Documentation

Hôtel The Cottage

Concevoir une expérience de réservation d'hôtel en ligne, simple et accessible.



A peaceful haven, to stay a while...

Description of the second seco

About the hotel

Summary

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COMPETITIVE BENCHMARK

Hotel booking websites

Photo by Marvin Meyer on Unsplash

PROJECT OVERVIEW

The Context

- Who : Hotel booking websites
- What : competitive benchmark
- Where : AirBnB | Agoda | Secret de Paris | Mandarina Bay Sands
- How : Focus on homepage, search and select, entering details and payment process
- When : December 2021
- Why : identify how hotel booking websites manage the process we are trying to create, understand the conventions that should be followed and highlight best practices to emulate

Color code



Vocabulary (glossary)

CTA = Call To Action

LEARNINGS

Understand the conventions

- Booking CTA button is placed on home page
- User can edit travel preferences at all steps
- Calendar is used to select dates and user can add rooms
- Booking steps are: search > Select > Customize (enter details) > payment > Confirmation

Highlight best practices

- Search bar is placed on home page
- User can be flexible on travel dates, numbers of guests and rooms
- Sleek and minimalist design with standard icons
- Short text description that help the user throughout the booking process
- Use of a breadcrumb to help the user locate on the website
- Focus on room pictures and variety of views
- Offer various possibility of payment (credit card, paypal or onsite)
- Create conversation between the interface and the user
- Ease going back actions





- Website Location
- Review : 12/15/2021
- Support : Desktop

AIRBNB | HOME PAGE



- Website accessible to people from all around the world : Many different languages are listed.
- Search bar is placed at the top of the page with a color contrast between the black and white backgrounds : it is easily visible.
- Use of bright color makes the search icon visible and icon (magnifying glass) matches with standards.
- Background picture is appealing and creates desire.
- 5 Flexibility and efficiency for users who haven't decided where to go yet.
 - Discrete secundary CTA button (white background color) compared to search button.

2

3

4

AIRBNB | SEARCH AND SELECT (1)



A direct question is asked to the user as if it was a real conversation between two people.

- Travel dates are selected via a classical drop-down calendar. But there is no « Apply » CTA button.
- Flexibility on modifying travel dates. And choice between using the calendar « I'm flexible » button for less specific research.
- Interface doesn't presume of who the travelers are and who is navigating at the moment : couple ? Single ?
- Too much details on the number and type of travelers. How far is the pet section necessary ?

2

3

AIRBNB | SEARCH AND SELECT (2)



- Too much buttons for the user to refine its research. Page reloads at every filter modification.
- 2 Interesting information on available stays : helps the user to refine its research Not visible enough.
- 3 Important sanitary information about travel guidance during COVID-19 : not visible enough.
- Diaporama offers great global view of the rents but no identified « select » button.
- Possibility to create a wishlist to come back and make a later decision.

6

Both map and list view in same window : user can keep control on the map and still look for a place to stay according to their location preferences.

Users keeps control on travel dates and can modify them at any moment.

AIRBNB | ENTERING DETAILS



- Bold character title gives a quick summary of the rent (name, ratings, location).
- 2 Diaporama of photos helps user to project itself and see details of the place.
- 3 Possibility to external share of the announce and to save it in a wishlist = time gain.
 - Consistent conversation between the interface and the user.
 - Very visible CTA button (color contrast) and specific objective behind text : reserve = book.
 - Text reassures the user on money treatment before the payment step.
 - Information on cancellation conditions also reassure before payment step.

5

AIRBNB | PAYMENT PROCESS (1)



AIRBNB | PAYMENT PROCESS (2)

		Entire townhouse magical house metro	robescierre
Credit or debit	card 🗸		
Card number 9		• £35(3) (entenc)	
		Price details	
A MARCANE AND		€450.00 x 1 night	€45
Billing address		Cleaning fee	€12
Street address		Service fee	69
Ant or suite number		Occupancy taxes and fees	e
mpic or surre montibler		Total (<u>EUR</u>)	€66
City			
County	Postcode		
1999 (1999) - 1994			
Ireland	~		
1			
Enter a coupon			
Required for your	rtrip		
Let the host know why you?	re traveling and when you'li check in		
	70 <i>D</i> -1		
Joined in 2013			

- Secured payment with HTTPS protocol | Multiple choice on credit card types.
- Only necessary for businesses : should be activated by a checking box (are you a company?)
- « Enter Coupon » field not visible enough : it can be missed.

4

Information on cancellation policy reassures before finalizing the payment.



agoda

- Website Location
- Review : 12/16/2021
- Support : Desktop

AGODA | HOME PAGE

	HOTELS, Check out our ra	RESORTS, HO	STELS & MOR	RE 2			
?	Hotels & Homes F	Trivate stays	nthly stays A	Activities		6-	
Q Enter a destin	ation or property					1	3
29 Dec 2021 Wednesday	30 Dec 20 Thursday	21	2 adults 1 raam		e e		

- Search bar is placed on home page.
- Non-attractive main title : it doesn't generate any emotion. Not visible enough : too small size and no color contrast with image background.
- Difference between « Hotels & Homes » and « Private stays » is not very : what is behind those buttons ?
- Important information about travel guidance during COVID-19 is visible thanks to colored background : reassurance for the travelers.
- Website accessible to people from all around the world : possibility to switch language and currency.
- No consistency between background photo (beach) and website service (hotel booking).
- Filter Repetition (airport transfer), non visible but useful filter (car rental), inactive but visible filter (activities).

AGODA | SEARCH AND SELECT (1)



« Destination » and « property » are not precise terms : Placehoder text could be refined. Magnifying glass is irrelevant here : should be placed in CTA button « search ».

No text describes what the user is supposed to select here. They have to assume. Is it check-in / out ? Entering guests ?

- The interface provides the user with tips to pick up dates and save money.
 - Traveler section too segmented that that lengthen the process and forces user to pick up a labelized situation.
- Possibility to can add a hotel to the search in case of travels with stopovers.

Too large CTA button compared to the number of letters and not visible enough on the page (no color contrast).

AGODA | SEARCH AND SELECT (2)



- Not centered logo when zooming : unaesthetics.
- Text on « secret deals » button is not very clear : what kind of content does it lead to ?
- Flexibility to view ratings from similar types of travelers (couples, family): interesting for comparison.
- Possibility to add sight-seeing oriented filters.
- Separated Map and list view : forces the user to open 2 different windows.
- Cancellation policy is displayed when available.
- Unprioritized CTA button compared to the other buttons in the page : no color contrast

AGODA | ENTERING DETAILS (1)



- Interface reminds th user of the selected trip parameters. User is free to start another research at any step of the process.
- Possibility to save a destination into favorites and create a wishlist and gain time.
- 3 Diaporama of photos enables the user project itself in the room.
- Possibility to navigate through the different sections of the page and have a complete view of the room features. Useful because there is a lot of content in the page. Scroll to the top button eases the navigation.
- Not possible to book the room at this stage. CTA button is not visible enough in the global page (no colour contrast).
- Ratings help the user to take its decision and is visible enough. View map helps the user to geolocate.
- Repetition of the map view CTA link and less eye-attracting than the grahic element.
- Too many icons in too many different colors : risk of getting lost in all these information.
- Text insists on the urgency of an offer to keeps the user's interest and grow conversion.

AGODA | ENTERING DETAILS (2)



- Flebility to look for hotels that accept payment on site.
- Too much urgency : focus seems to be on prices rather than on experience.
- CTA button text is too e-commerce oriented : away from the user's reality that is booking a room and not buying a product at the supermarket.
- Use of different colors create hierarchy in the text. Which option is the most important between "free breakfast" and "free Wi-Fi"?
- 5 Red color means urgent or danger and can create bad emotions : should not be used for money or payment process.
 - Double negation generates confusion : text not very intelligible.

AGODA | PAYMENT PROCESS (1)



Breadcrumb helps to locate on the page: user knows exactly at which step of the booking process they are.

- Recall of the selected room using thumbnail image : user doesn't have to remember what it chose.
- Congratulations encourage users and comfort in its booking decision.
- Cancellation policy is reminded before payment step : this is an element of reassurance.
- Room options should be selected during entering details step : coming late in the booking process.
- Total price is too visible compared to main CTA button that is « NEXT : FINAL STEP ». Same background color is used.
- Global and transparent vison of Additional and included options in the booking.
- Payment treatment is explained in a details : user knows exactly but whom its money will be treated after transaction is complete.
- Repeated too many times in one page (at least 3).
- Text reassures the user on the fact that it won't pay any money yet by clicking on the button.
- Asking the user to retype email legthens the process. Especially since copy/paste option is desactivate on this field.

3

4

8

AGODA | PAYMENT PROCESS (2)



- Payment is secured with HTTPS protocol in the URL. The text about security is a reassuring element for the user.
- No flexibility on payment modes : 1 option provided (credit card).
- Interface indicates to the user which step it is : it knows the end is close.
- No consistency between the text in this CTA buttons : « Book » on this page and « Reserve » on the previous one.
- User knows what to expect : bold characters text explains precisely what will happen after booking in complete.
- User keeps control on the booking process and can modify travel criterias until the payment step.
- Is this graphic element relevant here ? It is not interactive and occupies a lot of space on the page.



* Crédit photo : Hotel Design, Secret de Paris

- Website Location
- Review : 12/17/2021
- Support : Desktop

Arielle NTSONDE (She/Her)

SECRET DE PARIS | HOME PAGE



- Simple menu offers overview of the hotel services and rooms thematics.
- 2 Website accessible to people from all around the world : possibility to change language.
- CTA button not visible enough : no contrast color with background. Text is not specific enough : booking a room, spa time ?
- Introduction video running too fast with no time to see. It may be heavy and slowing down the website speed.
- The down arrown enables easy scrolling down but what is behind the click?

SECRET DE PARIS | SEARCH AND SELECT (1)



- No clickable logo and no possibility to go back to homepage. No consistency between logo style on search page and home page.
 - No consistency between the language menu style on booking page (drop-down menu + over 10 languages) and language selection on home page (buttons + 3 languages only).
- Breadcrumb helps the user to locate itself and know exactly at which step of the booking process they are. User can click to go back to previous step.
- Classic and practical calendar. Once date 1 is selected, cursor automatically goes to date 2 selection. When date 2 is selected, calendar closes.
- Too early in the process for the user to add a promotional code as no price is known : should come in payment process.
- CTA button is not visible enough : no contrast color. Text not clear : what is behind « next » ?

SECRET DE PARIS | SEARCH AND SELECT (2)



Title is not seductive :« Category » refers to a product rather than an experience. It doesn't suit with the sexy hotel ambiance.

Diaporama of images enables the user to have a quick view of the room before the entering details step.

Down arrow reveals a little description of the room that can help the user to project itself into the room experience.

- The use of « from » helps to understand this is not the final price.
- The choice of words is very price oriented. CTA button is not visible enough.

SECRET DE PARIS | ENTERING DETAILS



- Not large enough photo view : focus is not made on hotel themes.
- Too much space in the box for short paragragh. Is the button « more » necessary ?
- Text doesn't invite to dream : too e-commerce oriented not humanized enough.
- 4 Add-ons are the same for every room and take the lead over room description.
- User is free to differ payment and cancellation policy is well explained with details text while clicking on « more ».
- No hierarchy between booking buttons : which one is the most important ?
- User has flexibility to add another room to the selection and specify the number of guests per room.

SECRET DE PARIS | PAYMENT PROCESS



- Details summary of the selected options and add-ons for the room but room isn't described enough. Cancellation policy is visible again.
- User is free to add a room to the reservation.
- The choice of word is too e-commerce oriented : « item » designs a product in supermarkets and e-shops.
 - 2 VAT lines at a different percentage but not explained: is not normal ? Is it an error ?
- 5. CTA button is not visible enough and the writing « *Continue* » doesn't precise what the next step is.

SECRET DE PARIS | PAYMENT PROCESS (2)

Categories	- 14	Rates	Summary		Рау	ment	
	Contact & pay	ment details			Secured with Mews Payments via PCI Proxy	VISA AND THE RECENT) @ @
l'm bo	ooking for myself	I'm booking for someone else		Payment card number *		Expiration (MM/YY) *	
2	Your d	etails					
First name		Last name * Pione *		Fotel without tex VAT 10% VAT 20%			€696.46 €62.14 €15.00
Nationality.	~			Total			€773.60 Sou'll pay when you finish your reservation.
Special requests				I agree to Proper	ty T&C and Property Privacy Policy. nally receive marketing updates.	<u>-</u>	
					Confirm	& pay now	
	Payn	nent			WISA RECEI	0) 🇱 📰 🗤 sa	• • • • • • • • • • • • • • • • • • •
1 Usefulnes	ss of this button is not	t very clear : will this person	pay too ? Will it	t just receive bo	oking confirmation ?, e	etc.	

- Frame is too long : user needs to scroll down to fill in all the fields and reach the bottom of the page.
- Payment is secured with HTTPS protocol bubt user is only being proposed 1 payment option (credit card)
- The text « Marketing updates » isn't described : user doesn't which type of content it will agree to receive by checking the box.
- Logos of accepted payment cards appears 2 times on the page on close to one another.



MARINA BAY Sands. SINGAPORE

- Website Location
- Review : 12/18/2021
- Support : Desktop

MANDARINA BAY SANDS | HOME PAGE



- Website is not accessible for people from all around the world because user can change the language environnement into English and 5 other languages in Asia.
- Ease to find a previous reservation without having to log in at the step by entering reservation ID and email address.
- Even with the black border, CTA button is not eye-catching : there is no contrast with colors.
- No consistency between the texts of the booking buttons. Is it « book » or « reserve » a room ? The focus is made on the « Hotel + flight » buttons which can distract the user.
- Main image is targeting family audience and not explicit about the service offered : how do the user know they are on a hotel booking platform ?
- CTA texte doesn't explain what kind of content hides behind the words « learn more ».

MANDARINA BAY SANDS | SEARCH AND SELECT



- Numbers in the calendar are oversized and are styled in the same color as the CTA button (golden).
- No consistency in the text : is it book or reserve ? Also, text color doesn't contrast with button background color.
- Very specific term that is not explained. CTA button targets a specific audience which is not mentioned. It can be confused with a promotional code field.
- Classic drop-down calendar that goes automatically from check-in to check-out date and closed after check-out is selected. User can scroll the calender from top to the bottom instead of going from the left to the righ using arrows.
- User can easily add a room to its reservation and choose how it wants to distribute the guests in each room.

MANDARINA BAY SANDS | SEARCH AND SELECT (2)



MANDARINA BAY SANDS | ENTERING DETAILS

All room views	 All room types 	*	Sort by Price	Currency:	EUR
Choose bed type		Deluxe Room - Lower Floor 6 rooms booked in the last 24 hours Up to 3 guests 30 sqm Glass-enclosed shower © Lower Floor (L2 to L9, facing the Shoppes) View room details	highway or The		>
Choose a packag	e				
Book Direct and Save 5\$20	 Save S\$20 per exclosive priv 	night and enjoy a host of other researcher	€317.75 €304.20avg/ni	воок	



Conditions of each package are detailed and explained in another window (opens inframe) : it lightens lisibility of the page.

Information on cancellation conditions are reminded before the payment is done within a CTA button : it reassures the user and can help it making up its mind.

MANDARINA BAY SANDS | PAYMENT PROCESS

ente invest in Freelish only		2 Nights 1 Room	
itle	Mr. *	ROOM 1: 1 Adult	Preferred mode of payment 🔗 VISA 🛛 👥 🖓 🌆
ir <mark>st Name</mark> is printed on your passport)			C\$\$ 200.05
st Name printed on your passport)	Imp		Total amount: 5\$1,292.35 €878.19 [You will only be charged for your stay after you check out]
ountry/Territory	France •		(Including Tax & Service Charges)
one Number	11 +33 ·	Deluxe Room - Garden View Edit (Twin Beds)	Your payment card will be pre-authorized with \$\$1.00. Please note that this is not an actual charge on your
all Address		追 Guaranteed access to the Infinity Pool	payment card, and debit/prepaid card is not acceptable for pre-authorization purpose.
ian Audress	MPORTANT NOTE: Once you enter your enteil address	Guests should book their check-in time and pool session via SMS. A notification will be sent via SMS/email within 24 hours of your arrival date to	I have read and accept the Terms & Conditions.
	up on your hotel reservation.	book a preferred time. Please note that access to the infinity pool is limited to a maximum of 1 hour 15 mins per room, per day.	I wish to receive MBS marketing updates, preferably personalized content that I may be interested in, via an means of communications including email, text messaging, MBS devices, MBS applications, MBS websites, an
1.0. (Marina Bay Sands Reimagine €746.09	other third party websites that I visit.
om 1: Proterences demarked with * are compulsory		Tax & Service Charges €132.06	I agree to MBS processing my personal data as set out here to fulfil my request and I understand that I may
otel Arrival Time (Check-In from m)	15:00 - If your indicated at itsel time is earlier than 3pm, we will do our best to accommodate you.	TOTAL 6878.15 551,292.35	visit <u>MES Loata Protection Office</u> for details on now to access of correct my data or withdraw my consent.
		Eavment and Cancellation Policy Rate and availability are subject to changes	PROCEED
re you celebrating an	🐨 No 🕖 Yes		

- Text is not humanized and too robotic : not giving the impression of a conversation between the user and the interface.
- Form only has a few fields which is less work to do for the user. Too much information asked can stop the user from proceeding.
- Information on personal data (email) treatment is explained in a detailed way : element of reassurance for the user.
- Room preferences arrives a little bit late in the process. They should be asked during the entering details step. Not precised if they impact the final price.
- User is free to choose between several types of payment cards : practical for international travelers.
- Information on payment treatment reassures the user and can help it to proceed.

HEURISTIC EVALUATION | JAKOB NIELSEN'S CRITERIA

	AIRBNB	AGODA	SECRET DE PARIS	MANDARINA BAY SANDS
Visibility of system status	- CTA buttons are visible but not numerous enough - Few information about what is going on through the booking process	- CTA button not visible enough - No information about what is going on - No indicative titles in search bar	 Clickable breadcrumb of booking process indicates to the user where they are in the process. Page titles indicates the user what action it has to carry out on the page : « select room / page » 	 Clickable breadcrumb of booking process indicates to the user where they are in the process. Readable CTA buttons that clearly describe the action between the click
Match between system and the real world	- Conversation from the interface to the user via direct questions.	 Both details on the room and on the hotel are provided Texts of CTA button are specific 	 Graphic chart (dark) invites to mystery and fits with the brand name Only possible to book a room for 2 as it is a romantic hotel 	- Rooms can be virtually visited thanks to 360° view
User control and freedom	 Freedom to modify travel dates and guests at any moment of the booking process Not « go back to » or « continue to » button 	- Possibility to go back to previous step with research breadcrumb	- Possibility to go back to previous step using the breadcrumb	 Possibility to go back to previous step using the breadcrumb Freedom to modify travel dates and guests at any moment
Consistency and standards	- Use of standard icons ease the interaction understanding. Heart = favorite, « Plus » = add, magnifying glass = search	 Too much e-commerce references. User expects to book a room not to buy a product Lack of consistency in the action words : « Reserve » VS « Book » 	 No consistency between language menu or CTA text. Not enough pictures of the room 	- No consistency between conversation tone : humanized first and robotic at the end
Error prevention	- Important actions are explained to help decision making : Entire home = you'll have the house to yourself / Reserve = you won't be charged	- A few steps explained but too much purchase incentives	- Non-existent	- Important actions are explained to ease the navigation and prevent bad manipulations

HEURISTIC EVALUATION | JAKOB NIELSEN'S CRITERIA (2)

	AIRBNB	AGODA	SECRET DE PARIS	MANDARINA BAY SANDS
Recognition rather than recall	- Suggestions of destinations in the search	toolbar to help the user go faster	- Picture + name of the selected room and process	travel dates are recalled during all the
Flexibility and efficiency of use	- Too much filters - Not enough intermediate call to action buttons	- Too much filters	- Not enough filters - Add ons take over pictures	- Not many filter options except for the room view and type of view
Aesthetic and minimalist design	-Sleek design with few colors and a lot of standard icons - Dreamy pictures are used over the amount of text	- Too much icons and colors - Too much text - Not enough focus on pictures	 Not enough focus on pictures No consistency between used colors (different purple) Some icons are invisible due to dark colors 	-Sleek design with few colors and use of standard icons - Icons associated to texts in descriptions ease the understanding
Help users recognize, diagnose, and recover from errors	- Error messages in red color with solution to help solve the problem	- Help is provided but lost behind purchase incentives	- Non-existent except for the payment step	Help is provided during all the process via short describing texts Error messages in red color with solution to help solve the problem
Help and documentation	 FAQ/Support not very visible Detailed explanation under titles to reduce the need for help 	- Support / FAQ invisible		- FAQ is available on home page but not after

ONLINE SURVEY

Hotel booking websites

Photo by Christin Hume on Unsplash
Completion of the task

- Survey tool : Survey Monkey
- Date of creation : January 7, 2022
- Period : 10 days
- Link to the survey : <u>https://fr.surveymonkey.com/r/TYFG2PK</u>
- Distribution channels : Linkedin and Mobile messages (Whatsapp, SMS)
- Audience : Family, friends and former colleagues
- #Questions: 10
- **#Structured questions** : 4
- **#Unstructured questions**: 6
- Languages : English and French
- **#Participants**: 49
- **Completion rate** : 100%
- Age of participants : 18-73 years-old
- Estimated time of response / participant : 04m:27s

(!) As I used a free version of Survey Monkey for this survey, I only have access to 40 answers out of 49. But for this project, a minimum of 15 responses was required. Goal = reached !

Questions summary

• **Q1**: When was the last time you used a hotel booking online service : website or application ? (structured question | 6 options)

• Q2 : Which device did you use to visit the website ?

(structured question | 3 options)

- Q3 : Do you prefer booking a hotel room from the hotel application/website or using an online aggregator such as booking.com, hotel.com, lastminute.com, etc. ? (structured question | 2 options)
- **Q4** : Which website or application did you use ?

(unstructured question)

- **Q5**: Why did you visit the hotel website or application that day? What were you trying to do? (unstructured question)
- Q6 : Were you able to complete your task that day, and if not tell us why not?

(structured question | 2 options + comment)

• **Q7**: What feature did you prefer in the website/application you used, and why? (unstructured question)

- **Q8**: What would you change about that website or app? What improvements would you make? (unstructured question)
- **Q9**: What is the most important criteria for you when choosing a place to stay? (unstructured question)
- **Q10** : Most of the time, when do you use an online hotel booking service ? (structured question | 4 options)

- Most respondents are used to engage with online hotel booking services and 31% did within the last 4 weeks
- Respondents prefer using a desktop / laptop to visit a hotel booking website (62%)
- Respondents prefer using an online aggregator to book a hotel (80%)
- Most respondents use booking.com in order to make a hotel reservation (76%)
- Most respondents visit a hotel booking website because they want to **make a reservation** (40%)
- Most respondents managed to complete their task that and found the needed information (85%)
- For the respondents, the top features in hotel booking websites are the possibility to **compare prices** (8 i.e 21%), **compare hotels** (6 i.e 16%) equally as **checking ratings** (6).
- Most respondents said **they would change nothing** about the website (26%), 17% have no idea of what they would change and 11% would improve the map view.
- Most respondents said **location** is the **most important criteria** for them when booking a hotel (74%)
- Most respondents mostly make hotel reservation for **tourism / leisure** (62,5%)

Q1 : When was the last time you used a hotel booking online service : website or application ?

- Type : structured question
- Aim : determine how recently the respondents had engaged with an online hotel booking website

Answered : 39 | Skipped : 1

Observations :

- 31% of the respondents had used an online hotel booking service within the last 4 weeks when the survey was being conducted.
- Another 31% had used one within 3 to 6 months before.
- 16% of them had used one within 1 to 3 months before.

(!) The survey was conducted during COVID-19 context with sanitary and travel restrictions.



Q2 : Which device did you use to visit the website ?

- Type : structured question
- **Aim** : identify what device the respondents prefer using while booking a hotel

Answered : 39 | Skipped : 1

Observations :

62% of the respondents used a desktop or a laptop to visit the hotel booking website instead of using their smartphone (36%) or a tablet (2,6%).



Q3 : Do you prefer booking a hotel room from the hotel application/website or using an online aggregator such as booking.com, hotel.com, lastminute.com, etc. ?)

- **Type** : structured question
- Aim : : identify what type of websites the respondents prefer using for hotel researches

Answered : 39 | Skipped : 1

Observations :

80% of the respondents prefer using an online aggregator to book a hotel instead of directly visiting the hotel webservices (20,5%)



Q4 : Which website/application did you use ?

- Type : unstructured question
- Aim : identify the most popular and top-of-the-mind websites / applications the respondents use when they think about making a hotel reservation

Answered : 38 | Skipped : 2

Observations :

The website booking.com was quoted 29 times out of the 38 answers i.e 76%. Then Airbnb was quoted 4 times.

Website name	Quotes
Accor	2
Airbnb	4
Booking	29
Expedia	1
Google	1
Hilton	2
Hotels.com	2
Ibis	1
Last Minute	1
Luderna	1
Marriott	1

Q5 : Why did you visit the hotel website/application that day ? What were you trying to do ?

- **Type** : unstructured question
- Aim : determine what were the main goals of respondents when they visited a hotel booking website for the last time

Answered : 38 | Skipped : 2

Observations:

15 out of 38 respondents declare that they were visiting the website to make a reservation i.e 40%. 12/38 respondents say they visited the hotel booking website to compare prices.

(!) 4 answers were unusable because off topic or unprecise

Respondent answers	Keywords
 Plan and compare offers Check price and availability Confirm availability I was looking for available rooms & the total cost of the stay 	Check availability and prices (4)
 To find interesting prices Compare the prices Compare the prices, the quality of the hotels to have a reservation at the "best quality / price" corresponding to my expectations Price/offer comparison See prices and services find the closest hotel to an appointment at the best price to see if there was a price difference compare rates I use aggregators to get the best price-quality Compare the prices Have more details or better prices. look for a place to stay. Then I looked at the price difference between the hotel's direct site and booking or hotel type sites. 	Compare Prices (12)
 Sometimes i visit the hotel website to see more pics or look a bit more around To have more information about the room, facilities and services 	Get more information (2)
 Make a reservation Book a hotel room I wanted to make a reservation I wanted to book a shirt holiday stay Booking a room make a reservation Find quickly a room Find a hotel where we could stay during our next vacation Do a reservation Réservation Book a room To book a room To book a hotel room Find a hotel for a weekend Because I found it in booking, but I always prefer to book directly with the hotel website 	Make a reservation (15)
 Find the best solution Faster and more choice Yes I'm a member 	Unprecise (4)

Q6 : Were you able to complete your task that day : Yes or No ? If not, please tell us why not.

- Type : unstructured question
- Aim : : identify what obstacles / pain points the respondents faced while making their latest hotel booking reservation

Answered : 39 | Skipped : 1

Observations :

33 out of 39 respondents i.e 85% managed to complete their task that and only 6 didn't.

Those who answered no were still in the "research phase". They wanted to keep comparing and were not ready to make the final reservation at that time. Another identified pain point is the price : too expensive.

Answer	Quantity
Yes	33
No	6

Comments if « No » :

- Not really, i would like to be sure that it was the best price
- Not the first date, because I was still browsing when i visited.
- No, i was not ready to buy
- No I ended up booking an Airbnb for budget reasons
- I compared hotel to see what options were available, but I didn't select a hotel because I need to do more research before deciding. I will also look into alternatives like Airbnb before making a final choice.

Q7 : What feature did you prefer in the website/application you used, and why ?

- Type : unstructured question
- Aim : identify qualitative data about the type of functionality the respondents like / expect to see on a hotel booking website

Answered : 38 | Skipped : 2

Observations:

For the respondents, the top features in hotel booking websites are the possibility to compare prices (8 i.e 21%), compare hotels (6) equally as checking ratings (6 i.e 16%). They also like being able to use filters (5) and having a map view for localization (5).

Answers

- Details of the services and functions offered + reviews
- The facility to see all that is available and compare prices
- Sorting by price and choosing options
- The filters allowing you to sort by price / stars but also the map allowing you to see the location of each hotel, these stars as well as these rates (all directly integrated into the map)
- Filter with my important options
- the proposal of several hotels and the possibility of choosing
- booking.com is very user friendly, easy to compare rates, easy to situate locations, useful filtrers, interesting fidelity program
- several choices (dates, rooms, formulas etc)
- Customer rating
- The possibility to locate places with the map view and compare prices between the different rooms
- To easy book the days and see the availability
- Customer reviews, because they are reassuring before a booking

- To be able to compare many hotels at the same time according to my criteria
- I would like to compare the Price
- Hotel location
- The capability to check several lodging options at the same time.
- Location, photos, filters
- Filters
- Price comparison
- Lot of answers, ratings, prices
- The ability to view the room
- Being able to compare the ratio location/standing/pricing for several hotels, the pictures and the customers reviews that can be displayed using multiple filtering options
- Filter
- The availability list as well as prices
- The choice for the best value for money
- Compare hotels deals
- The possibility of choosing the configuration of the rooms (surface, types of beds) and being able to choose whether or not to have breakfast
- Lot of choices with a lot of comments on their experience.

Keywords :

Price comparison (8) | Hotel comparison (6) | Ratings (6) | Filters (5) | Map view (5) | Option choice (3), Room view (3) |Easy to use (2) | Service details (2) |Availability list (1) | Fidelity program (1) Room configuration (1)

ri

Q8 : What would you change about that website/application ? What improvements would you make ?

- Type : unstructured question
- Aim : identify qualitative data about what the respondents didn't like about their latest hotel booking reservation and what they would like to find

Answered : 35 | Skipped : 5

Observations:

9/35 respondents (26%) said they would change nothing about the website and 6 answered they don't know what they would change (17%). 4 of them (11%) mentioned improving the map view and another 3 said they would appreciate less advertisement.

Answers

- Adding a comparison table, have features to help us evaluate the ratio location/standing /pricing based on our criteria would be great. 3D view would be nice too.
- NC
- n/a
- Na
- I don't know
- No idea
- There are too many options
- I would optimize the search by the map
- Being able to find a hotel based on the distance with a certain point
- Une meilleure visibilité de la carte / un ajout de trajet dans la carte (permettant directement de voir la distance entre l'hôtel et les points de visites qui nous intéressent / une proposition d'événement / exposition / musée / endroit touristique à voir mais aussi hôtel et restaurant à proximité des hôtels / une explication des transports (comment acheter une carte de transport /bicloo Vélib'.../ Une explication des trajets pour se rendre à l'aéroport par métro/tram/bus...
- J'enleverai les textes indiquant que d'autres personnes sont en train de consulter la même offre (le truc qui met la pression, pour bien encourager à réserver vite)
- Moins de pub, plus de choix
- Push notifications when 'Saved' accommodations offer discount
- Customers services
- plus de filtres

Keywords :

Nothing (9), I don't know (6), Improve map view (4), Less advertisement (3), Add itinerary in the map (2), More filters (2), More room configuration (3), Improve room view, Segmented ratings, More customer services , Profile personalization, Reduce booking process, More responsiveness and intuitivity (1)

- The possibility to add baby supplies to the rent : bed, chair, toys....
- to choose the diferent type of rooms in a easy way
- Meilleure option pour les familles nombreuses (hôtel avec une grande chambre ou chambres communicantes uniquement)
- Rien pour l'instant
- rien
- Nothing
- Nothing, it is simple, i can change the different criterias. Do it is nice to have the best price
- Aucun
- nothing
- Rien de particulier
- Rien de particulier
- Nothing.
- Set up your traveller profile
- Reduce the number the number step to take in order to finalise your booking
- Would make it responsive, functional & easy to navigate
- Ratings based on my segment (adults, without kids, traveling for fun, couple)
- Allow for day bookings

Q9 : What is the most important criteria for you when choosing a place to stay?

- Type : unstructured guestion
- Aim : understand which criteria help the respondents make their decision when booking a hotel

Answered : 39 | Skipped : 1

Observations:

29 out of 39 respondents i.e 74% said location is the most important criteria for them when booking a hotel. Then 15/39 i.e 38% declared price is the most important and 12/39 i.e 31% care more about the quality of services.

Answers Location • The price Location conviviality originalities to discover Location activities accessible to all Location Location, price, quality • The proximity to the city center, the price, the Distance advantages Tourist attraction Price and security (as a woman who often Prices travels alone, housing security is important) Service and provision breakfast Public transport and cleanliness • The property, the setting and the environment Cancellation and method of payment what is not. the services offered, the cleanliness, the calm Location cleanliness proximity to the city center Location Location, price, services on site Photos, commodities, location, price monev close to the center and comfort Price/localisation/services Value for money Keywords :

Location (29)

Price (15) Quality of service (12) Breakfast option (3) Cleanliness (5) Calm (2) Ratings (2)

- Budget and rating
- place and services offered
- Location, stars, price
- Hotel rental, bed quality, soundproofing, and
- Location. clear information about what is included (breakfast, wifi, transportation etc.) &
- 1. Location 2. price
- Place and prize
 - cleanliness and location
 - Price, size of the room, breakfast includes
 - Cleanliness, price and location
 - proximity to the center of interest and value for
 - Location, comfort and price
 - Geographical position, nearby transport, price and quality of service
- The breakfast and the distance from the metro/center.

Q10 : Most of the time, in which occasion do you use an online hotel booking service ?

- Type : unstructured question
- **Aim** : understand the reasons why the respondents more often engage with a hotel booking service

Answered : 40 | Skipped : 0

Observations :

62,5% of the respondents mostly make hotel booking reservation for tourism / leisure purposes while 17,5% do it for business travels.



Documentation

Online Survey



LinkedIn Post



AFFINITY DIAGRAM

Hotel booking websites

Photo by fizkes on iStock

Affinity Diagram > Results





- ✓ To start with this project, I gathered data collected from research phase (projects 1 to 4).
- ✓ I wrote down the notes taken on post-its and decided to sort them by color. One color = One source of research.
- ✓ Then I **sticked all the post-it** on the wall.
- * Notes that represent user pain points are identified with a red cross (X)

Project	Name	Key : Hotel booking websites	Color code
01	Competitive Benchmark	AirBnB Agoda Secret de Paris Mandarina Bay Sands	
02	Online Survey	-	
03	Note-taking	barcelo.com doylecollection.com	
04	Usability Tests (x3)	louvrehotels.com marinabaysands.com	

Project : Hotel Booking Websites | Affinity Diagram



After that, I started to group the notes in themes that made sense to me and focus on a similar subject.



I managed to identify 12 groups. I named them as listed below and placed a light green post-it above each section :

- 1. Homepage
- 2. Room Search
- 3. Room Selection
- 4. Payment Process
- 5. Aesthetics *
- 6. Flexibility and Efficiency of use *
- 7. User control and Freedom *
- 8. Help and Error prevention *
- 9. Hotel Information
- 10. Transport Guidance
- 11. Enhance the Stay
- 12. Pain Points



* Based on Jakob Nielsen's 10 usability heuristics







Project : Hotel Booking Websites | Affinity Diagram



At this stage of the project, I ended up with many **doublons** in my post-it notes.

- \checkmark I put them aside which allowed me to lightens my wall of research.
- ✓ Once I had the 12 groups, I thought I could subdivise the following groups further :
- Homepage
- **G** Room Search
- Room Selection
- Payment Process
- **G** Flexibility and Efficiency of use
- ✓ I **named those subgroups** and placed a dark green post-it above each undersection to separate them from each other.



HOME PAGE

I divided the group « Home page » into 4 subgroups :

- Search Bar
- Calendar
- CTA « Call To Action »
- Visual Design



ROOM SEARCH

I divided the group « Room Search » into 4 subgroups :

- Features
- Filters
- Map
- CTA

Project : Hotel Booking Websites | Affinity Diagram



ROOM SELECTION

I divided the group « Room Selection » into 3 subgroups :

- **Room configuration**
- Help the user decide



PAYMENT PROCESS

I divided the group « Payment Process » into 4 subgroups :

- Flexibility
- Reassurance and Security
- Booking Finalization
- Extras



FLEXIBILITY AND EFFICIENCY OF USE

I divided the group « Flexibility and Efficiency of use » into 2 subgroups :

- Ease of navigation
- Journey recall



I organized the 12 themes into **4 main groups** : Booking process, System Design, Helping the user, Pain Points.





Final step of this project is to sequence the subdivisions into a **chronological and intuitive user flow**. I chose to use the elements of the "booking process" group.

X I did not integrate the groups "system design" and "helping the user" into the sequencing because they are apart from the user journey. They represent insights to keep in mind when the time will be to conceive an intuitive and adapted product.

X As for the "Pain points" group, it gathers all bad feelings encountered by the users and other issues that I found on the websites during the research phase. They won't be designed but they will need to be solutioned afterwards during the design phase.







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Hotel booking statement

Context summarization

The client is **a new hotel**. They're looking to create an online booking experience that is simple, accessible and based on a deep understanding of their target users.



Before deeping into each screen, I started by a basic sketch of the user flow.

The sketches are based on my flow diagram design and each screen represents a screen state.



In the following slides, I will detail each screen and step of the flow.

I will make note of any issues or insconstencies that become apparent.

Material : I used drawing paper, drawing pencils, colored pencils and felt pens.

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Screen 1 : HOMEPAGE



Screen 1 : HOMEPAGE > SEARCH BAR



Project : Hotel Booking Websites | Interaction design for desktop









Selected days are highlighted when user mouses hover calendar to select check-out date

Screen 1 : HOMEPAGE > SEARCH BAR



Screen 1 : HOMEPAGE > SEARCH BAR











Screen 1 : HOMEPAGE > SEARCH BAR



Screen 1 : HOMEPAGE > SEARCH BAR



Screen 2 : SEARCH RESULTS



Project : Hotel Booking Websites | Interaction design for desktop

Screen 2 : SEARCH RESULTS











Screen 2 : SEARCH RESULTS























Screen 3 : ROOM DETAILS > CONFIGURATION



Screen 3 : ROOM DETAILS > CONFIGURATION



Screen 3 : ROOM DETAILS > CONFIGURATION



Screen 3 : ROOM DETAILS



Screen 4 : EXTRAS


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FIND A ROOM UNT ROOM ENHANCE STRY VEELEY AND BY ROOM PREFERENCES JOU are almost Daw! Choose DISTANCE FROM ELEVATOR SECTION SELECT ARGIVAL TITLE OUTOR STAY DEMIANCE YOUR STAY Special Decoration CANDLES E ADD ACST CONNELS E BOTE of CHAMPITUR BOTE of CHAMPITUR BUS CITY TEUR BUS CITY TEUR DECORET TRAN SPORT ARBORT TERMSFRE DECORET TERMSFRE DECORET TERMSFRE DECORET TERMSFRE DECORET TERMSFRE DECORET TERMSFRE DECORET TO PRESE	BOOKING SUMMARY HRRIVAL - DEPARTURE 25 MAR 2022 - 27 MAR 2022 (2 NIGHTS) BOESTS I ROOM 2 ADULTS O CHILDREN FOIT ROOM DELUXEH FOIT BREAKFAST FOIT TOTAL EE

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Screen 6 : CONFIRMATION > END OF FLOW





Screen 01 HOMEPAGE / START



Annotations

- Logo is fixed in the header (appears on all pages)
- Brings user to home page | travel parameters are conserved through the booking process
- If dates and nb of guests are not selected, display error message underneath CTA button
- Error message : " Please enter your travel dates first ":



2

Carousel enables user to view hotel pictures horizontally within carousel

Screen 01.01 HOME / CALENDAR OPEN



Annotations

- Calendar opens overlay on right side
- Brings user to screen 01.01 HOME / CALENDAR OPEN
- User doesn't have to scroll to view calendar entirely.

5 Cale mor

Calendar arrows : user can navigate horizontally month to month.



4

Brings user to screen 01.02 HOME / CALENDAR OPEN DAY1

Project : Hotel Booking Websites | Annotations for desktop

Arielle NTSONDE (She/Her)

Screen 01.03 HOME / DATE SELECTED



Annotations



8

Estimated number of nights for the stay is highlighted at the top of the calendar.

- When arrival date is selected, "Confirm dates" CTA appears.
- Brings user to screen to screen 01.04 HOME / Search bar / selected day

Screen 01.04 HOME / Search bar / selected day





Annotations

- Selected travel dates appear in the given format.
- On click, calendar re-opens overlay, and user can modify travel dates



10

- User can delete travel dates
- Brings user back to screen "01 HOMEPAGE / START »



- User can add number of guests
- Screen "Home / Guest Default" opens overlay on the right

13

Brings user to screen "01.05 HOME / Search / selected guests"

Screen 01.05 HOME / Search / selected guests



Annotations



- When selected, number of guests appear in the given format.
- On click again, guest frame re-opens / user can modify nb of guests



- User can delete number of guests
- Brings user back to screen "Screen 01.04 HOME / Search bar / selected day »



On click, brings user to screen **"02 SEARCH RESULTS**".

Screen 02 SEARCH RESULTS



Annotations

- Progress bar helps user navigating through the booking steps.
- Brings user to screen "Screen 02 SEARCH RESULTS »

On click, frame screen "**Sort by filter / open**" opens down overlay.

Brings user to screen "02.03 SEARCH / FILTER1 / SORTBY"

3D rotation module helps the user to have a 360° view of the room

- On click, new window opens in-page
- User can read room details

Screen 02.03 SEARCH / FILTER1 / SORTBY



Annotations



23

User can remove filter

- User can add room to favorites and create a wishlist | They need to be registered.
- If user is not connected= brings user to registration screen.



25

26

27

User can export link of the page and share throught social media or mobile apps

- On click, calendar opens overlay
- User can modify travel dates
- On click, guest frame opens overlay
- User can modify number of guests and/or add another room

Brings user to screen "03 ROOM DETAILS"

Screen 03 ROOM DETAILS



Annotations





Annotations



- Brings user back to screen "03 ROOM DETAILS"
 Filters and travel parameters must be conserved
- when user goes back



36

System indicates to the user that booking process is almost finished

User can select arrival time from 00:00 AM to 12:00 PM

- 37
- Brings user to screen "03.01 ROOM / BNB selected"
 - Travel parameters (dates, guests, room...) are conserved.
 - User can change breakfast option and bed type



Annotations

38

39

40

- User can delete room from reservation
- Display link in place of remove: "Please select a room to add extras" = brings to screen "03.03 ROOM / no Room / with EXTRAS"
- · Room details no more appear in booking summary
- If room is removed = disable "Find a room" CTA button
- Brings user to screen "05 LOG IN"
- Added Extras are displayed in booking summary on screen 06.01 PAYMENT / Registered (Verify and pay)
- Enables the user to skip the "extras" step
- Brings user to screen "05 LOG IN"
- None extras are added

38

Screen 05 LOG IN

Rooms D	ining Events SPA Offers Language ∰∽ Currency €~ <u>Connexic</u>
	Register now to continue your reservation
	Email 41
	Password I forgot my password
	Remember me
	Register and continue Continue without registering
	or register with Google Facebook
	No account yet ? Create one now

Annotations



- Mobile and tablet devices: Use email keyboard type.
- Validation occurs after cursor has left field
- Placeholder : "example@gmail.com"
- Error message when input does not match standard email format : "Please enter a valid email address"



41

- Input should be masked
- Password entered must be at least 8 characters / digits
- Validation occurs after cursor has left field
- Placeholder : « At least 8 characters»
- Error message (empty): « Please enter your password »
- Error message (wrong entry) : « We don't recognized this password, please try again »

Screen 05 LOG IN



Annotations



Opens new tab to help user generate a new password

Validation occurs after cursor has left field
On successful validation, brings user to screen 06.01 PAYMENT / Registered



44

Brings user to screen "06.01 PAYMENT / empty form"

Screen 06.01 PAYMENT / Registered



Annotations



- Error message : « Please enter your Last name using letters only »
- Placeholder : « Ex. DOE »

Screen 06.01 PAYMENT / Registered

1 Find an	norm 2 Visit the room 3 Enhance your stay 4 Verify and pay	Your booking summary
	Welcome back, Jane !	Arrival - Departure Tue 9, Aug 2022 - Sat 13, Aug 2022
	Last steps, and your reservation will be complete	4 nights Modify
		Guests
	Step 1/3	1 Room - 2 Adult(s) - 0 Children
	Who is making the reservation ?	Moony
	First same	HOOTH 1 Pistache room, Lake view 399,96€
		Continental breakfast 2p (x4) 56,00€ 1 Double bed
	Jane	
	Last name	1
	DOE	
	Salarn,	Modity Remove
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	France 🗸	Romantic candles 9,99€ Hor projectants 7,99€
		Bottle Bottle 39,99€
	Phone number	49
	Email	Total Fare 513,93 €
	jane.doe@gmail.com	Classing lives and taxes included
		* Cancellation is free until 2 days prior to arrival *
	IMPORTANT NOTE: we may use this email address to confirm you the hold readvalue and to contact you in case of any important information regarding your stay.	



Screen 06.02 PAYMENT / payment information

LOGO About Rooms Dining Events SPA Offers Languag	ge ⊕~ Currency €~ Jane ~ Log.out HEP
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Annotations Brings user back to screen « 06.01 PAYMENT / 53 Registered » Brings user to screen « 06.03 PAYMENT / card information » 54 Brings user to confirmation page 55

Screen 06.03 PAYMENT / card information



Annotations



57

Brings user back to screen « **06.02 PAYMENT / payment** information »



 Brings user to screen « 06.04 PAYMENT / card information »

Screen 06.04 PAYMENT / card information

LOGO About Rooms Dining Events SPA Offers Language	e ∰ - Currency € - Jane - Logout HILP
1 Fed a more 2 Vialt the room 3 Entrance your stay 4 Verify and pay	Your booking summary
	Arrival - Departure
← Backto step 2/3 : Payment information	Tue 9, Aug 2022 - Sat 13, Aug 2022
Step 3/3	Modity
Payment method	Guests
How do you	Modify
	Room 1
	Pistache room, Lake view 399,96€ Continental breakfast 2p (x4) 55,00€
Card number	1 Double bed
Ex: 1234 5678/1123 45. 59	-
	[id.]
Expiration date CVV	
	Modify I Bernore
61	Extras
Card holder's name	Romantic condies 9,996 Hot croissants 7,996 Rotto of American 76,996
Ex. John BOE	Mudity I Partoya
Save cord information for other transactions	
	Tetel Ferra 512.02.6
Flay and complete reservation	iotal Fare 513,93€
Cancel and back to preferences	* Cancellation is free until
	2 days prior to arrival *

Annotations



59

Unselected payment logo are disabled

- On type chunk numbers according to selected payment card format
- · Validation occurs after cursor has left field
- Error message when input does not match number format : "Please enter valid card number"
- Placeholder : "Ex. 1234 5678 9123 4567"
- On type chunk numbers in the given format and add the slash (/) after the month and year have been entered Validation occurs after cursor has left field
- Error message when input does not match date format : "Expiration date doesn't match"
- Placeholder : "Ex. MM / YY "
- 61

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- Mobile and tablet devices : Use Numeric keyboard type
- Accept number values only / max 3 numbers
- · Validation occurs after cursor has left field
- Error message when input is empty.: « Please enter a 3 digit verification number »

Screen 06.04 PAYMENT / card information

LOGO About Rooms Dining Events SPA Offers Longues	ye ∰ - Currency € - Jane - Log.out (III.))
1 Find a moon 2 Visit the norm 3 Enhance your stay 4 Venify and pay	Your booking summary
	Arrival - Departure
← Back to step 2/3 : Payment information	Tue 9, Aug 2022 - Sat 13, Aug 2022
Step 3/3	• hights Modity
Downent mathod	Guests
How do you want to pay ?	1 Room - 2 Adult(s) - 0 Children Modify
VISA	Room 1
	Pistache room. Lake view 399,966 Continental breakfast 2p (x4) 56,006 1 Double bed
Card number	
4866 0198 9981 7721	<u>2.0.</u>
Expiration date CVV	
03 / 24 478	Modify Remore
	Extras
Card holder's g	Romantic candles 9,996 Hot croissants 7,996
JANE DOE 62	Mudify 1 Rentron
Save card information for other transa 63	Total Fare 513.93 €
	Claiming free and
Pay and complete reservation Cancel and back to preferences	* Cancellation is free until 2 days prior to arrival *
64	

Annotations

- No numbers are accepted in the field
- Validation occurs after cursor has left field
- Error message when input is empty : « *Please enter* your name »
- Placeholder : « Ex. John DOE »



- Empty or missing fields = CTA disabled
- Inline validation, errors occur when the field has no input.
- Error message = "Please see errors above"
- On successful validation, brings user to screen 07
 LOADING PAGE



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- Brings user back to screen « 04 EXTRAS »
- Travel parameters are conserved

Screen 07 LOADING PAGE



Screen 07 LOADING PAGE 2



Annotations



- Text 1 « Getting ready » appears first, then
 Text 2 « We are preparing your room »
- Brings automatically utilisateur to screen « 08 CONFIRMATION »

Screen 08 CONFIRMATION



Annotations



System indicates to the user that payment is complete | user is reassured



• They can manage their reservation (cancel, read conditions, etc.)



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Brings user to screen « 01 HOMEPAGE / START »