RTP Resort Technology Partners

Blackstone Group Final Discovery Presentation April 25, 2005

Agenda

- **Presentation Layer**
- Highlights of Final Usability Study
- **Guided OneScreen Solution**
- Homepage Wire Frame
- Information Architecture Presentation
- Custom Booking Engine Solution
- **Rich Media Recommendations**



Mood Boards



The Edgewater

Redefined Beach House Bungalow All Suite Beachy **Ocean Views Near Naples** Golf Friendly Private Relaxed Comfortable Whimsical

Modern Kitsch



The Registry Resort

New Redefined Luxury **Active Resort** Luxury without formality Comfortable Golf Spa Tennis **Great Food** Groups Conferences **Near Naples Full Service**



"Affluent shoppers expect a different luxury experience online. Rather than being dazzled by exclusivity, extravagance and entertainment, they expect convenience, confidence and control."

Forrester Research



Leisure Travelers/Online

Leisure travelers will visit approximately four sites before they make a reservation.

What They Do:

- 65% Check Availability
- 62% Decide Where To Stay
- 60% Find Places To Go
- 57% Plan Things To Do and See
- 39% Read Visitors Reviews
- 26% Read Journalists Review

Source: Y,P, B&R



State of The Industry

- US leisure online travel revenue will increase to \$63.60B in 2005, up \$10.0B from LY and is forecasted to hit \$74.4B next year.
- 47% of leisure travelers booked a travel reservation online in 2004, up from 38% two years ago
- 75% booked a hotel reservation and 65% booked an airline reservation

Source: Y, P, B & R



Comparison Shopping – More Competition

"The weakest overall issue is in pricing," said Daniel Taras, Vice President of iBusiness at iPerceptions, a company that surveys website users and analyzes company websites. "People think that they can get better pricing elsewhere, so they find a rate on the hotel site, and then shop around for a better price at other websites."

What Is Important for Registry & Edgewater websites:

- Distinguish the Brand (not a one size fits all solution)
- Sell the Value Proposition
- Tell the Story via High Impact tools
- Make it Easy for the User to Do Business
- Turn a looker into a BOOKER
- Build An Ongoing Relationship
- Measure Performance & Results
- Always Improve



Usability Research & Findings April 2005



Objectives:

- Identify and quantify key issues with the OneScreen
- Prioritize critical user needs
- Pinpoint the top opportunities for advancement



Tasks:

- 1. Check for availability
- 2. Select a room
- 3. Submit a reservation
- 4. Select a Package
- 5. Submit a reservation



- Current OneScreen Baseline Information:
- 4 Pages:
- Home page widget (if available)
- Primary reservation screen
- Terms & Conditions
- Confirmation

The average number of clicks to complete the process: 23



Current HTML packages Baseline Information:

6 pages:

- Package Description
- Room Selection
- Review
- Contact & Credit Form
- Review
- Confirmation

The average number of clicks to complete the process: 24



20 OneScreen issues were identified and rated by

- Severity
- Frequency
- Persistence



Severity Ratings: Ranging from 5 -1 (high to low)

- Defect is critical and results in system or data loss.
 Customer is unable to achieve work goals.
- 4. Defect is a severe inhibitor to accomplishing work goals. In some cases, user can not complete task.
- 3. Defect causes user to change work strategy to get around interface problem.
- 2. Defect causes irritation to the user but no real loss in the ability to accomplish task.
- Cosmetic or detail defects that are distracting to the user. Issues can accumulate and give the product an "unfinished" impression to the user.



Frequency & Persistence Ratings

- Frequency: the number of times an issue is repeated as a user attempts to complete a task.
- Frequency ratings: Common, Infrequent, Rare
- Persistence is assigned based on an issue's continuing without change. Highly persistent is more difficult to overcome.
- Persistence ratings: High, Medium, Low



Prioritizing the Issues:

Category 1: High (High Priority, High Impact issues) Category 2: Medium (Priority and High Impact issues) Category 3: Low (Important Issues)



Usability Research April 2005 Category 1 Issues: High Priority (High)

Issue #	Rating	Frequency	Persistence
 Loss of Data (browser back button) 	5	Common	Medium
2. Adult Toggle/Control Design	4	Common	Low
3. Calendar Design	4	Common	High
4. Legend Design	4	Common	Medium
5. Calendar/Room Conflicts	4	Common	Medium
6. Room Availability/Rates	4	Common	Medium
7. Verify Function of Quick Reservation	4	Low	Medium

Category 2: Priority & High Impact Issues (Medium)

Issue #	Rating	Frequency	Persistence
1. Form Design & Layout	3 – 4	Common	Med – High
 Package Integration (Functional) 	3 – 4	Common	Medium
 Links from OneScreen (Design) 	3 – 4	Common	Medium
4. Display of Dead Months	3 – 4	Common	Medium
5. Placement and Treatment of Reset	3	Common	High
6. Availability Error from Widget	3	Infrequent	High
7. Terms & Conditions Design	3	Common	High
8. Room Preferences	3	Common	High

Usability Research April 2005 Category 3: Important Issues (Low)

Issue #	Rating	Frequency	Persistence
1. Credit Card Error on Confirmation	2 – 3	Infrequent	Low
2. Find Modify/Cancel	2 – 3	Common	Low
3. New Window Generation/Spawn	2 – 3	Common	Medium
4. Form Field Ambiguity	2	Common	Medium
5. Credit Card Image Display	1	Common	High



Usability Research April 2005 Visual Map of OneScreen Issues/Recommendations

Recommendation:

4. contextual help (popup layers, as

6. Reinforce date selection with form

fields, so that the user can select dates

user recognition (i.e. "X" for not

they mouse over the areas) [heuristic

5. Employ "normal" symbols for instant

Eile Edit View Go Bookmarks Tools Help

Issue #1

16 participants (57%) experienced a loss of data when using the BACK button. [The BACK button is active because OneScreen opens in the same browser window.]

Recommendation:

1. Open OneScreen in new browser window. [Note: when opening in a new window, make sure that hitting the HOME link brings the user to the original window for HOME. On another site that employs the new browser window, HOME opened in the 2nd window - this has the potential of creating endless windows opening with no data being forwarded.]

Issue #2

12 participants (44%) clicked on the adult summary area. Most participants did not find this in a satisfactory amount of time, and needed prompting from the moderator to continue with the task. Other roadblocks include its location, size/ prominence and the perception that they had already provided this information

Recommendations:

2. Pass any information forward throughout the user experience. While the +/- is "cool" and streamlined, the intuitive cue for the user are form fields, so have the inside a field that can either be changed via the +/- OR manually by the user.

3. Bring it higher and visually emphasize it to bring attention. Give this more prominence on the page this is critical to successful results.

Credibility impacts usability. A company's credibility and

capability is directly proportionate to the perception of functionality and ease of use. Each time a user is prompted to input information that they have input previously, the trust and faith level drops.

#41

available).

Issue #3 Frustration over the specific functionality of the calendar impeded the feeling of success - users understood that it was clickable and changes occurred, but what they were accomplishing was not clear. [Another hit to credibility.]

both by viewing it in form format or enter dates via the form format.

Based on the heuristics of usability (the "rules of thumb" or general guidelines that are accepted widely when assessing usability), one can know: 1. Users will have little tolerance for errors encountered in the

- booking process.
- Users must be able to immediately recognize any errors

Fifteen Beacon

- 3. When users encounter errors, they must be able to recover from them immediately
- Help and documentation should prevent users' error-recovery 4. efforts from resulting in additional errors. 5. All labeling must be instantly recognizable and understandable
- rather than simply learnable. 6. Users must understand the system status at all points in the
- booking process.

ill out the form below and click 'Finish eservation" to complete your reservation May 26, 2005 May 28, 2005 check in check out room type studio room children: nights: 1 adults: amount US\$900.00 taxes: S total US\$1012.05 elizabeth multinaux 529 Harrison St Denver usa 80206 kailualisa@gmail.com 7202984825 VISA elizabeth mullinaux 08/89 4111111111111111111 888 atrivat in fields with an attends are required include me in future email campaigns **finish reservation**

Issue #7, 17

(7) Form is difficult to use - it's very small, the form labels disappear so the user must click out to remember what field they are in. Also, some system intuition is expected (i.e. entering CO as state should pre-fill country to USA). (17) The credit card icons occupy valuable space and offer no interactive benefit to the user.

Recommendation:

11. Enlarge the area for form fields. 12. Create a small delay when user tabs/clicks to the next field so the label is seen for a few more seconds.

13. Offer a 'reset' button for starting over. 14. Move the icons below to less valuable real estate for reference only.

Issue #6

There is no system feedback to alert the user that dates are incorrectly chosen.

Recommendations:

10. Make sure the user is always aware of errors and the way to resolve those errors. [Heuristics #2,3, 6]

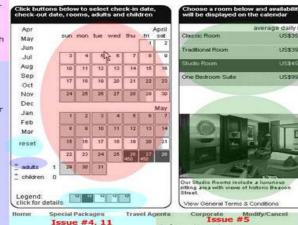
COMMENTS

The Conditions screen (after clicking on "Finish Reservation" must be agreed to but is difficult to scan (small print, small screen).

Likewise, the Confirmation page is small and offers no way to "cut and paste" to save to the user's calendar, or "print" version.

Recommendations

15. Offer the "conditions" above "finish reservation" as a link, with a check box stating, "checking this box means you agree ... " The link can "popup" the conditions to be read, as needed.



(4) The legend is difficult to find, and the "blanking" of the screen to read the detail of each element without seeing the calendar (points of relativity) caused confusion. (11) The Reset button was not

Recommendation:

seen at all.

7. Allow the user to view the legend, the details and their "active" window. (see Recommendation #4.) Offering the RESET button at this point, when the user is confused, could help alleviate confusion.

Information about room selection, availability and detail is not clearly tied to the calendar actions, not attention getting, and not easy to view. **Recommendation:**

8. Allow short descriptions to be seen with each type of room, and allow all descriptions to be viewed for comparative value.

popup that can be expanded, lines at a time in narrow scrolling space.

Corporate Modify/Cancel Issue #5

9. Allow the image to be in a thus giving more space to text that currently can be viewed 3

View General Terms & Conditions Add Air and Car Rental

1155995.00

Our Studio Rooms include a luxurious

average daily rate

LIS\$350.00

US\$395.00

Package Reservation Process (HTML)

A total of 9 issues were identified



Category 1: High Priority, High Impact Issues (High)

Issue #	Rating	Frequency	Persistence
1. Stuck in Group Area	5	Rare	Medium
2. Room Occupancy Settings	4 – 5	Unknown	High
3. Availability Selection Model	4	Driven by Availability	High



Usability Research April 2005 Category 2 & 3: Priority & High Impact Issues (Medium/Low)

Issue #	Rating	Frequency	Persistence
1. Calendar Design	3	Infrequent	Low
2. Package Options/Preferences	3	Common	Medium
3. Credit Card Selection	3	Rare	Low
4. Display/Visibility of T & C	3	Low	Medium
5. Overall Reservation Process	2	Common	Med – High
6. Persistent Information/Profile	2	Common	Medium

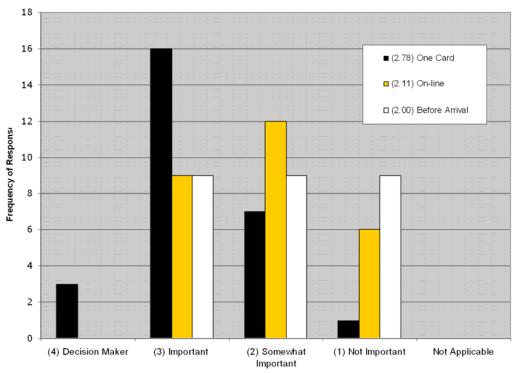


Usability Research April 2005 **Pre-Test Questionnaire & Task Assessments**

- 1. How important is it to you to be able to make arrangements for activities like a tennis lesson or spa treatment anytime before you arrive at the hotel?
- 2. How important is it to you to be able to make arrangements for and reserve activities online like a tennis lesson or spa treatment as part of the room reservation process?
- 3. How important is it to you to be able to purchase the room and all services or activities on one credit card before you arrive at the hotel?



Importance of Managing Services/Activities



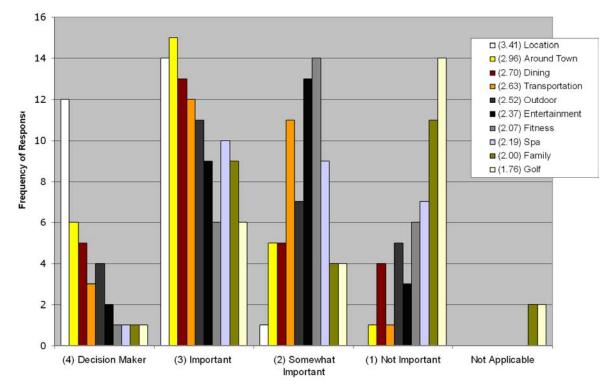
Pre-test Questionnaire Responses Importance of Ability to Manage Services/Activities

Being able to purchase the room as well as services and activities on one credit card was important.

Being able to make arrangements or reservations for services or activities online was somewhat important.

Being able to make arrangements or reservations for services or activities before arrival was split between important and not important.

Importance of Services/Activities



Pre-test Questionnaire Importance of Services / Activities

The most important criteria as indicated by the majority of the participants was location and around town activities.

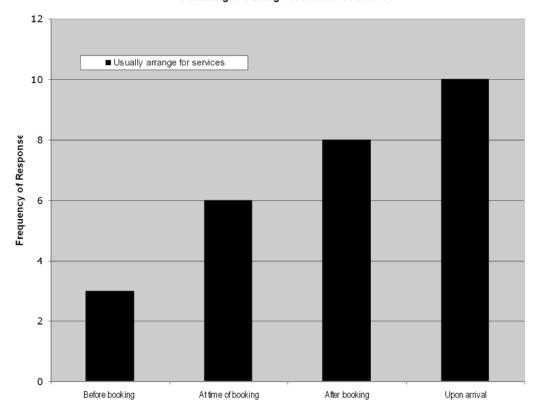
Transportation & Dining were important.

Golf was the least important.



Planning of Services/Activities

Pre-Test Questionnaire Planning & Timing of Activities/Services



The most common user experience for arranging activities is when arriving at the resort. However, based on an online experience, the most likely time to book is after the booking is complete.



Task Assessment Westminster Responses

Responses for the Westminster					
^	Excellent	Good	Acceptable	Unacceptable	Prohibitive
Task 1: Book a package					
The ease with which I was able to work was:		 Image: A set of the set of the	× ×		
The number of steps it took me to complete the task was:	~ ~		< <		
The supply of information I wanted, needed or was looking for was:	×		< <		
The supply of room and services I wanted, needed or was looking for was:	×	× ×			
Task 2: Book a room					
The ease with which I was able to work was:		× ×			
The number of steps it took me to complete the task was:			×		
The supply of information I wanted, needed or was looking for was:	×		< <		
The supply of room and services I wanted, needed or was looking for was:	×	×	< <		

✓✓ Most frequent response

✓ Second most frequent response



Task Assessment Greenbrier Responses

Responses for the Greenbrier					
	Excellent	Good	Acceptable	Unacceptable	Prohibitive
Task 1: Book a package					
The ease with which I was able to work was:		11	11		
The number of steps it took me to complete the task was:	× .				
The supply of information I wanted, needed or was looking for was:	1	1	×		
The supply of room and services I wanted, needed or was looking for was:			11		
Task 2: Book a room					
The ease with which I was able to work was:			11		
The number of steps it took me to complete the task was:			11		
The supply of information I wanted, needed or was looking for was:			11		
The supply of room and services I wanted, needed or was looking for was:		× ×	11		

✓✓Most frequent response

 \checkmark Second most frequent response

Usability Research April 2005 OneScreen Positive Findings

- Presentation of booking steps on one page
- Calendar visibility and selection model more than just a drop-down or an icon to a calendar
- Dynamic availability
- Display of room photos and descriptions
- Both daily room rate and total reservation cost are provided
- Best rate information
- Screens do not constantly refresh
- Not forced to go back to other pages to change information
- The OneScreen cancellation page

OneScreen Quotes

- "Very good that it [the form] keeps a summary for me."
- "Actually nicer than most websites. Can see date on calendar so I can see if I chose the right dates."
- "What I did like is when you click on available dates the available rooms popped up."
- "I think this is kind of neat -- that the amount of the room comes up for each night."
- "By being able to see not only the date but also a date on a calendar, it makes it easy to confirm that I am selecting/meeting the right date."

Guided OneScreen Recommendation



User Clicks "Reservations" Steps 1, 2 & 3

We want to make your experience as easy and fun as possible. Follow the steps as numbered below to book a room, or roll over an area for additional help. You may also click on the ? for additional help.

LEGEND ?	 Room Availability - select the dates by clicking on the calendar or using the drop down fields below the calendar; 	3 View the rooms, read about them, see some photos, and check the rates.
Selected date	April sun mon tue wed thu fri sat	GARDEN SUITE
Check out only		BEST RATE GUARANTEE, DESCRIPTION, PRICING PER DAY picture
	3 4 5 8 7 8 9	RESERVE THIS ROOM
Unavailable date	10 11 12 13 14 15 16	GOLF VIEW
	17 18 19 20 21 22 23	BEST RATE GUARANTEE, DESCRIPTION, PRICING PER DAY PICTURE
		RESERVE THIS ROOM
	May	OCEAN VIEW
		BEST RATE GUARANTEE, DESCRIPTION, PRICING PER DAY picture
	16 000 17 18 19 20 000	RESERVE THIS ROOM
		PENTHOUSE BEST RATE GUARANTEE, DESCRIPTION, PRICING PER DAY picture
		RESERVE THIS ROOM
	Check in: Mm/dd/yyyy	CORNER PENTHOUSE
	Check out: Mm/dd/yyyy	
2 Tell us how many people will be staying		BEST RATE GUARANTEE, DESCRIPTION, PRICING PER DAY
	# of travelers: 2 adults	RESERVE THIS ROOM
	0 children	Best Rate Guarantee Photo Gallery We respect your privacy
	# of rooms: 1	FAQs Activities General terms and conditions

room availability > # of travelers > room details > traveler information

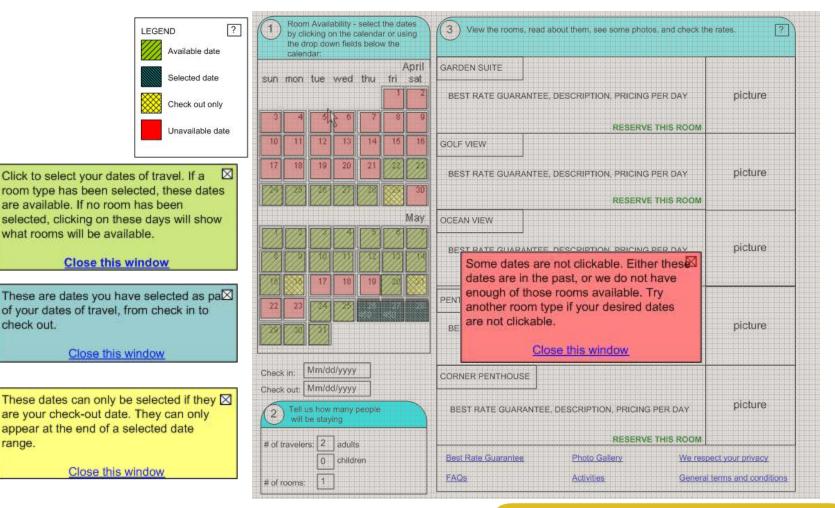
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User Clicks "Reservations" Steps 1, 2 & 3

check out.

range.

We want to make your experience as easy and fun as possible. Follow the steps as numbered below to book a room, or roll over an area for additional help. You may also click on the ? for additional help.



🛃 RTP 🗎 **Resort Technology Partners**

User Selects a Room Step 4

We want to make your experience as easy and fun as possible. Follow the steps as numbered below to book a room, or roll over an area for additional help. You may also click on the ? for additional help.

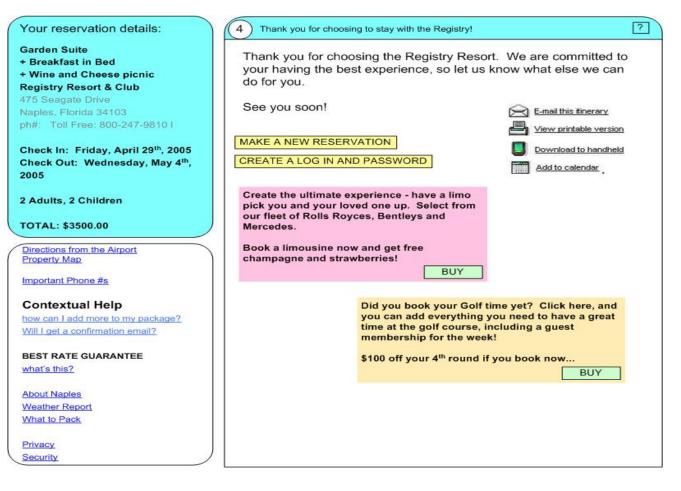
LEGEND ?	Your reservation details:	4 Fill the information out and "finish reservation":
Available date	Garden Suite + Breakfast in Bed + Wine and Cheese picnic	* First name Middle name * Last name
Check out only		* Address Address
Unavailable date	pictures pictures	*City *State *ZIP Country *Phone #1 © cell © office *hone #2 © cell © office
	Registry Resort & Club 475 Seagate Drive Naples, Florida 34103 ph#: Toll Free: 800-247-9810 I Check In: Friday, April 29 th , 2005 Check Out: Wednesday, May 4 th , 2005 2 Adults, 2 Children TOTAL: \$3500.00	O fax C other O fax C other ROOM King bed Early check in Connecting suites Late Check out Close to elevator Double beds roll away bed Please note: room requests will be honored as much as possible, but are not guaranteed. Name on Card Type of card Visa American Express Diners JCB
		Exp. date MO/YEAR We value your privacy and security
	FAQs Contextual Help how can I add more to my package? Will I get a confirmation email? FAQs	CVN # xxx what's this? I would like to create a log in and password, and save my information. I would like to create a log in and password, but don't save my information. I would like to create a log in and password, but don't save my information. Special requests, preferences, etc.
	BEST RATE GUARANTEE what's this?	Lhave read the terms and conditions and agree with it all. COMPLETE MY RESERVATION

room availability > # of travelers > room details > traveler information



User Receives Confirmation Step 4 Continued

We want to make your experience as easy and fun as possible. Follow the steps as numbered below to book a room, or roll over an area for additional help. You nay also click on the for additional help.



Custom Booking Engine Solution



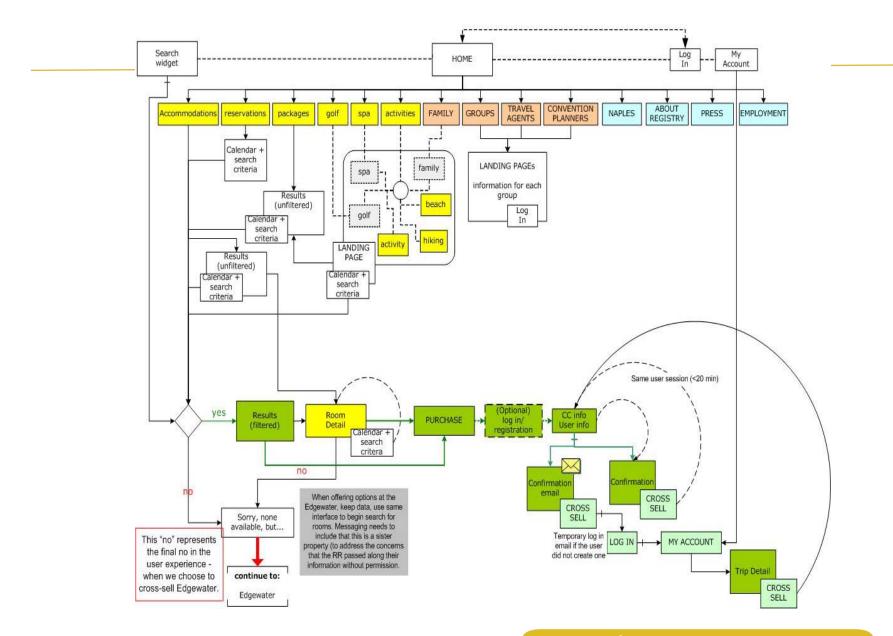
Building Customer Trust in Hotel eCommerce

- Trust in an online vendor before accessing its website.
- Branding & Usability (graphic design and ease of use).
- Competence information about Company and Products & Services, Security and Privacy.
- Relationship Management interactions with the company over time, both before and after a purchase

Source: Interactions to Transactions: Designing the Trust Experience for Business-to-Consumer Electronic Commerce, Eindhoven University of Technology (The Netherlands, 2003)



Functional Flow Diagram



Homepage Wire Frame

Logo/Brandi	B						Registry Resort & Club 475 Seagate Drive Naples, Florida 34103 Toll Free: 800-247-9810
LUGO/ Branul	ng						MY ACCOUNT I LOGIN
RESERVATIONS	ACCOMMODATIONS	PACKAGES	GOLF	SPA	ACTIVITIES		
Search for Accomm	odations						
Check In MM / DD / Check Out MM / DD /							
Number of Travelers 2	Children 2						
Best Rate Guarantee							
	Search	Words				Rich Media	
Be the first to know Sign up for our email new: Lorem ipsum dolor sit ama adipisang elit Quisque od rutrum vitae, sagittis nec.	et, consectet						
Email Address Privacy Policy	Submit						
		FAMILY GR	ROUPS	TRAVEL	GENTS		
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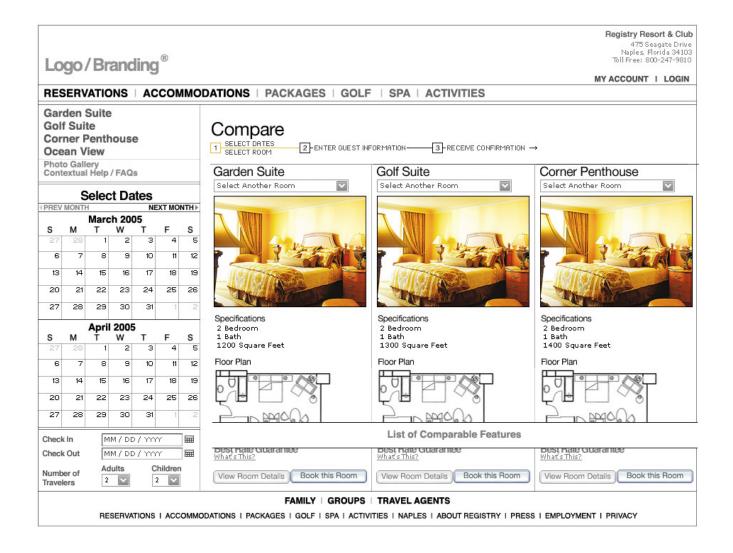
Reservations

							Registry Resort & Club 475 Seagate Drive
	20	/Br	anc	line	®		Naples Florida 34103 Toll Free: 800-247-9810
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RES	SERV	ATIC	NS	AC	CON	мо	DATIONS PACKAGES GOLF SPA ACTIVITIES
		Suite					
	f Sui	te Penth		~			Reservations
	an V		lous	e			SELECT DATES 2 - ENTER GUEST INFORMATION 3 - RECEIVE CONFIRMATION →
Phot	o Gall	ery I Help		e			Select your dates
COM							A few words of orientation. Lorem ipsum dolor sit amet, consectetuer
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S	м	Т	w	т	F	S	Select dates in the left hand column
27	28	1	2	З	4	5	
6	7	8	9	10	11	12	
13	14	15	16	17	18	19	
20	21	22	23	24	25	26	
27	28	29	30	31	1	2	
		April			-		
S 27	M 28	T 1	W 2	Т З	F	5	
6	7	8	9	10	11	12	
13	14	15	16	17	18	19	Resort Photography
20	21	22	23	24	25	26	
27	28	29	30	31	1	2	
Check	(In	M	M/D	>/ m	Y] 📾	
Check	Out	M	M / DE) m	Y		
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							FAMILY GROUPS TRAVEL AGENTS
		RE	SERVA	TIONS	I ACC	оммо	DDATIONS PACKAGES GOLF SPA ACTIVITIES NAPLES ABOUT REGISTRY PRESS EMPLOYMENT PRIVACY

Accommodations Screen

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PREV	MONTH		h 200		EXT MO	NTH⊧	View Room Details Book this Room	Best Rate Guarantee
S	м	Т	W	Т	F	S		\$ Price Per Day Breakdown What's This?
27	28	1	2	З	4	5	Make a Package	Add breakfast in bed Add golf membership
6	7	8	9	10	11	12	Book this Package	Wine & Cheese Picnic Add spa treatment for 2
13	14	15	16	17	18	19	Golf Suite	Lorem ipsum dolor sit amet, consectetuer adipiscing
20	21	22	23	24	25	26	Select to Compare	elit. Quisque odio pede, rutrum vitae, sagittis nec, auctor ut, lectus. Maeœnas gravida dignissim velit.
27	28	29	30	31	1	2	View Boom Details	Lorem ipsum dolor sit amet, consectetuer adipiscing elit. Vivamus id dui in tellus tempus interdum.
						-		Best Rate Guarantee
~		April	2005		-		Book this Room	\$ Price Per Day Breakdown What's This?
S 27	M 28	1	W 2	Т З	F 4	5	Make a Package	Add breakfast in bed Add golf membership
6	7	8	9	10	11	12	Book this Package	Wine & Cheese Picnic Add spa treatment for 2
13	14	15	16	17	18	19	Corner Penthouse	Lorem ipsum dolor sit amet, consectetuer adipiscing
							Select to Compare	elit. Quisque odio pede, rutrum vitae, sagittis nec, auctor ut, lectus. Maeœnas gravida dignissim velit.
20	21	22	23	24	25	26	View Room Details	Lorem ipsum dolor sit amet, consectetuer adipiscing elit. Vivamus id dui in tellus tempus interdum.
27	28	29	30	31	1	2		Best Bate Guarantee
heck	In	M	M/DD	100	~	1	Book this Room	\$ Price Per Day Breakdown
Check Out MM / DD / YYYY				-		Make a Package	Add breakfast in bed Add golf membership	
Adults Children						Book this Package	Wine & Cheese Picnic Add spa treatment for 2	
lumb iravel		2		_	2		COMPARE SELECTED	ALL RESULTS MORE RESUL

Select to Compare Screen



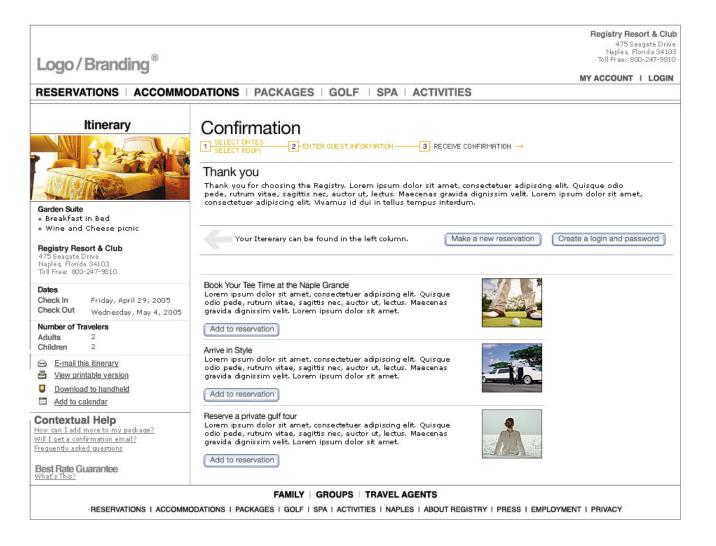
Details Screen



Information Page

	Registry Resort & Club 475 Seagate Drive
Logo/Branding [®]	Naples, Florida 34103 Toll Free: 800-247-9810
Logo/ branding	MY ACCOUNT I LOGIN
RESERVATIONS ACCOMMO	DATIONS PACKAGES GOLF SPA ACTIVITIES
Shopping Cart	Guest Information SELECT DATES SELECT ROOM 2 ENTER GUEST INFORMATION 3 RECEIVE CONFIRMATION →
	*First Name Middle Name *Last Name
- MOTASA	*Address 1
Garden Suite	Address 2
• Breakfast in Bed	City State Zip Country
Wine and Cheese picnic	Phone 1 Phone 2 Required
Degistry Resort & Club 475 Seagate Drive Naples, Florida 34103 Toll Free: 800-247-9810 Dates Check In Friday, April 29, 2005 Check Out Wednesday, May 4, 2005	Creditcard Information Same as above First Name Middle Name Address 1 Address 2
Number of Travelers	City State Zip Country
Adults 2 Children 2	Card Type Visa Visa I don't see my card listed here
Contextual Help How can I add more to my package? Will I get a confirmation email? Frequently asked questions	Exp. date MM / YYYY We value your privacy and security CVN # Xx x What's this? I would like to create a log in and password, and save my profile and credit card information I would like to create a log in and password, but don't save my credit card information
	Room Requests King bed Early check in Non smoking Connecting suites Late check out Close to elevator Extra pillows Double beds Roll away bed
Best Rate Guarantee	I have read and agree to the terms and conditions
RESERVATIONS I ACCOMMO	FAMILY GROUPS TRAVEL AGENTS

Confirmation Screen





Email Confirmation



Log in Screen

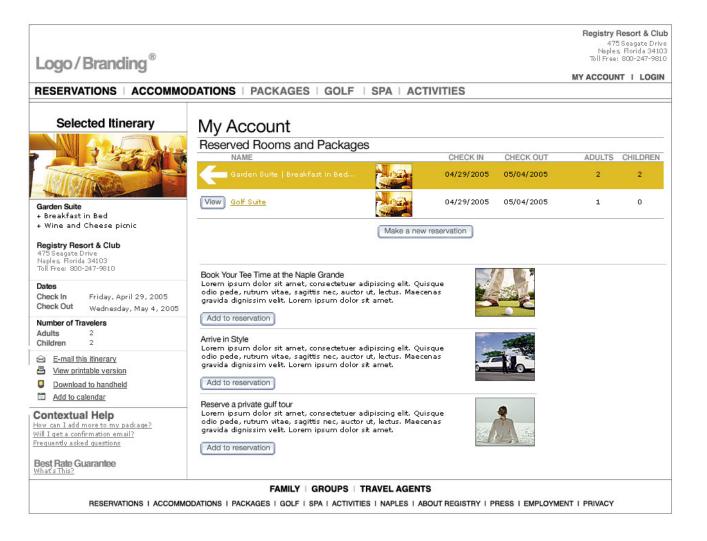
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My Account Page

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Itinerary Detail



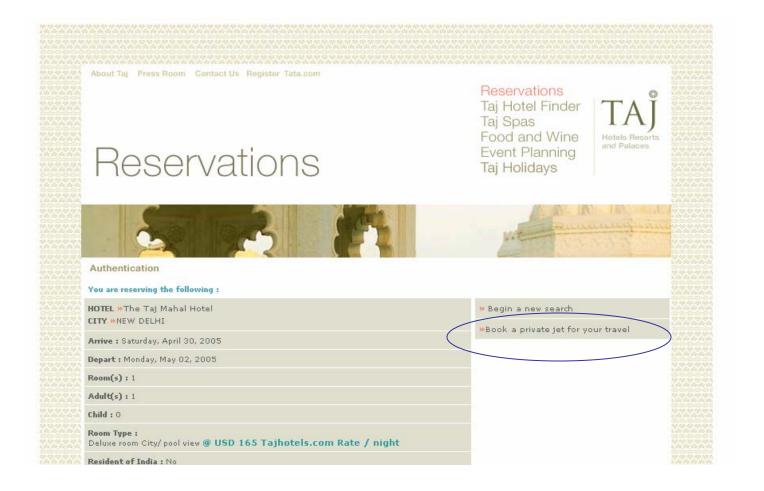


Ancillary Services





Book a Private Jet



Up-Sell/Cross Sell Opportunities It's Not What You Offer, It's How You Offer It

Gift Certificates Spa Golf Dining Tennis Kid's Camp Cabana Rental Limo Services

Helicopter Tour **Upon-Arrival Room Svc** Breakfast in Bed Honeymoon Package **Retail Goods** Sportfishing Sunset Cruise Vacation Planner

Opportunity – Drive Revenue through the Vacation Planner Tool



Golf Landing Page

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Increase Conversion

- Book within 8 clicks or within 8 minutes
- Full disclosure/No ambiguity
- Best Rate Guarantee
- Maximizing user ability without making the user THINK
- Simple, Intuitive & Consistent
- Fulfilling Customer Expectation



Increase Basket Size

- Comparison Functionality (show all available on one page view)
- Compare side by side (value)
- Customer-created dynamic packaging
- Ease of shopping (post-purchase upsell)
- My Account/Vacation Planner



Facilitate Booking

- Enhance Vacation Planner functionality to drive booking
- Easy to Use Format/Form Labels
- Contextual Help
- Saving the Profile Information
- Shopping Cart View Concurrent
 entering Credit Card information



Top Tier Recommendation

To support the targeted goals of:

- Increasing Conversion
- Increasing Basket Size
- Facilitating Booking

RTP has designed a Custom Booking Engine Solution that will not only achieve these goals, but allow the Blackstone Group to leapfrog their competition and bring the online travel experience to a new level of user expectation.



Second Tier Recommendation

To support a turn-key solution using the Current OneScreen product, RTP has illustrated how specific enhancements can significantly improve the user experience by:

- expanding functionality
- leveraging common user behaviors
- guiding the user through contextual cues



Rich Media Recommendations



Homepage Wire Frame

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Details Screen



Landing Page

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Thank You

