

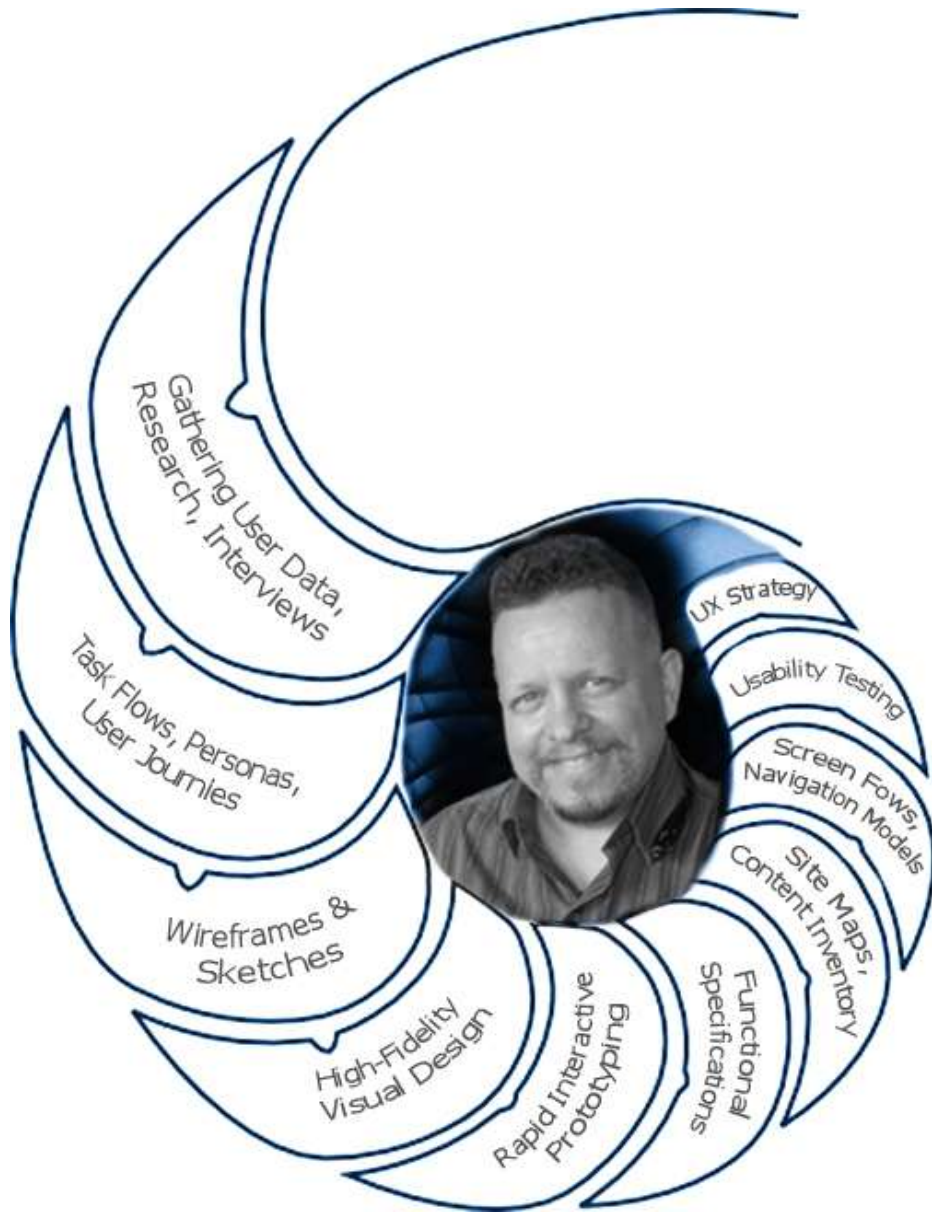


Darren@D3Creatives.com

Portfolio

All work artifacts, images, and materials in this document were created by the digital behaviorist and experience designer: Darren Davenport

By Darren Davenport
Seattle Metropolitan area
Published January 2019



SKILLS

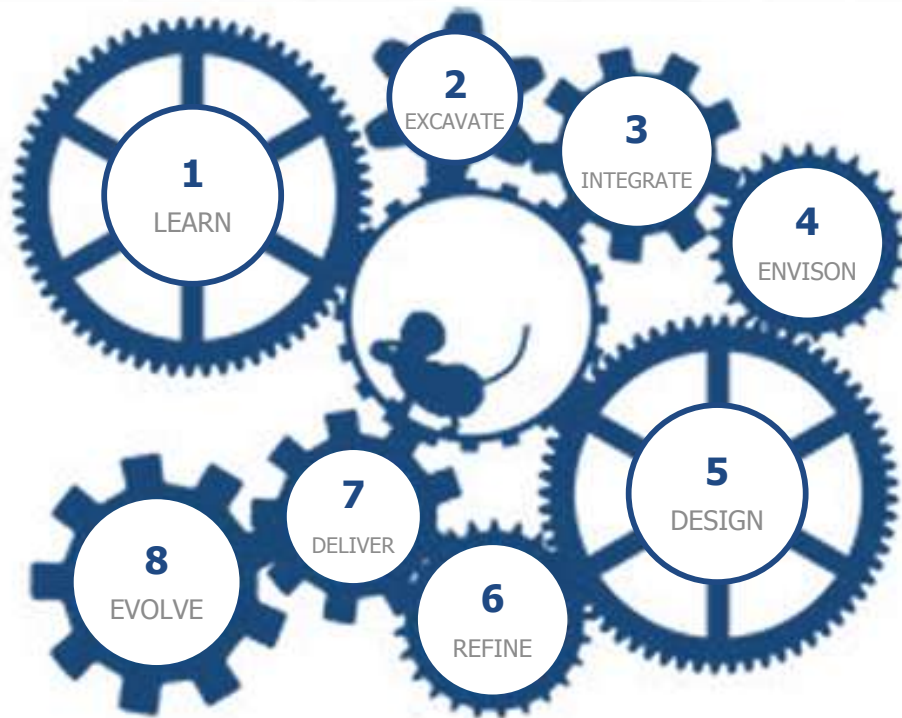
I have a multidisciplinary skill set that integrates creative problem solving, story telling, and behavioral psychology. I'm a critical thinker who can create designs balanced among customer needs, business constraints, and technological realities.

At its heart, my design process relies on a lifelong study of people and understanding what makes them behave as they do. This is the core User Experience design skill I possess.

My Design Skills

About Me – 2019 Portfolio

**Darren
Davenport**



Design Thinking

Lean UX

MY PROCESS

1 Learn. Gain knowledge of users context, technologies, conduct interviews, lead studies, and research competitive products. **2 Excavate.** Uncover materials that will aid development of the design: content strategy and inventories, business rules and cases. **3 Integrate.** Create user profiles, task flows, user journeys, emotion maps, mental maps, scenarios, and behavioral analysis.

4 Envision. Brainstorm, evaluate, test, and select wireframe concepts to paper prototype for further development. **5 Design.** Create, test and evolve the concept wireframes into a full design solution. **6 Refine.** Evaluate design solution with stakeholders to obtain feedback and conduct more usability testing on interactive prototypes.

7 Deliver. Complete design with build specifications, run sprints, monitor project and produce launch candidate. **8 Evolve.** Collect feedback, generate new experiments, test new ideas, maintain and update the user experience accordingly.

MY PROCESS - Continued

The goal of my User Experience design process is to find the insights, the patterns, and the nuances of behavior and design decisions that aren't always evident in requirements document, specifications or wireframes.

I accomplish this by utilizing a **goal directed design** methodology to:

1. understand the business reality, setting, needs, and revenue model.
2. discover the customer's needs, motivations and what they desire.
3. develop a digital solution tailored to both the customers and the business.

My design process ensures the exploration of the user behavior, design problems, and usefulness of a product which ultimately leads to the artifacts found in the following pages of this document. This process is not locked into any software tools-of-the-trade (*which I easily learn*) as they often change with technological advances. Therefore, I will not comment on the tools used to make the artifacts in this portfolio.

At its heart, my process relies on my lifelong study of people and desire to understand what makes them behave as they do. The artifacts presented in my portfolio are one of two things: either an artifact to communicate or crystallize hours, days, or weeks of research and study or a finished product.

Much of my strategy work is confidential and protected by intellectual property and non-disclosure agreements. But the sample representations found here demonstrate how I work and what I produce. Hopefully they will convince you and your company to consider me for your team.

Artifacts represented in this portfolio...

CASE STUDY

1. Connecting Point NW
2. Russell Investments
3. Additional Artifacts

TYPES OF DESIGN ARTIFACTS SHOWN

- Personas
- Empathy Maps
- User Journey Maps
- Scenario Maps
- Behavior Maps
- Paper Prototypes
- Wireframes & Sketches
- Mobile Wireframes
- High Fidelity Mockups
- Interaction Designs
- UI Specifications
- Redline Specifications
- Content Strategy
- Content Flows
- Navigation Design
- Competitive Research
- Process / Task Flows
- Production Timelines

1 Connecting Point NW

Date: IN PROCESS – Release Date est. Early 2019

Platform: Desktop, iPad, and Smartphone

CHALLENGE

Develop an end-to-end client experience to support “**The Boys From The Projects** (book) and drive sales from social media thru the Amazon portal. This is the clients first foray into self publishing.

WHAT I DID

- Designed brand identity
- Stakeholder interviews
- Established key audiences
- Conducted competitive research
- Created personas, scenarios & user journeys
- Developed empathy maps and mood boards
- Content strategy & visual design
- Created wireframes: Sketch thru high fidelity
- Spearheaded customer experience design
- Developed low-fidelity wireframe prototypes
- Gorilla usability testing
- Graphic design for all marketing materials
- Developed SEO taxonomy
- Created social media presence.

(Facebook, Instagram, Pinterest)



SETTING, GOALS, AND OBJECTIVE

SITE URL: TheBoysFromTheProjects.com

SOCIAL URL: <https://www.facebook.com/theboysfromtheprojects>
Instagram TBD – Post launch
Pinterest TBD – Post launch

AMAZON URL: **TBD** – Post launch

OWNER: Connecting Point Northwest

WHAT IS “THE BOYS FROM THE PROJECTS”?

“The Boys From The Projects” is a new book by author Ronald Thompson. His book is due to launch in the early winter of 2019.

WHAT ARE THE GOALS OF THE CLIENT EXPERIENCE?

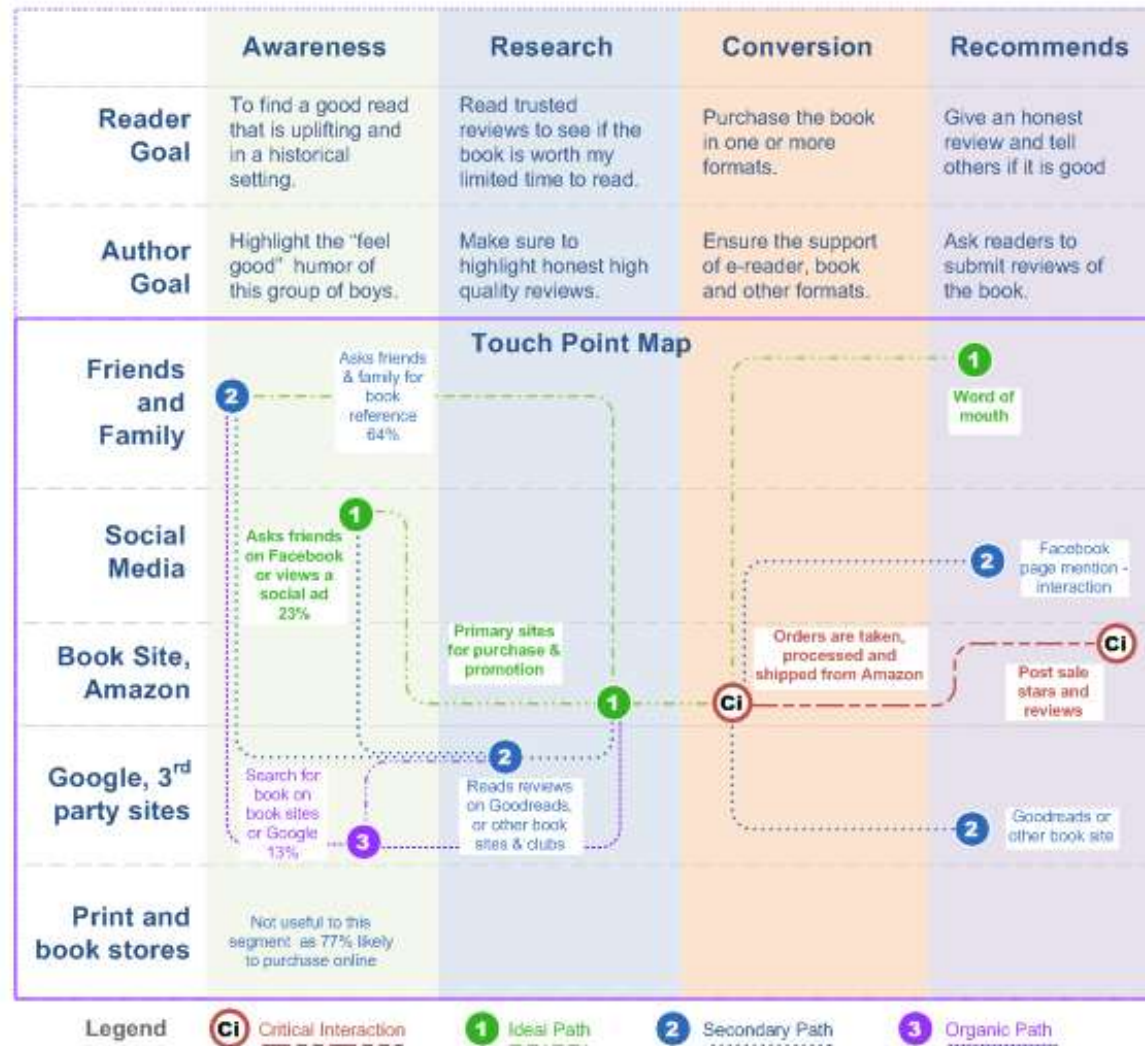
This is an end-to-end experience design to promote the book and drive sales from social media and contacts thru the Amazon portal.

WHO ARE THE CUSTOMERS?

Primary audience: Men and Women who are avid readers of historical nonfiction
Secondary audience: Occasional readers who like to read “over-comer” stories



Customer Journey Map



1 - Scenario / Journey

Case Study – Connecting Point NW

The easiest way to understand behavior is through scenarios, identifying a users goals and needs helps me understand how a user will "flow" thru the experience. This user journey highlights the touch points necessary to purchase the book and leave a review.

Darren Davenport

ELISABETH: A BUSY MOTHER & CAREER WOMAN



"Here is the thing...I make it a PRIORITY. I thoroughly enjoy reading. I have seen the benefits reading brings to my life"

AGE: 34 to 40
GENDER: Female
EDUCATION: College 3+ years
LOCATION: Major Metropolitan
BEHAVIOR: Reads 20+ Books Year
TYPE: Books & E-books
ARCHETYPE: Loves to Read
TARGET: Primary Audience

GENRES: Fiction, Hist Fiction, Bio, Fantasy
E-READER or TABLET: Yes
PURCHASE: Online mostly
READS BLOGS: Yes

READING GOALS

- I read for pleasure & to relax.
- Never-ending desire to educate myself. To that purpose I try to read widely.
- I read to learn. Not just new words and new applications of them, but to learn of the world around me.

WHEN DO I READ?

- In the morning while commuting
- While waiting for appointments
- While my partner is watching T.V.
- In bed just before I fall asleep
- On a lazy weekend

WHAT FORMAT DO I USE?

I prefer to read a "real" physical book when I am relaxing and reading for enjoyment.

If I'm making time to read I will use an e-reader like my tablet or kindle.

WHERE DO I PURCHASE BOOKS?

• ONLINE/INTERNET	73% Likely
• BOOKSTORES	48% Likely
• ONLINE BOOK CLUBS	21% Likely
• LIBRARY	17% Likely

WHEN SELLING A BOOK NEVER

- Overcomplicate the process
- Exaggerate claims of a books popularity
- Spam me with tons of gimmicks or ads
- Sell my email address or information to 3rd parties

HOW DO I PICK WHAT TO READ?

• SUBJECT MATTER IS FIRST	90%
• AUTHOR IS SECOND	67%
• FRIEND RECOMMENDATION	64%
• BOOK STORE RECOMMENDATION	44%
• BOOK PRICE	26%

SOLIAL MEDIA INFLUENCES

- Good Reads = explore authors
- Facebook = friends
- Amazon = read reviews (prefer goodreads)

WHY I READ

Time doesn't just magically appear. I have to prioritize reading and then carve out as much time as I can.

READING & INFLUENCE





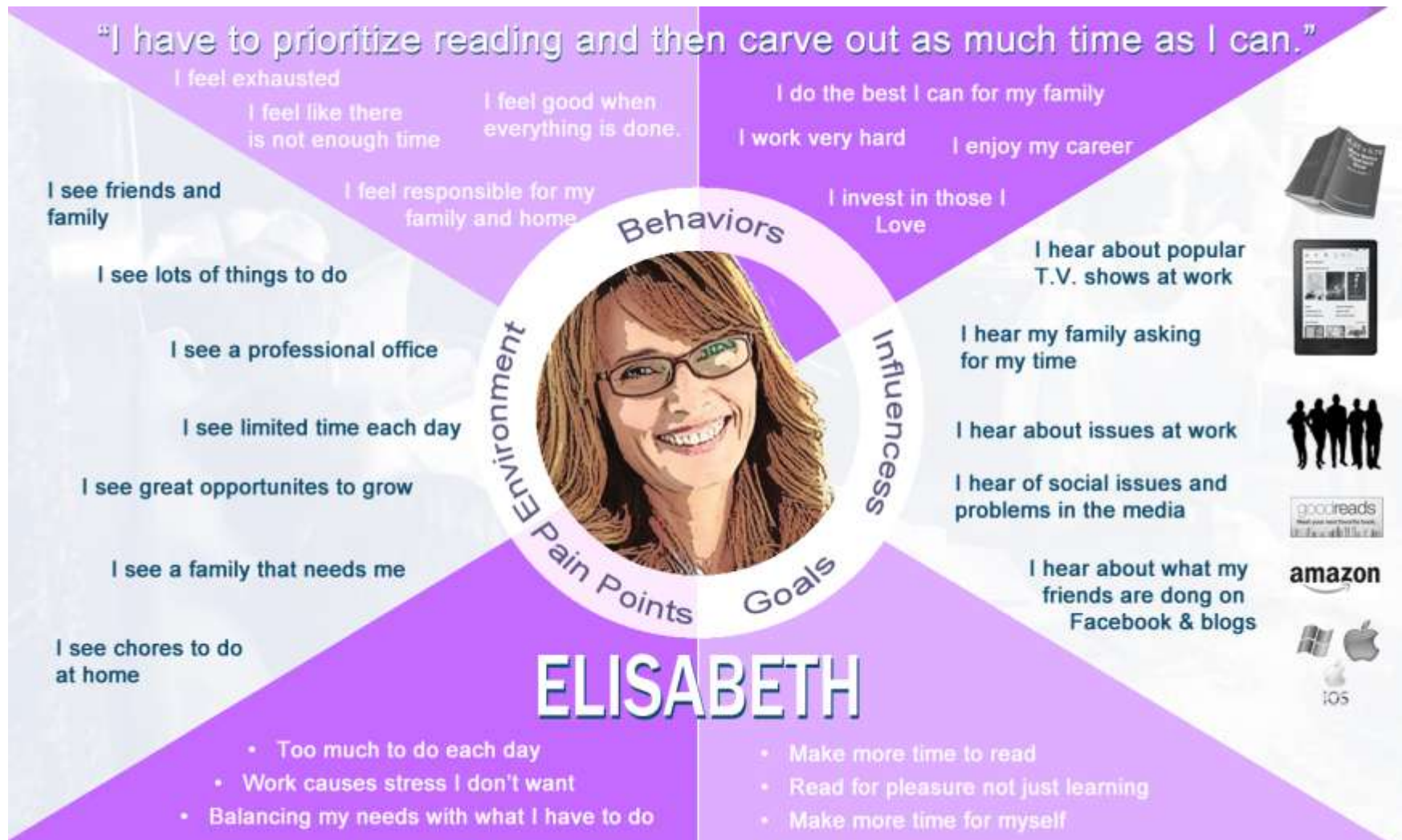



1 - Persona #1

Case Study – Connecting Point NW

I use a persona to represent a cluster of people who exhibit similar behavioral patterns in their purchasing decisions, demographics, use of technology or products, customer service preferences, lifestyle choices, and so forth.

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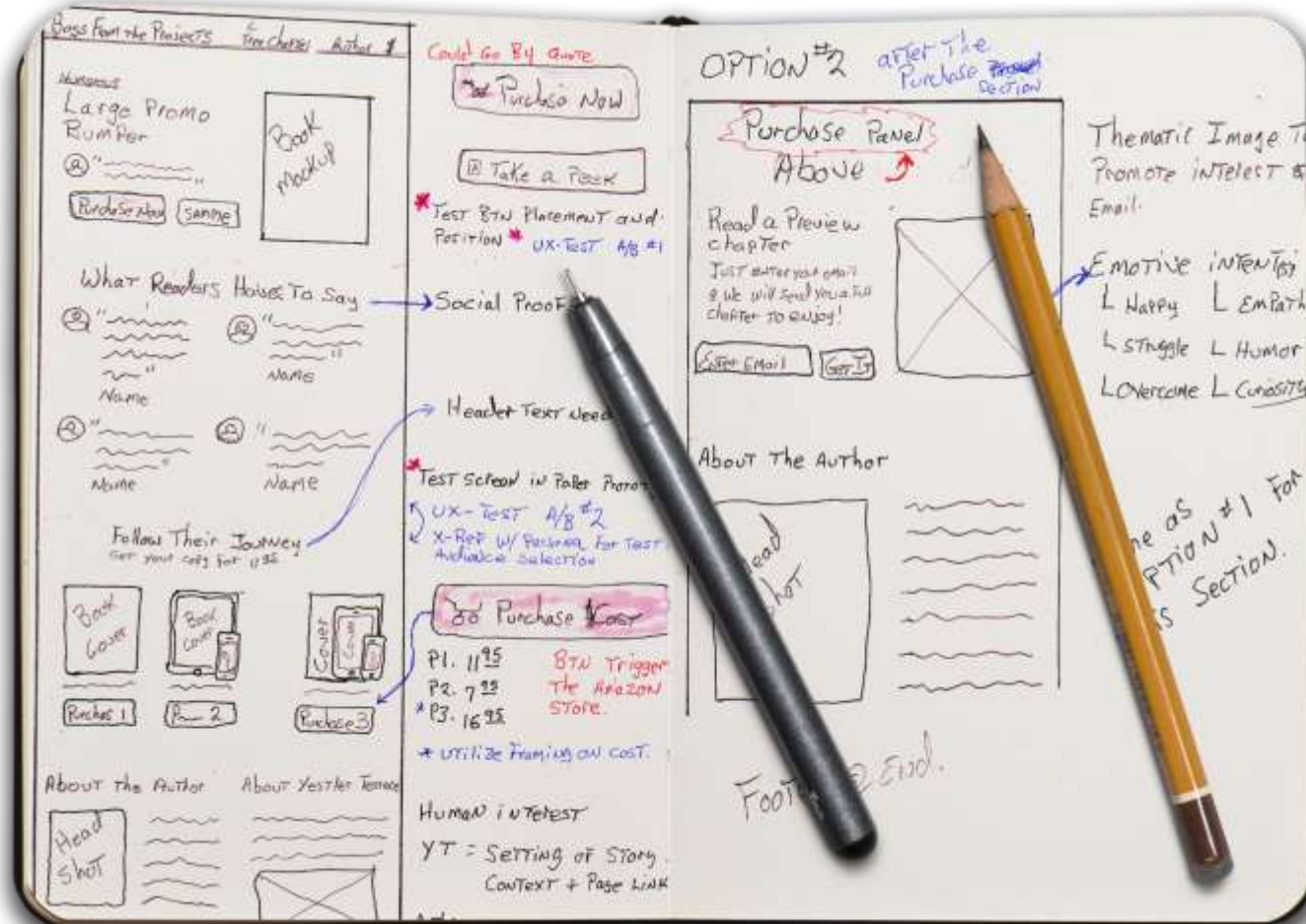


1 - Empathy Map

Case Study – Connecting Point NW

I create my personas and empathy maps from observations, UX research and stakeholder interviews. I always include social and demographic characteristics, values, needs, desires, goals, habits, expertise, cultural background and motivations.

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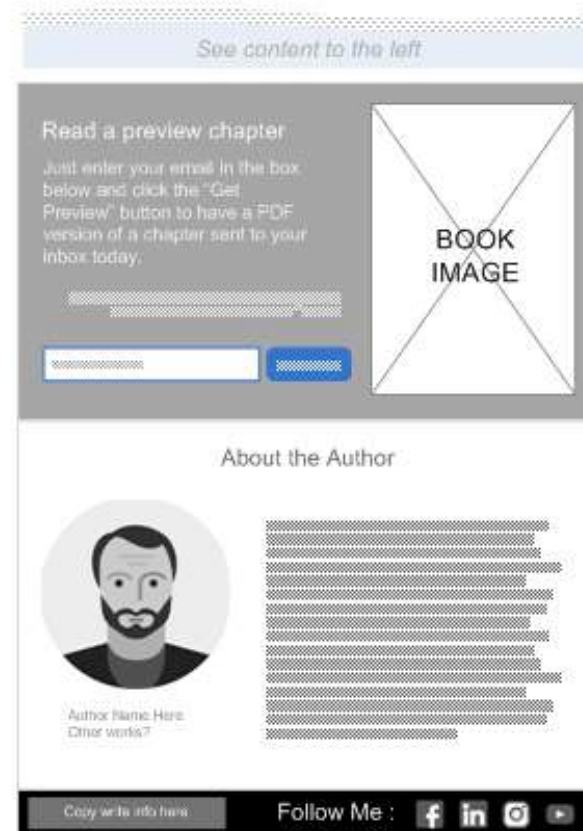
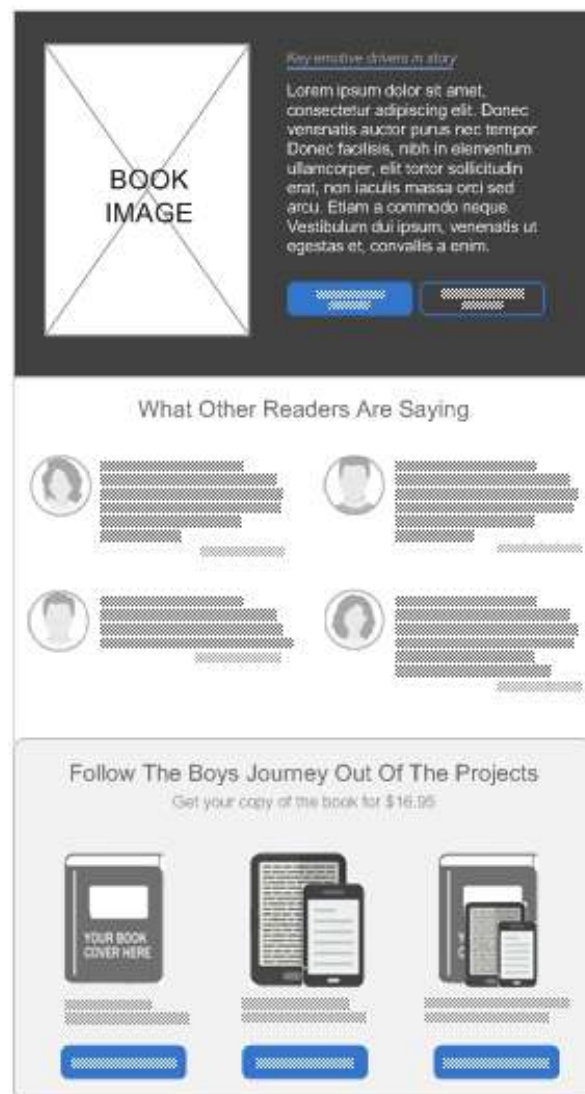
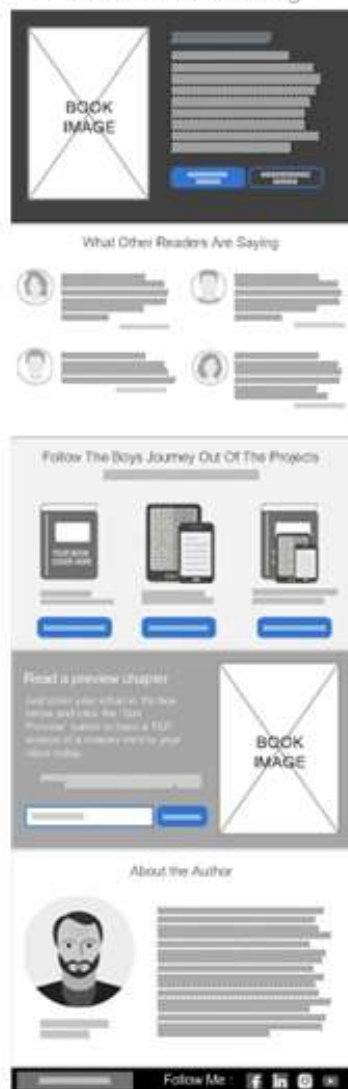
1 - Sketches

Case Study – Connecting Point NW

A paper prototype that is sketchy and incomplete, usually in order to quickly produce and test broad concepts. This allows me to sketch out possible solutions to test at an early stage of ideation based on the interviews and resulting personas.

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Parallax Section Design

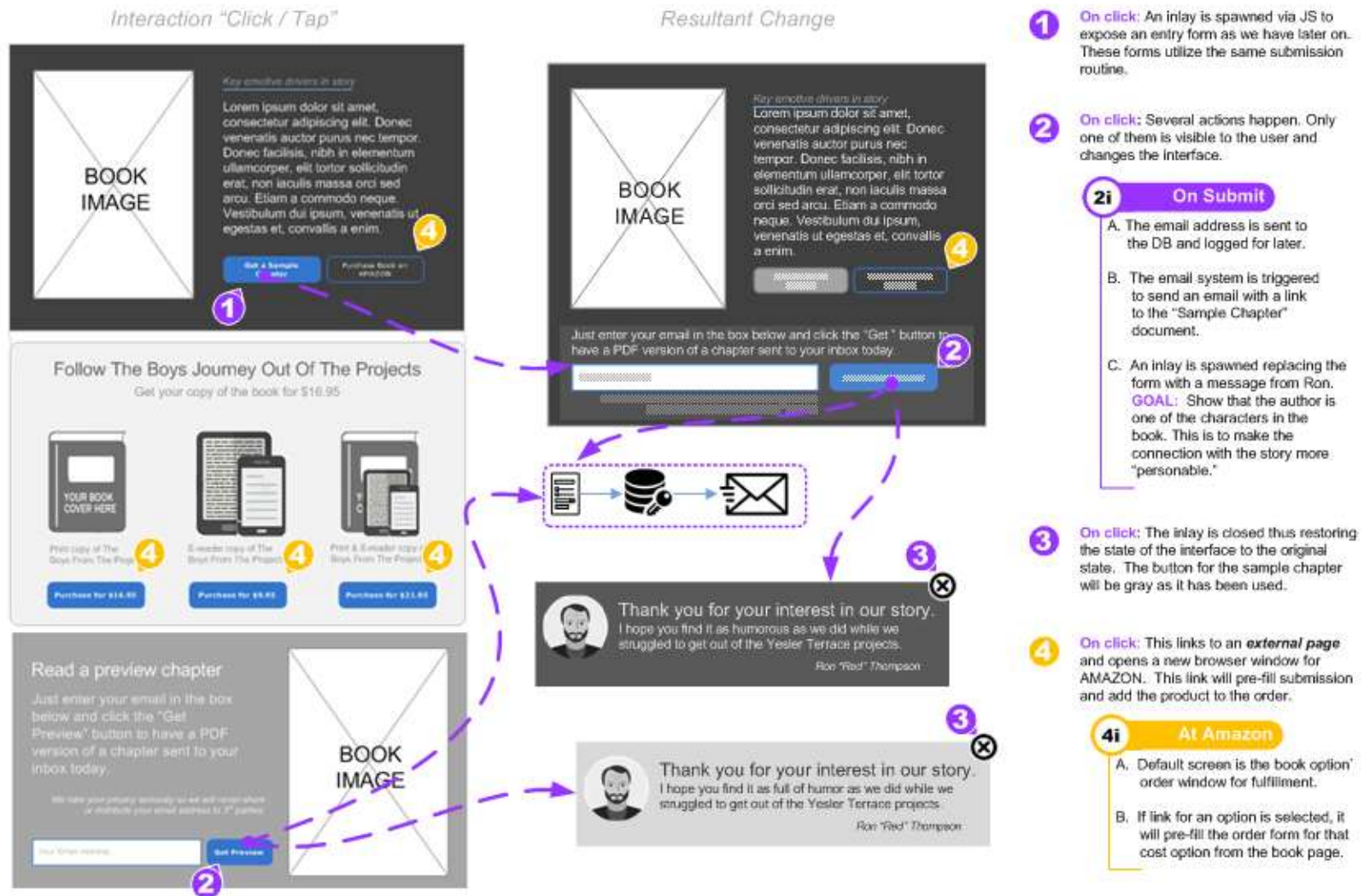


1 - Lo/Fi Wireframes

Case Study – Connecting Point NW

I build Lo-Fi wireframe prototypes as the first step in creating screens; I also use them for user testing and as a reference point for functional specifications while serving to communicate the functionality I am going to build with stakeholders.

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1 - Interaction Design

Case Study – Connecting Point NW

To ensure that the customer experience is positive, I map out the key interactions for the interface. This allows me to focus on "micro-interactions" and bring "delight" to the client experience.

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Parallax Experience Design



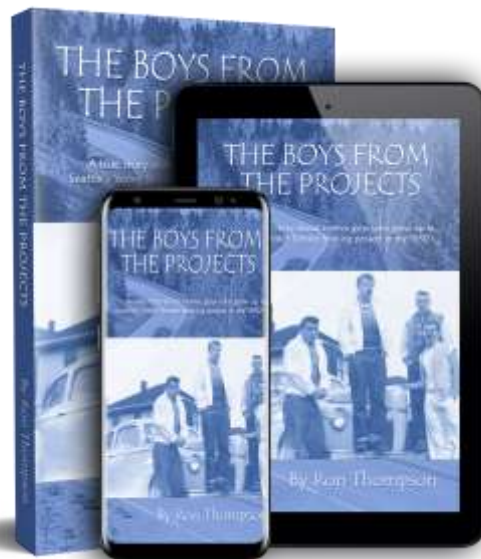
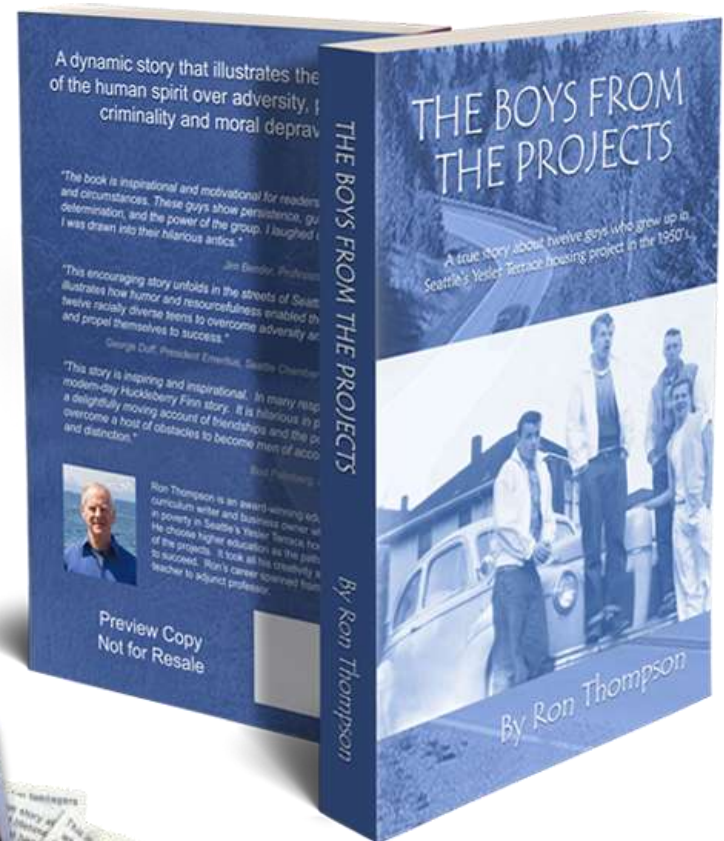
Parallax Experience Design by Screen



1 - High Fidelity Design Case Study – Connecting Point NW

As a UX/UI designer, I'm typically responsible for creating a cohesive style guide and ensuring that a consistent design language is utilized. I also maintain consistency in visual elements and produce high-quality visual designs from concept to implementation.

**Darren
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1 - Unified Experience

Case Study – Connecting Point NW

Beyond the digital space, I also maintain a design style among visual elements that are used in social media, book covers, and marketing materials. This ensures consistency in the overall client experience and brand.

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2 RussellLINK

Date: January 2016

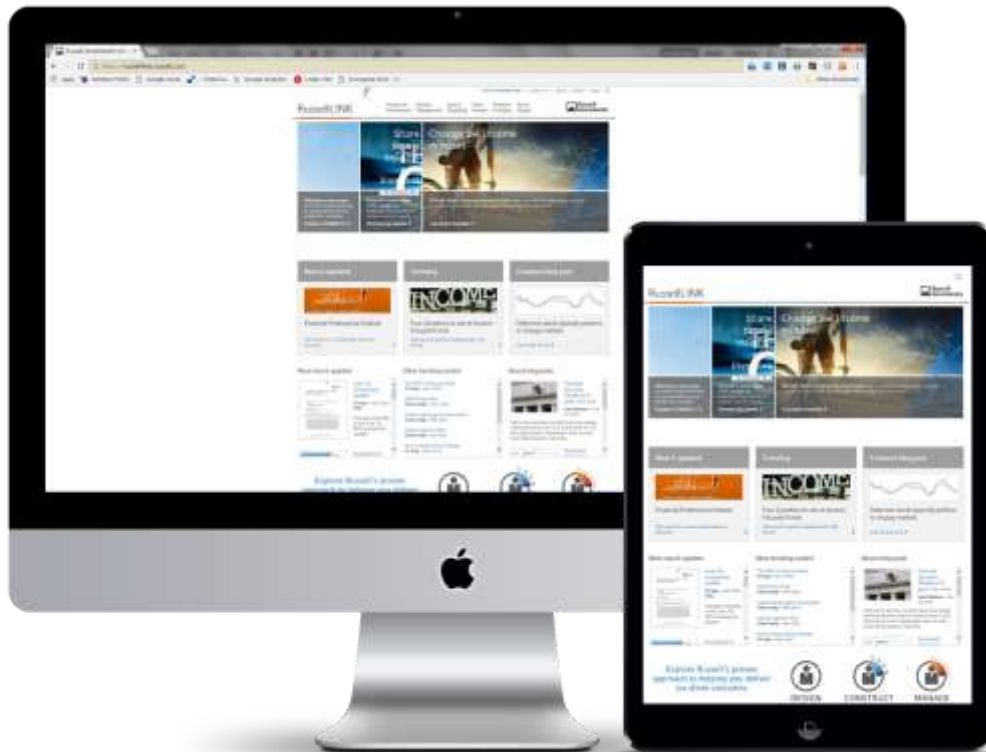
Platform: Desktop & iPad

CHALLENGE

Redesign an aging CMS driven enterprise website without negatively impacting the current user base while preserving credible, trustworthy and reliable content that provides resources for users and develops Russell's client base.

WHAT I DID

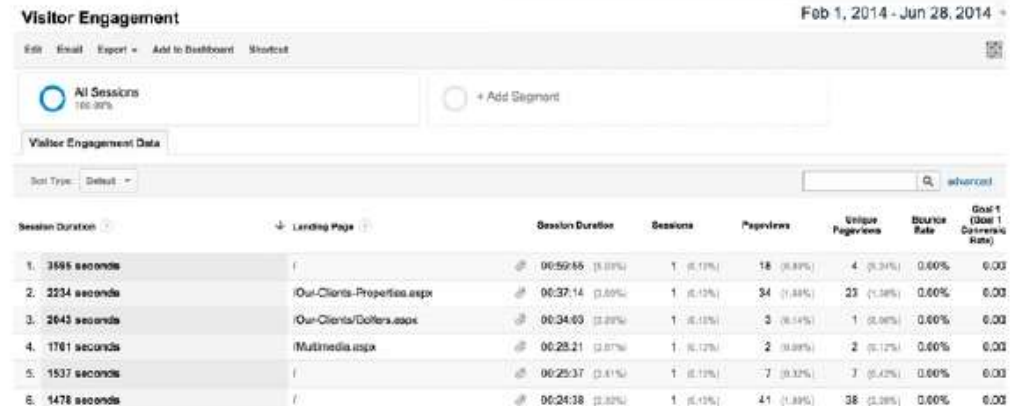
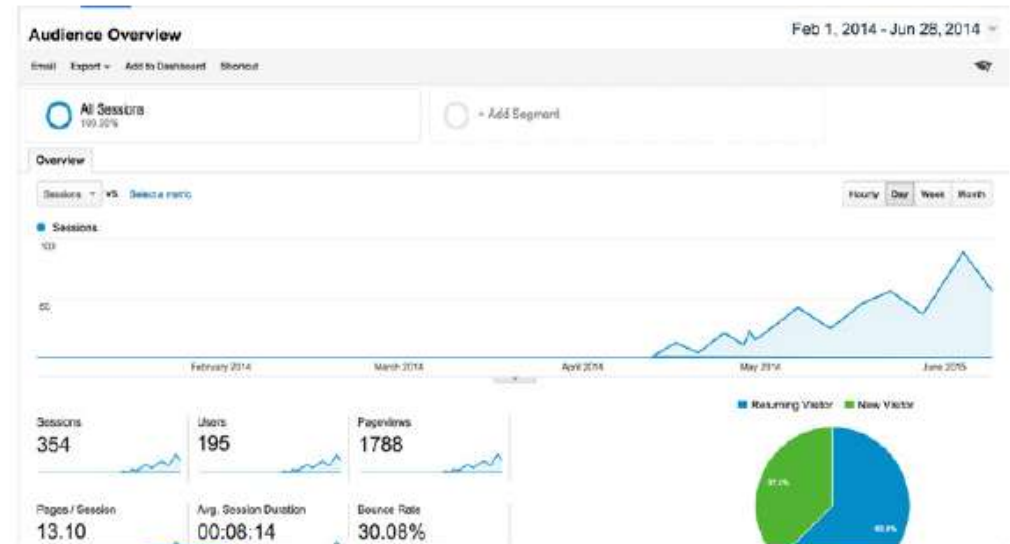
- Stakeholder interviews
- Established key audiences
- Conducted competitive research
- Created technical & info graphic personas
- Developed empathy maps
- Content strategy & visual design
- Restructured current IA pathing
- High-fidelity iterative design
- Developed low-fidelity prototypes
- Gorilla & formal usability testing
- Designed site manager dashboards
- Created site maintenance process flows



2 - RussellLINK Redesign

Case Study – Russell Investments

**Darren
Davenport**



ACCOMPLISHMENTS

- 8% traffic increase to product pages in the first quarter indicates a successful repositioning of content
- 4% decline in site traffic during the first quarter in time of great business uncertainty
- Google analytics and click tracking indicates enhanced IA has removed one level in content path
- Low overall bounce rate & healthy average time on site indicates no harm done to existing user base and preservation of new visitor retention
- 27% increase in product page click thru rates

2 - Project Outcome

Case Study – Russell Investments

Without credible UX success measurements, we all risk not being able to quantify our success. We are unable to align our efforts to an organization's business objectives and desired outcomes without genuine measurements.

Darren Davenport

SETTING GOALS AND OBJECTIVE

SITE URL: RussellLINK.com – (pwd protected)

SITE OWNER: Russell Investments

WHAT IS THE WEBSITE ABOUT?

RussellLINK is a corporate B2B content website showcasing products, services, practice management and the business history as a market leader in mutual funds with 72 years of experience managing the best actively managed mutual funds.

WHAT ARE THE GOALS OF THE WEBSITE?

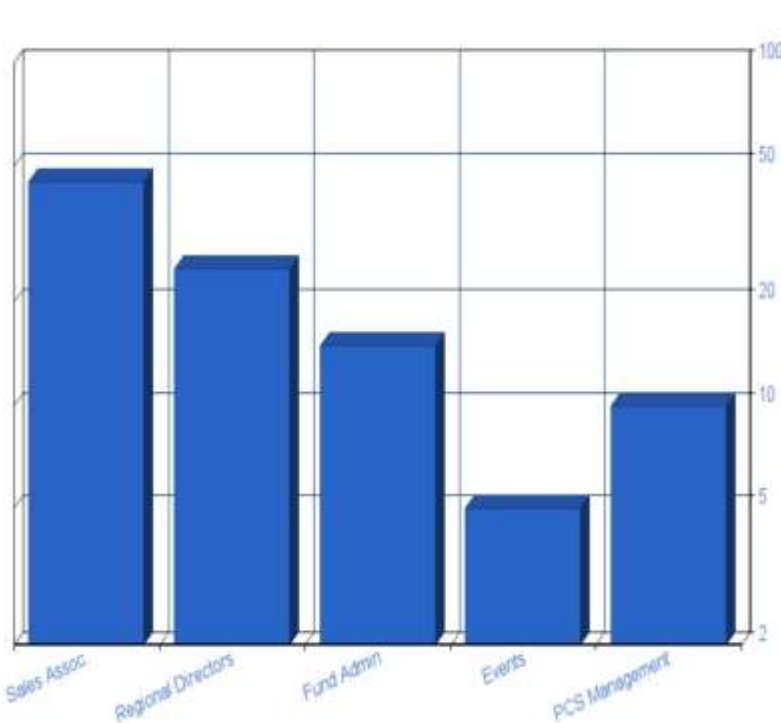
The Goal of the website is to provide credible, trustworthy and reliable content that provides resources for financial professionals and develop Russell's client base.

WHO ARE THE USERS OF THE SITE

Primary audience: Financial Professionals and their staff

Secondary audience: Russell sales associates

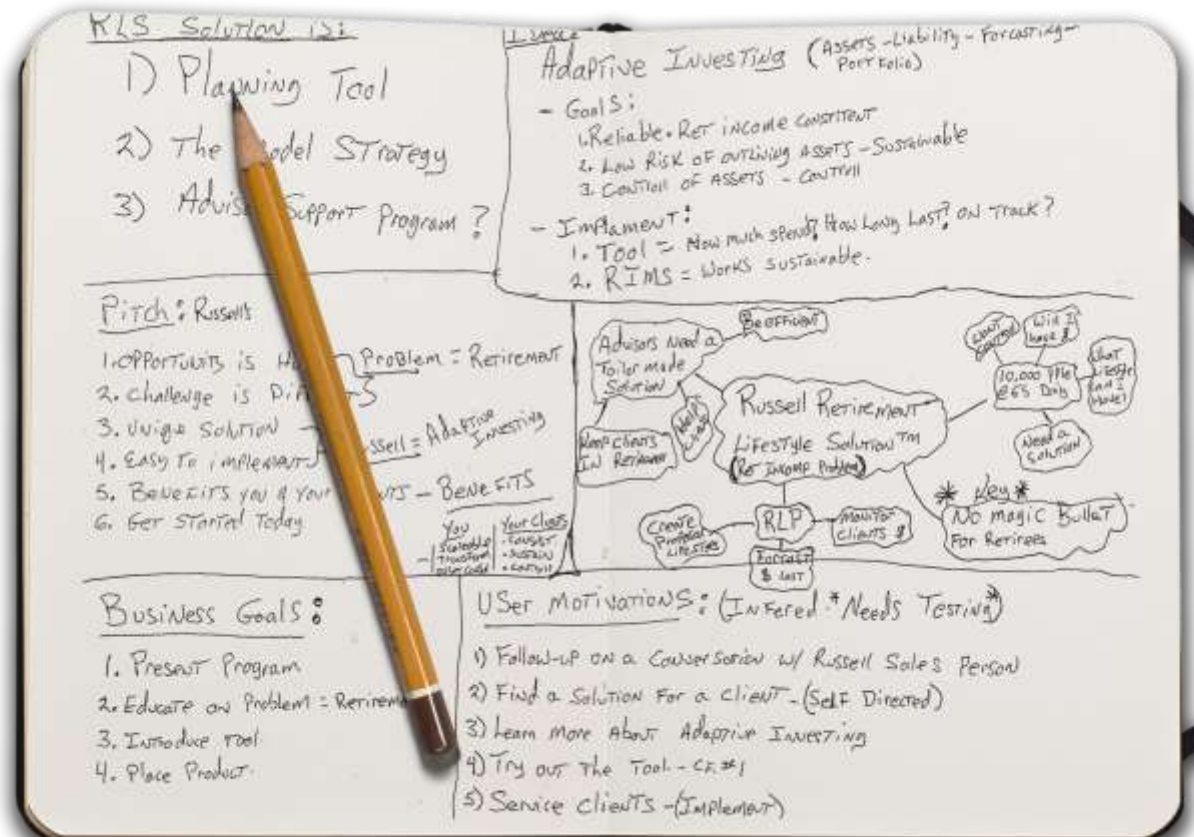
Stakeholder Interview Matrix



Stakeholder interviews

Sales Associates	45%
Regional Directors	25%
Fund Administration	15%
PCS Management	15%
Events Team	05%

Subset: Interview Notes for RLP Content Section



RLS Solution is:

- 1) Planning Tool
- 2) The Model Strategy
- 3) Advice Support Program?

Adaptive Investing (Assets - Liability - Forecasting - Port Folio)

- Goals:
 1. Reliable - Ret income consistent
 2. Low Risk of Outliving Assets - Sustainable
 3. Control of Assets - Control
- Implement:
 1. Tool - How much spend? How long last? on track?
 2. RIMS - Works sustainable.

Pitch: Russell

1. Opportunity is High
2. Challenge is Difficult
3. Unique Solution - Russell = Adaptive Investing
4. Easy To Implement
5. Benefits you & your clients
6. Get started today

Problem = Retirement

Sell = Adaptive Investing

Benefits

- You can't live on your savings
- Your clients can't live on their savings
- You can't live on your savings
- Your clients can't live on their savings

Advisors need a Tailor made Solution

Russell Retirement Lifestyle Solution™

Key Points:

- Advisors need a Tailor made Solution
- Keep clients in Retirement
- Create Proper Lifestyle
- Monitor clients & adjust
- 10,000 PPL @ 65 Dab
- What if I have 10,000 PPL @ 65 Dab?
- Need a Solution
- * Key *
- No Magic Bullet For Retirees

Business Goals:

1. Present Program
2. Educate on Problem = Retirement
3. Introduce tool
4. Place Product

User Motivations: (Inferred * Needs Testing)

- 1) Follow-up on a conversation w/ Russell Sales Person
- 2) Find a Solution for a client - (Self Directed)
- 3) Learn more About Adaptive Investing
- 4) Try out The Tool - CR #1
- 5) Service clients - (Implement)

2 -Interviews

Case Study – Russell Investments

Interviewing the stakeholders helps me identify the right audience for the product and characteristics of study participants. By discovering who the product is for, we can utilize customer behaviors to build the success your business and digital products.

Darren
Davenport



Darren
Davenport

Persona Infographic for Sales Organization

I VALUE RELATIONSHIPS

"Advisors chief responsibility is nurturing the relationship with the client"

I am proud of my expertise and high level of financial knowledge. As a self-sufficient entrepreneur, I am highly skilled at building and sustaining relationships.

My philosophy of relationship development centers on connecting with individuals as human beings. My main goals in talking to clients is to understand:

- What do you need this money to do
- What other things are you doing with this money



43.3%
of time servicing existing clients

24.7%
of time developing new clients

WHAT I DO

Build Trust

I capture my client meeting notes on paper and carefully store them as a highly valued resource. Connecting emotionally with my clients is as important to me as making money.

Use My Expertise

I spend a great deal of time teaching my clients about basic financial concepts and options so that we can better understand each other.

"My favorite success stories are those clients who came in without a clue and after a few years of following my advice are now in good financial shape."

Make A Profit

My success and profitability depend on my ability to acquire assets and effectively grow them. In order to accomplish this, I must avoid the appearance of net financial loss or failure. Accuracy is a golden rule I never break. For me, financial security means profit; profit means freedom.

KEY OBSERVATIONS

Vendor websites do not play a key role in helping Mark achieve his day-to-day objectives.

Mark does some research online but relies heavily on his Admin Assistants, who 'are on the web all day' and also utilizes proprietary systems.

"If I'm on the computer all day I am not building my business. I need time to talk with key clients."

Mark receives and reviews all client materials (hardcopy) from assistants 1-2 days before client meetings.

His desk contains pictures of his kids, wife, and a "family" daily calendar to show his values.



STRATEGIC RECOMMENDATIONS

- ✓ Leverage deep consumer insights and partner with communicator / builder advisors by providing them with high quality educational materials for their clients.
- ✓ Tout unique offering by providing customized Model Strategy Fund reports for advisors' use in client meetings.
- ✓ Provide value via key product offerings and diversification of fund types, e.g. private equity funds, commodity funds, etc.

- ✗ Do not overcomplicate the issue
- ✗ Never hide any details
- ✗ Avoid jargon when discussing the market with Mark.



INFLUENCES & TECHNOLOGY



Seeking Alpha



Bloomberg



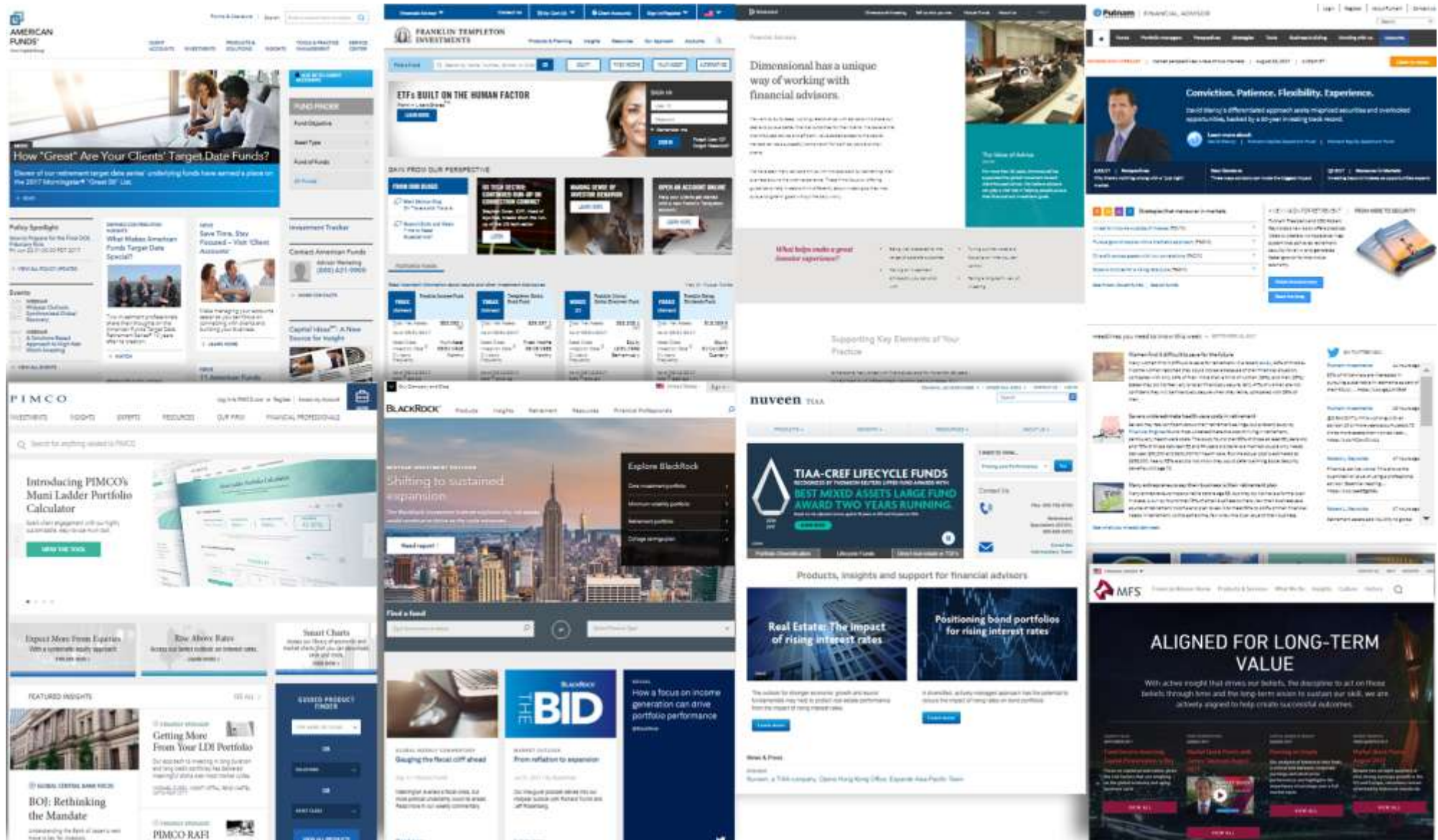
MARK: Tale of a mid-career client focused communicator

Mark is a highly growth focused business man.

(>8 employees) He approaches his life with rigor, discipline, and thoughtfulness. Has hired a strategic coach to help him and his staff communicate most effectively. "Practice Management" concepts compel to him – always interested in ways to do his job better – to be more efficient, more effective, and utilize his time wisely. Consumes articles on how to better communicate with clients, how to run a family meeting, how to help clients' children see the benefit of financial planning.

Recreated due to NDA

Largest Competitors = Russell Targets

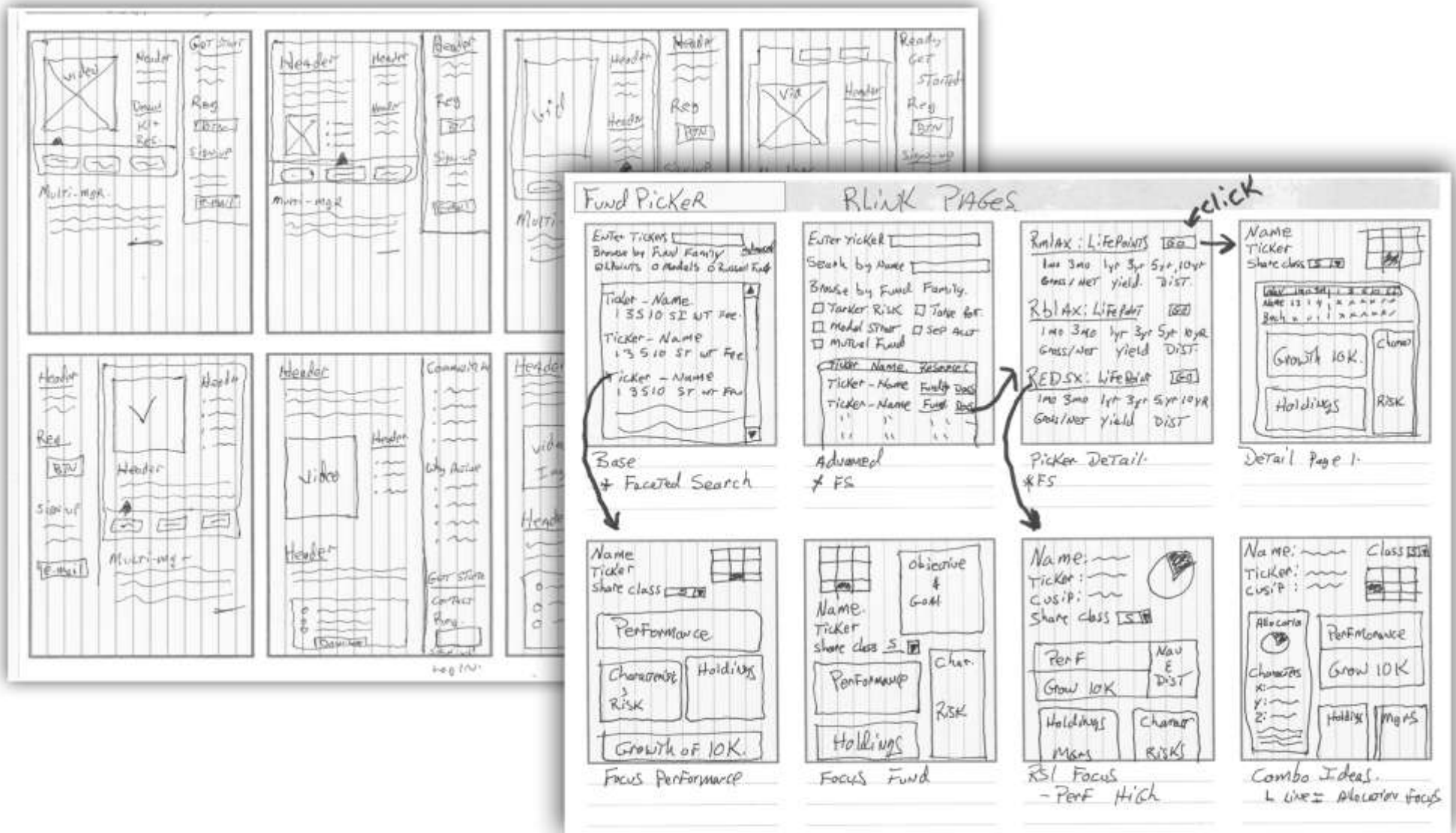


2 - Competitive Research Case Study – Russell Investments

As I review a firm's content and compare it against its digital ecosystem, we will identify and capitalize on gaps and take advantage of trends in your market. This research helps me know what your market looks like.

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Paper Prototypes for Solution Design & UI Flow



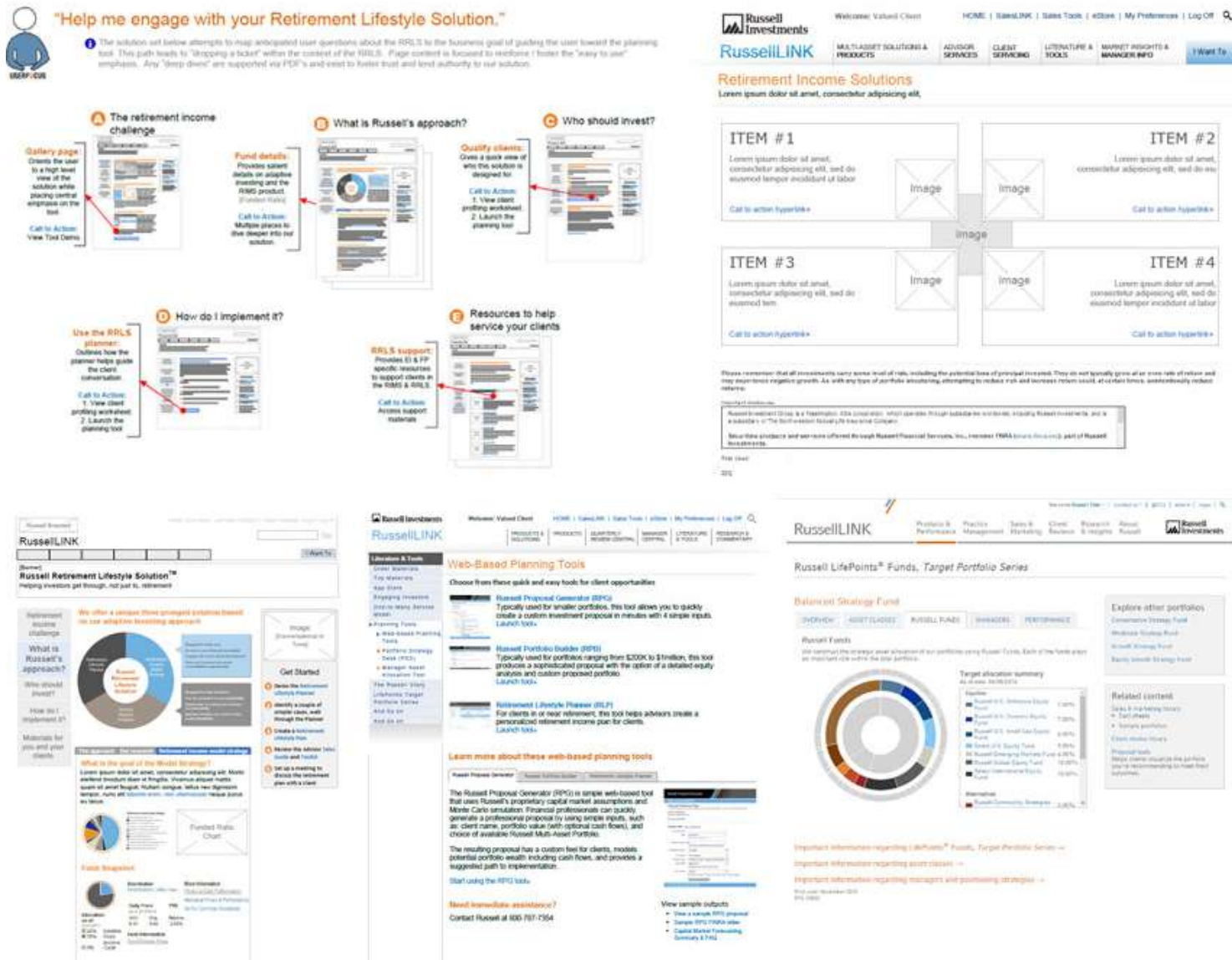
2 - Low-Fi Wireframes

Case Study – Russell Investments

I then use low-fidelity paper prototypes for an early validation of the product approach saving time and making sure I'm not producing wasteful design work. I can easily and efficiently make changes while including users feedback based on further research.

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Content logic and various fidelity levels of wireframes for selected content pages



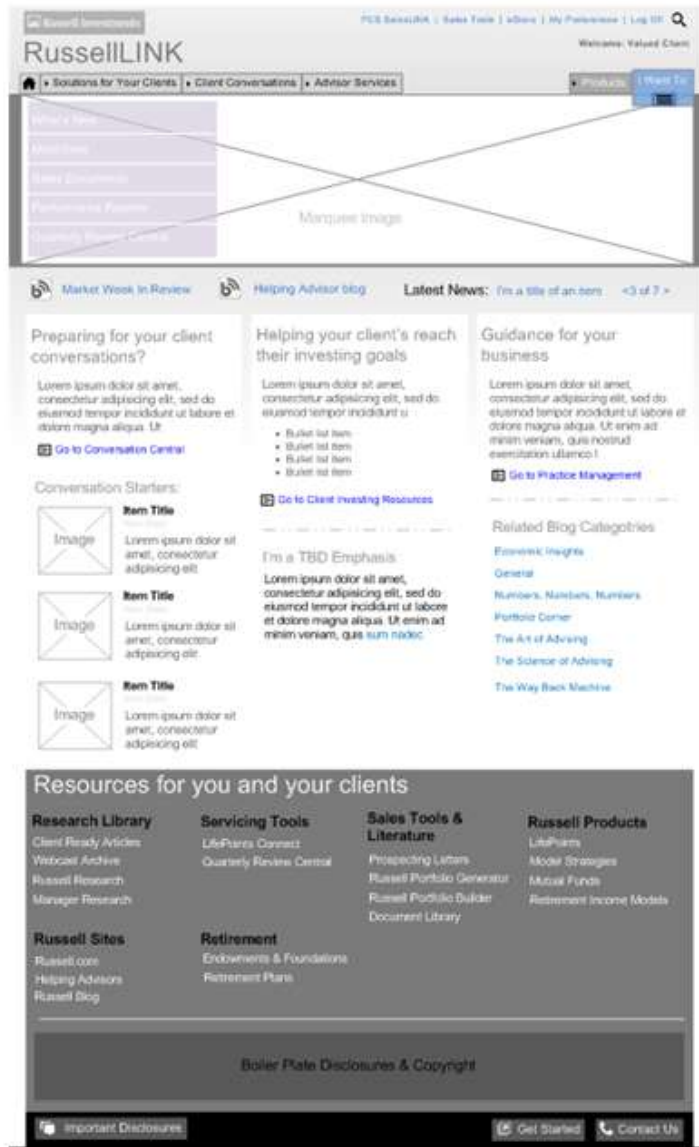
2 - Section Wireframes

Case Study – Russell Investments

A wireframe specifically focuses on space allocation and prioritization of content, functionalities available, and intended behaviors, it allows you to determine the information hierarchy of the design while making it easier to plan out the user experience.

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Homepage Responsive Design Wireframe Medium-Fidelity



High-Fidelity Designs for Iterative Testing



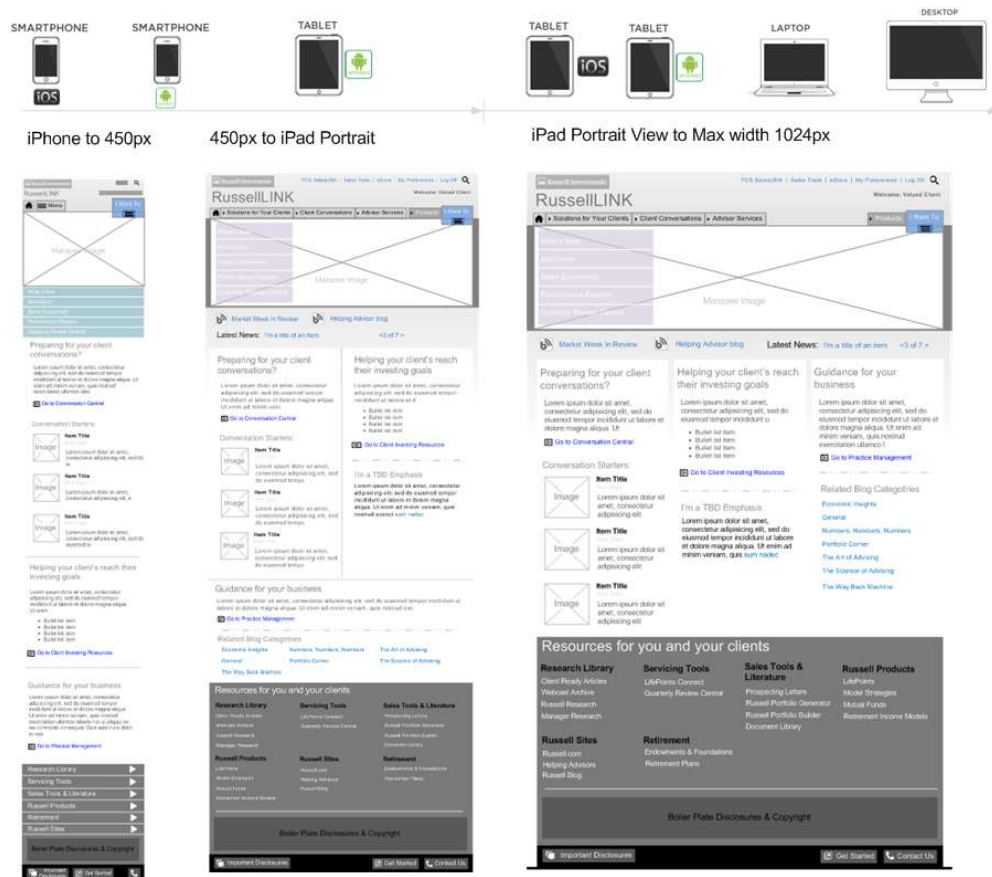
2 - Creating Wireframes

Case Study – Russell Investments

I build mid to high fidelity wireframes with fully annotated diagrams as a basis to begin creating screens; I also use them for iterative user testing and as reference points for functional specifications.

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Low Fidelity Clickable Prototype: Homepage Responsive Design



Mobile document center functional prototype

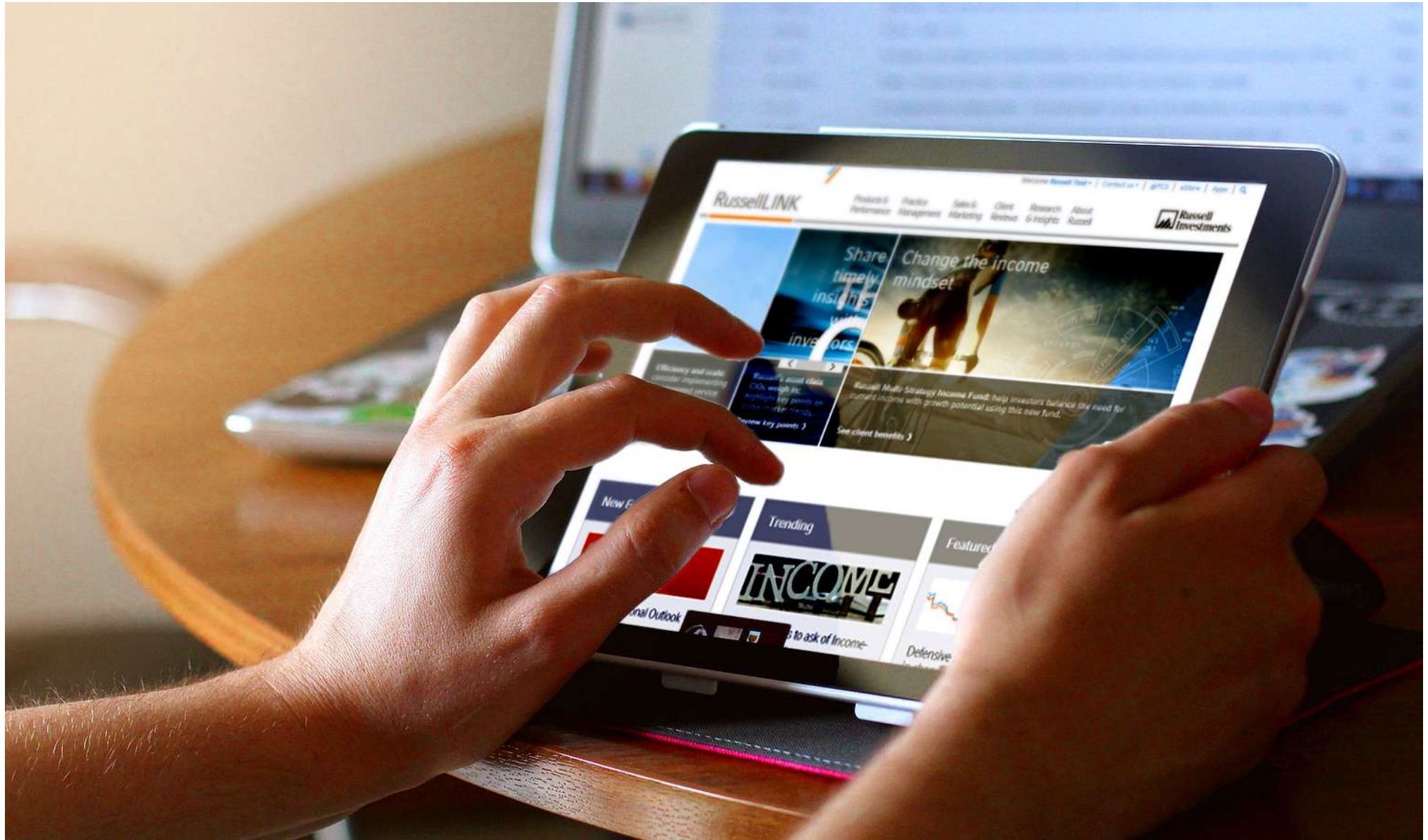


2 - Functional Prototype

Case Study – Russell Investments

I accelerate any project and reduce the time to market by creating functional web & mobile prototypes. We can gain feedback and iterate on designs before production coding begins. These functional prototypes support UX Research and user testing.

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2 - Usability Testing

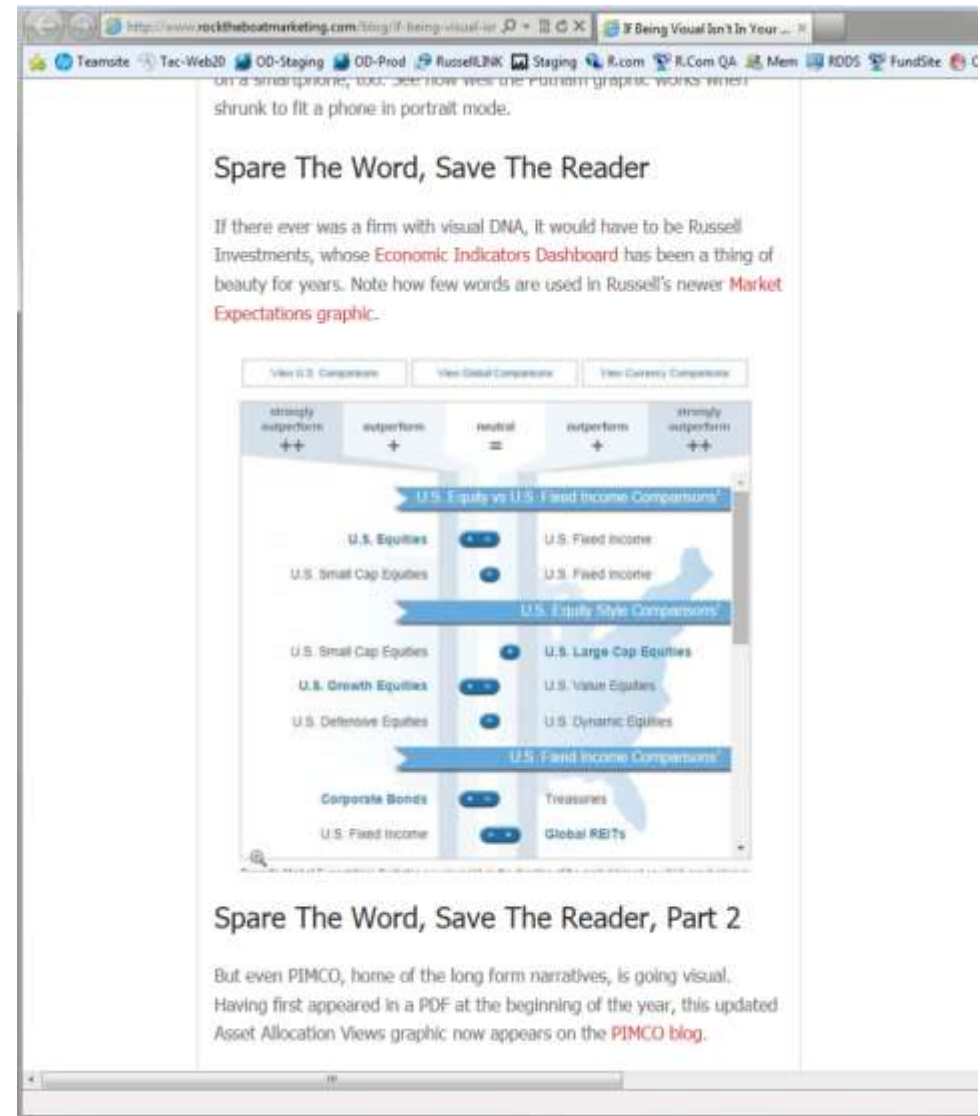
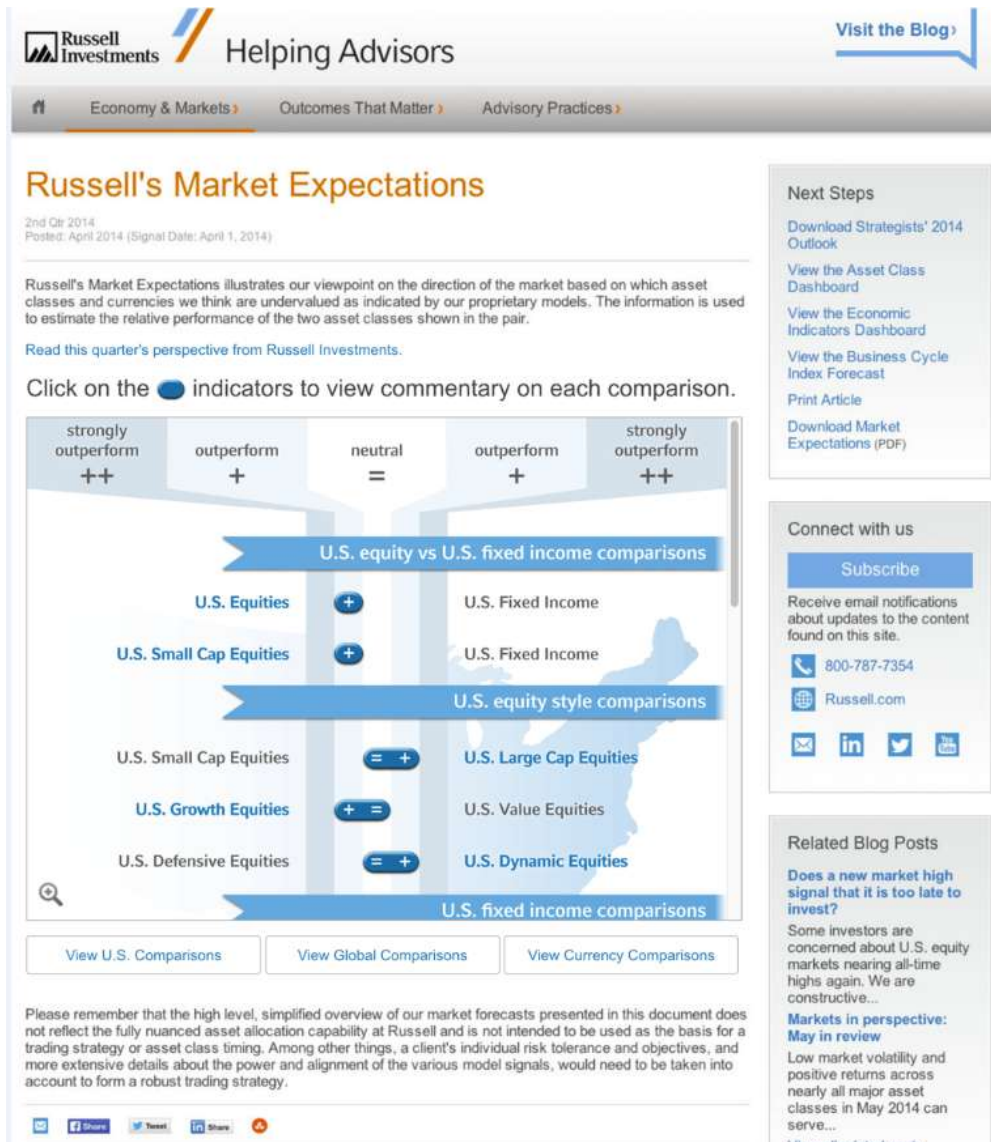
Case Study – Russell Investments

User testing allows us to validate and refine your digital products' concepts, emotional triggers and task flows. I make use of user testing to explore potential solutions during the entire design process to validate our direction throughout the development cycle.

**Darren
Davenport**

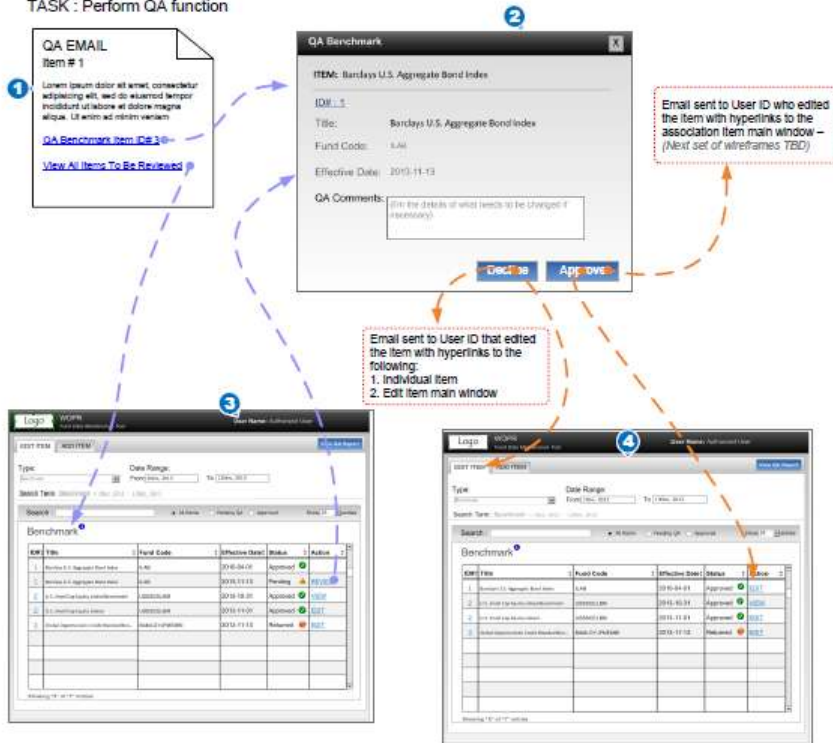
I created the infographic content strategy to simplify the prior textual version.

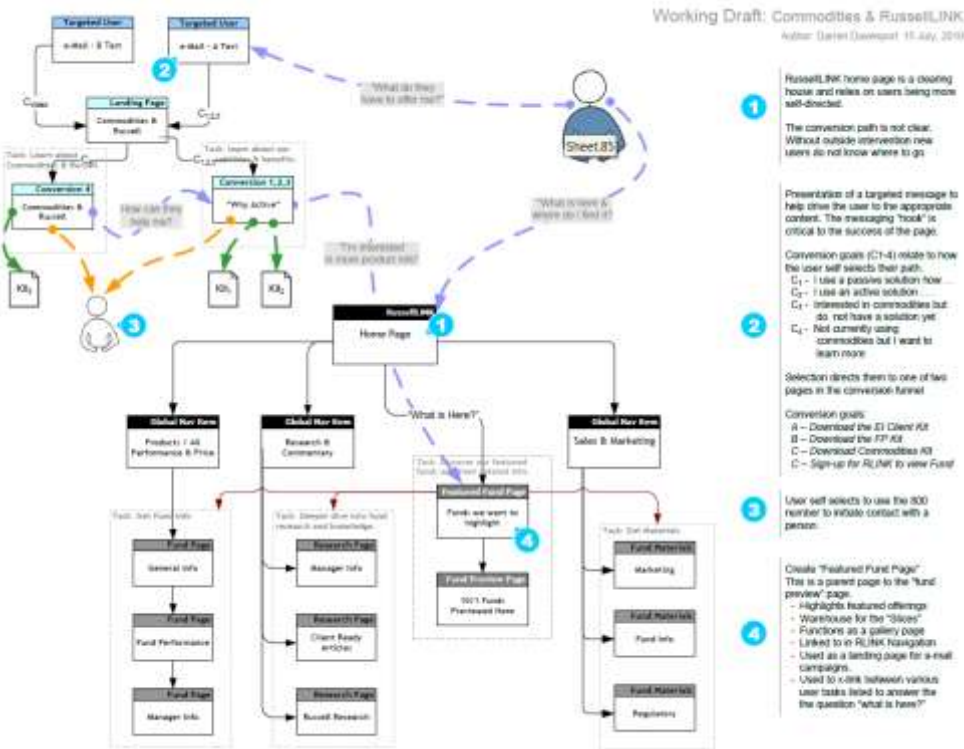
Result of my content strategy – independent blog critique



QA by different User ID: Flow From QA Inbox

QA USER ID = USER 4
TASK : Perform QA function



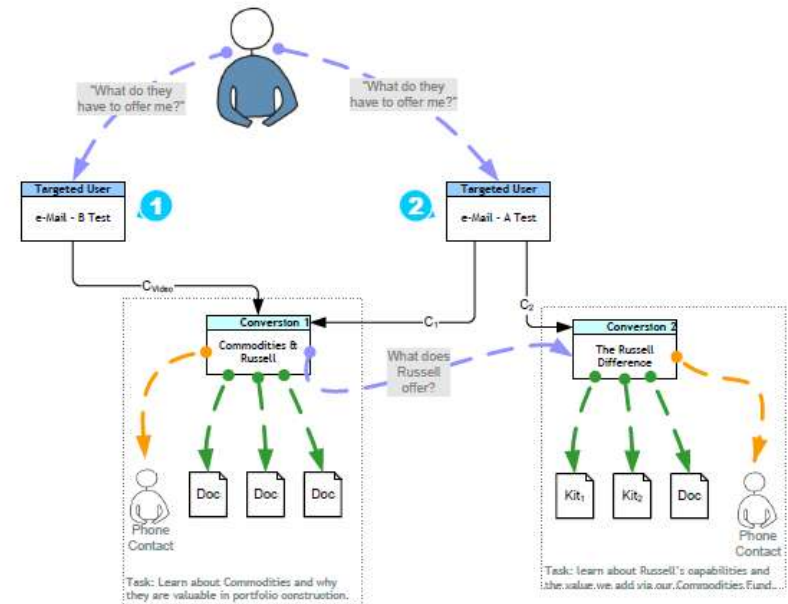


Client experience:

Based on an A/B test of e-mail campaign to determine conversion path optimization for later campaigns.

A = Two calls to action that lead directly to a detail page with targeted messaging – C₁ or C₂.

B = One call to action to view the Video housed on the landing page – C_{Video}. Further conversions to details page C₁ & C₂ are user discoverable on this gallery page.



E-Mail conversion goal C-Video is the only action to select.

C_{Video} - Client is interested enough to view a 5 minute video that auto plays on the landing page.

1 Landing page is a gallery page and relies on users being more self-directed to select further conversion activity by selecting a detail page.

Conversion goals ranked for sales potential:

- A - Download the EI Client Kit
- B - Download the FP Kit
- C - Download other materials
- C - Sign-up for RLINK to view Fund

2 Presentation of a targeted message to help drive the user to the appropriate content. The messaging "hook" in the e-mail is critical to the success of the page.

Conversion goals (C1-2) relate to how the user self selects their path.

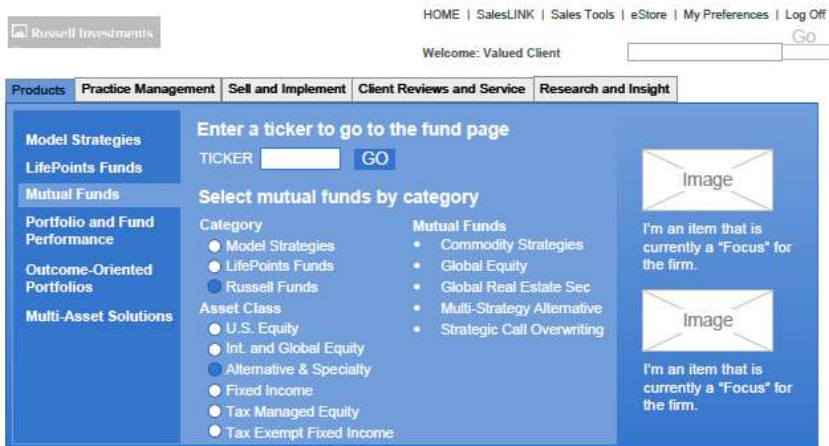
C₁ - Not currently using commodities but I want to learn more.

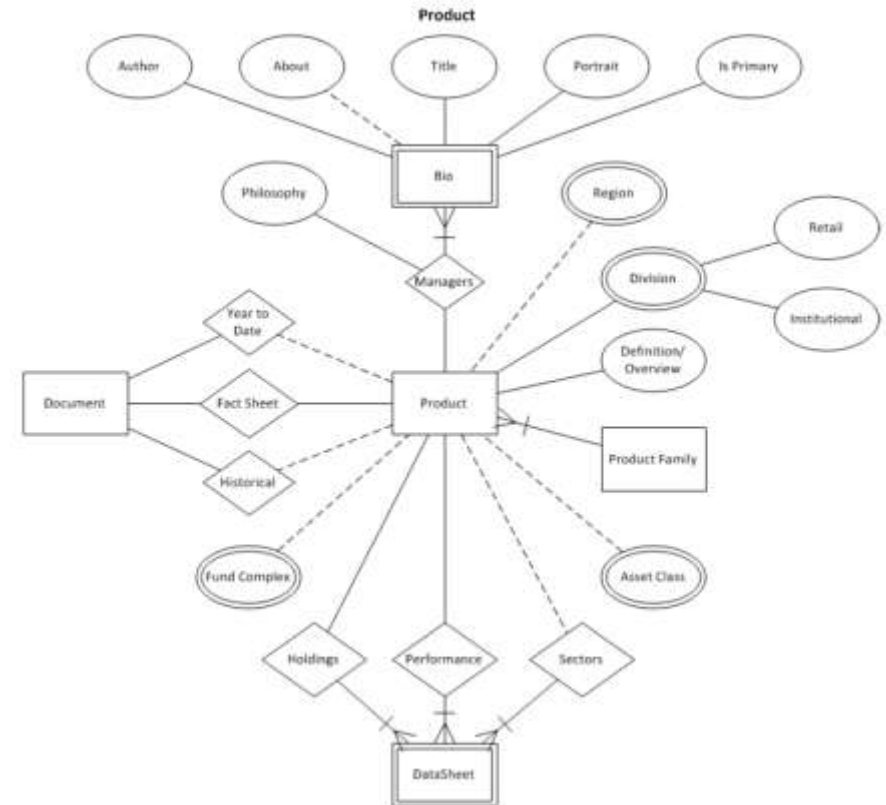
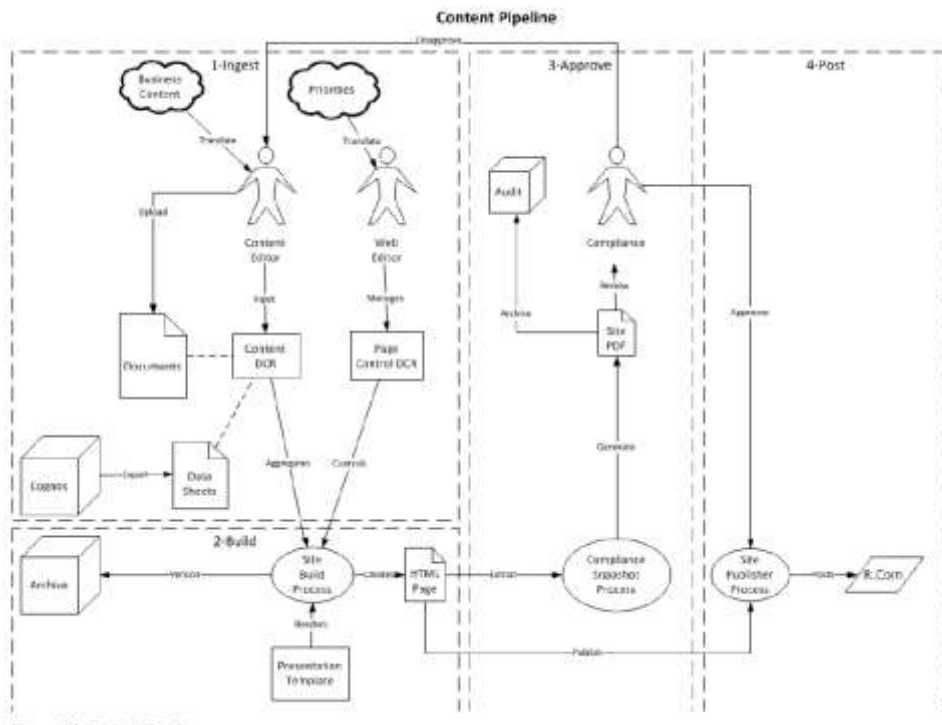
C₂ - I use commodities now and want to see what you have to offer.

Selection directs them to one of two detail pages in the targeted conversion funnel.

Conversion goals ranked for sales potential:

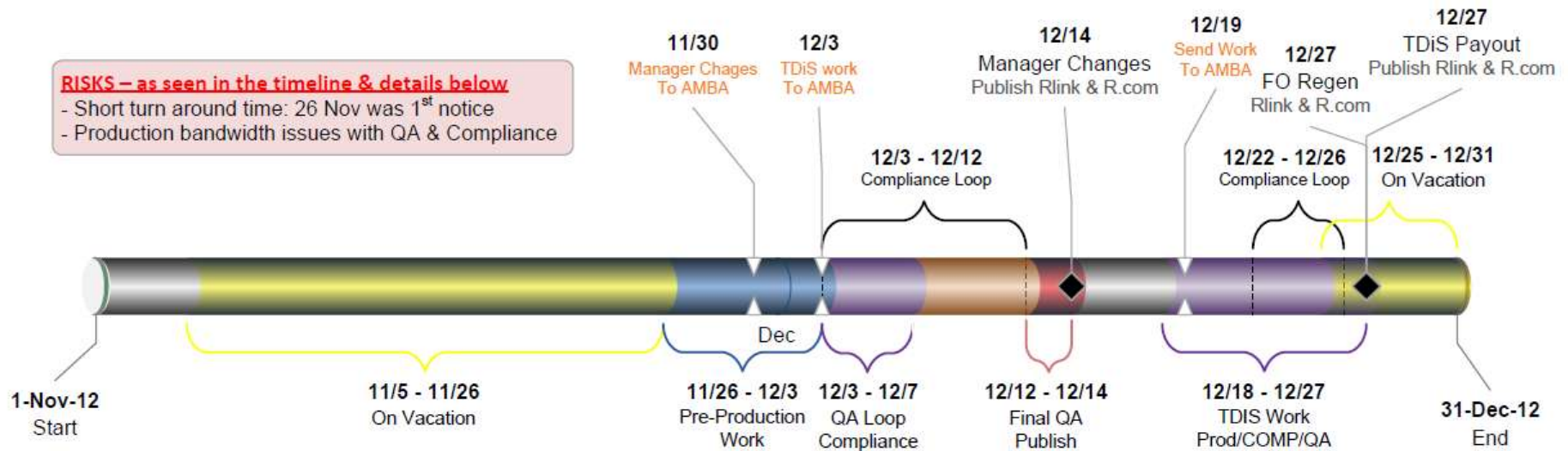
- A - Download the EI Client Kit
- B - Download the FP Kit
- C - Download other materials
- C - Sign-up for RLINK to view Fund





File

Projected Production Timeline for RLINK & R.com: 4Q 2012



Details of key events

14 December – Manager Changes

Russell Emerging Markets Fund

- **Terminated** Principal Global Investors, LLC.
- All manager weights were adjusted.

Russell Global Infrastructure Fund

- **Terminated** Macquarie Capital Investment Management, LLC
- **Hired** Colonial First State Asset Management (Australia) Limited.
- All manager weights were adjusted.

14 December, – TDiS Payout Notice

- Update the payout ratio where shown on the web. RDS = \$0.7361 – See FAQ's

27 December, – TDiS Annual Distribution

- Update & Publish Payout Ratio for tool
- Update Snapshot page with 19a Letter
- Remove estimated distribution
- Vacation coverage by Betsy McGowan

27 December – Fund Overview Regn & Publish

Date TBD – Money Market Closure Notice

- Fund pages for RLINK & R.com
- AP&P pages for RLINK & R.com
- TDiS fund pages & RIMS pages
- CFP & FP Reports [TBD editions]

Upcoming R.COM & RLINK Production

INTERNAL USE ONLY

Some items subject to change