 10 SAN FRANCISCO, CA 94 United States		Standard (5~8 days)) - \$9.95
				Edit	t this address
	t information				
Enter contact Contact ?		First name: Email:		Last name: Phone:	
Contact 🕐		First name:		Phone: Item sul	btotal: \$257.40 btotal: \$24.90
Contact 🕐		First name:		Phone: Item sul Shipping sul	
Contact 🕐		First name:		Phone: Item sul Shipping sul	btotal: \$24.90
Contact 🕐		First name:		Phone: Item sul Shipping sul	total: \$24.90 Total: \$282.30 continue
Contact 🕜		First name:	LEGAL	Phone: Item sul Shipping sul	total: \$24.90 Total: \$282.30 continue



WIREFRAMES // STORE - payment

Enter payment inform	nation
Credit card Total: \$282.30	Payment method:
	Expiration month: Expiration year: CVV:
Billing address	 Wan-Ting Huang 835 BUSH ST APT 10 SAN FRANCISCO, CA 94108-3318 United States Cousin 000 BUSH ST APT 10 SAN FRANCISCO, CA 94108-3318 United States
	Enter a new address
	First name: Last name:
	Company name (optional):
	Address line 1:
	Address line 2:
	City: State: Postal code:
	Country:

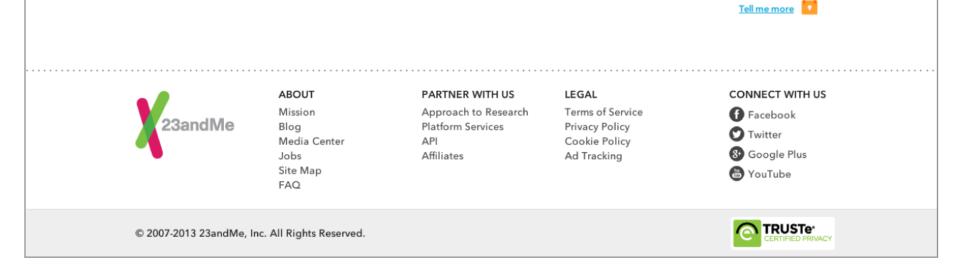
You can review this order before it's final.





WIREFRAMES // STORE - review

Edit DNA kit (online service) Wan-Ting Huang \$95.0 DNA kit (online service) Mom \$79.20 \$99.0 Items subtotal \$257.4 Shipping Ist address Wan-Ting Huang \$14.95 Edit Ist address Wan-Ting Huang \$14.95 Wan-Ting Huang \$35.BUSH ST Standard (5-8 days) - \$14.95 Wan-Ting Huang \$AN FRANCISCO, CA \$408.3316 United States Cousin \$20.000 BUSH ST Kits for: APT 10 \$20.000 BUSH ST Cousin \$AN FRANCISCO, CA \$4108.3318 United States United States Cousin \$24.90 Payment American Express \$24.90 Wan-Ting Huang \$35.805 ST \$24.90 Yan-Ting Huang \$35.805 ST \$24.90 Payment American Express \$24.90 Wan-Ting Huang \$35.805 ST \$24.90 Wan-Ting Huang \$35.805 ST \$24.90 Yan-Ting Huang \$35.805 ST \$24.90 Wan-Ting Huang \$35.805 ST \$37.10 SAN FRANCISCO,	23andMe	Item	Shipping	Payment	Review
Edit DNA kit (online service) DNA kit (online serv	In this order				
DNA kit (online service) Mom \$79.20 -899.04 DNA kit (online service) Cousin \$257.40 Shipping 1st address Wan-Ting Huang Standard (5-8 days) - \$14.95 Edit 1st address Wan-Ting Huang Standard (5-8 days) - \$14.95 Kits for: APT 10 Wan-Ting Huang SAN FRANCISCO, CA Mom 94108-3318 United States Standard (5-8 days) - \$9.95 Cousin SAN FRANCISCO, CA 94108-3318 Standard (5-8 days) - \$9.95 Kits for: APT 10 Standard (5-8 days) - \$9.95 Standard (5-8 days) - \$9.95 Cousin SAN FRANCISCO, CA 94108-3318 United States Standard (5-8 days) - \$9.95 Contact for all shipping addresses: Wan-Ting Huang Wan-Ting Huang Standard (5-8 days) - \$9.95 Van-Ting Huang San FRANCISCO, CA 94108-3318 Standard (5-8 days) - \$9.95 Van-Ting Huang San FRANCISCO, CA 94108-3318 Standard (5-8 days) - \$9.95 Van-Ting Huang San FRANCISCO, CA 94108-3318 Standard (5-8 days) - \$9.95 Shipping subtotal \$24.90 \$24.90 \$24.90 States San FRANCISCO, CA 941	ltem	Product	Name/description		Price
Shipping 1st address Wan-Ting Huang Standard (5-8 days) - \$14.95 Edit Nom 95 BUSH ST Standard (5-8 days) - \$14.95 Wan-Ting Huang SAN FRANCISCO, CA 94108-3318 United States Image: San Francisco and San Fran San Francisco and San Fran Francisco and S	Edit	DNA kit (online service)	Mom		
Edit Statutiess 835 BUSH ST APT 10 Wan-Ting Huang SAN FRANCISCO, CA Mom 94108-3318 United States 2nd address Cousin Standard (5-8 days) - \$9.95 Kits for: APT 10 Cousin Standard (5-8 days) - \$9.95 Kits for: APT 10 Cousin SAN FRANCISCO, CA 94108-3318 United States United States Contact for all shipping addresses: Wan-Ting Huang wanting 76@gmail.com 6262037038 Shipping subtotal \$24.90 Payment American Express ***********************************				Items subtota	al \$257.40
Kits for: APT 10 Cousin SAN FRANCISCO, CA 94108-3318 United States Contact for all shipping addresses: Wan-Ting Huang Wanting76@gmail.com 6262037038 \$24.90 Payment American Express ***********************************		Kits for: Wan-Ting Huang	835 BUSH ST APT 10 SAN FRANCISCO, CA 94108-3318	Standard (5~8 day	ys) - \$14.95
Wan-Ting Huang wanting76@gmail.com 6262037038 Shipping subtotal \$24.90 Payment American Express ***********************************		Kits for:	000 BUSH ST APT 10 SAN FRANCISCO, CA 94108-3318	Standard (5~8 day	ys) - \$9.95
Payment American Express ***********************************		Wan-Ting Huang wanting76@gmail.com	ipping addresses		
Edit Wan-Ting Huang 835 BUSH ST APT 10 SAN FRANCISCO, CA 94108-3318 United States Item subtotal: \$257.40 Shipping subtotal: \$24.90				Shipping subtota	al \$24.90
Shipping subtotal: \$24.90	-	Wan-Ting Huang 835 BUSH ST APT 10 SAN FRANCISCO, CA 94108			
Total: \$282.30					
				Total	: \$282.30
					ure Server



WIREFRAMES // STORE - finished

ls sharing in Get a \$10 gi		join our referral program	
Something wrong with the order?		er online or contact our customer se be charged if you cancel the purchas l.	
	Contact for all shi Wan-Ting Huang wanting76@gmail.com 6262037038	pping addresses:	
	2nd address Kits for: Cousin	Cousin 000 BUSH ST APT 10 SAN FRANCISCO, CA 94108-3318 United States	
Shipping info	1st address Kits for: Wan-Ting Huang Mom	Wan-Ting Huang 835 BUSH ST APT 10 SAN FRANCISCO, CA 94108-3318 United States	
Order number	#000-000000-000000		Total: \$282.30
Order Summary			Secure Server
We have sent	our order details for y	ur order! email address you provided. our records. Kits generally	•
23andMe	welcome health and	cestry how it works store search	help
		The leading health and ancestry DNA service	sign in register kit

Your feedback is valuable for us to improve the service in the future. Please help us know more about yourself and how you think of us.

How do you hear about us?

- Online Advertisement (e.g. banner ad, Google search)
- Friend or Family Member
- O Direct Mail (advertisement mailed to your home)
- Online radio/podcast advertisement
- News Story (online, TV, newspaper, magazine)
- Radio Advertisement
- Online video advertisement (e.g. YouTube, Hulu)
- O TV Advertisement
- Other

What is the highest level of education you have completed?

- Less than high school
- High school or equivalency (GED).
- Some college
- Associate's degree or community college
- Vocational school
- Bachelor's degree
- Master's degree
- O Doctorate or professional degree (M.D., J.D., D.D.S., Ph.D., etc.)
- I'd rather not say

submit survey