

Intro

Create scope, plans, hypothesis, corporate goals, business profile

Secondary Research

Quantitative - Gather existing data, Research paper, competitor analysis, Company data

Primary Research

Qualitative - Field research, Interviews, Surveys, Service Blueprint, Journey maps



Generate research insight and design guidelines

Converging map, look for common themes, Affinitization

Dinning Experience

Determine possible solutions

App, Website, Human Interaction, improve infrastructure, etc.

Create Prototypes

Wireframes, Tangible/Intangible prototypes, Sketch, Proto.io, Adobe suite....

User testing/ Seek for Feedbacks

Final deliverables

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Business Profile

This New York City based restaurant chain-let is named for the capital of the Shanxi province in central China and serving its famous and special foods.

It's a **family-owned business**. They opened the first XFF in 2005.

The Owners



Features



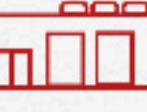
10 Locations in NYC



Postage Size



Quick-eat



Industrial Kitchen

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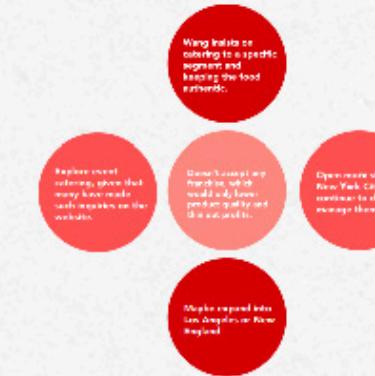
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Strategy Intent

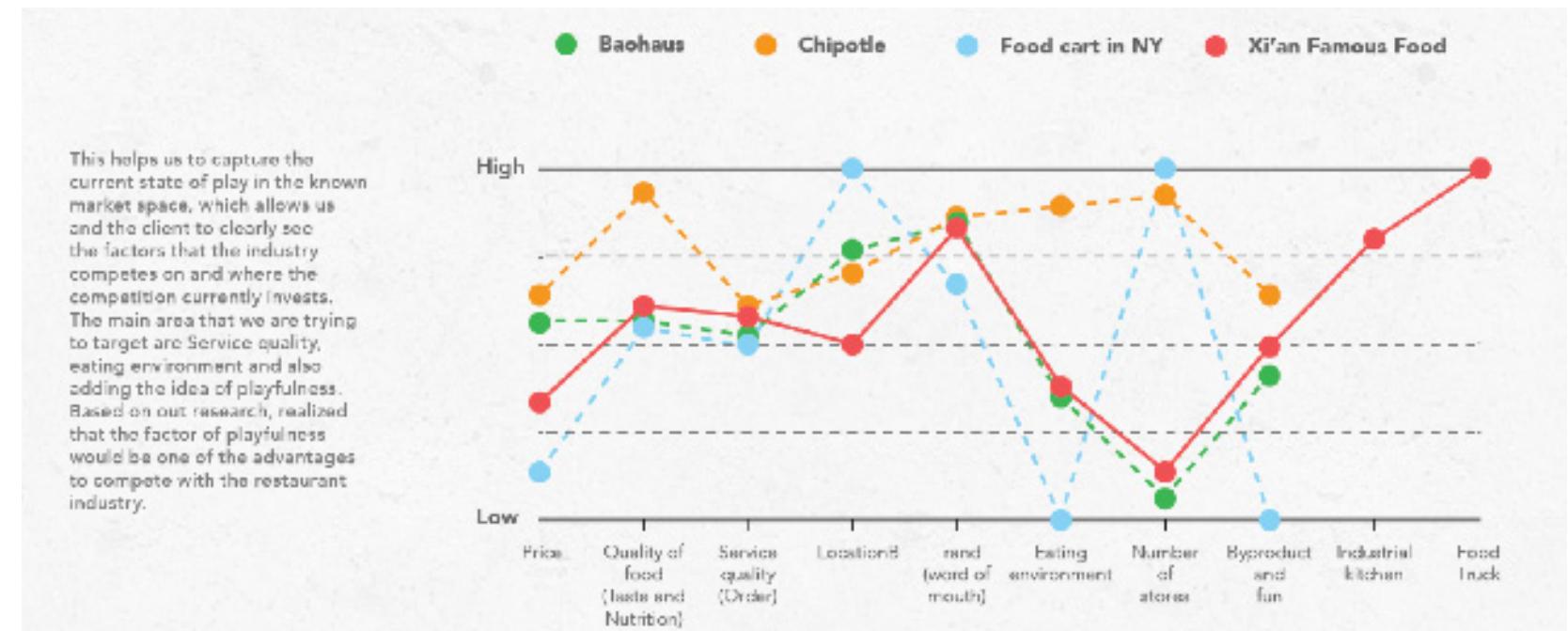


Basic financial Data

140,000 Customers per year on weekdays

Annual revenue: at least \$1.1 million

We provide a little known Chinese special food in its most authentic form.



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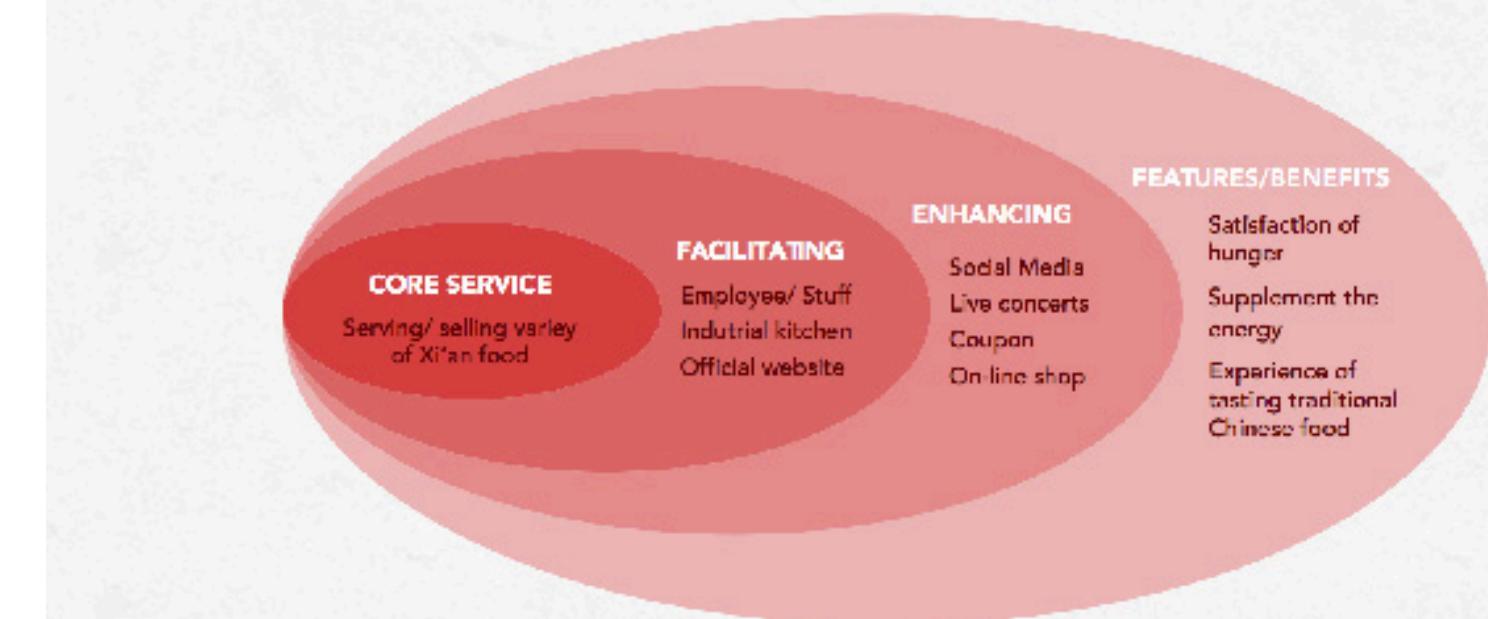
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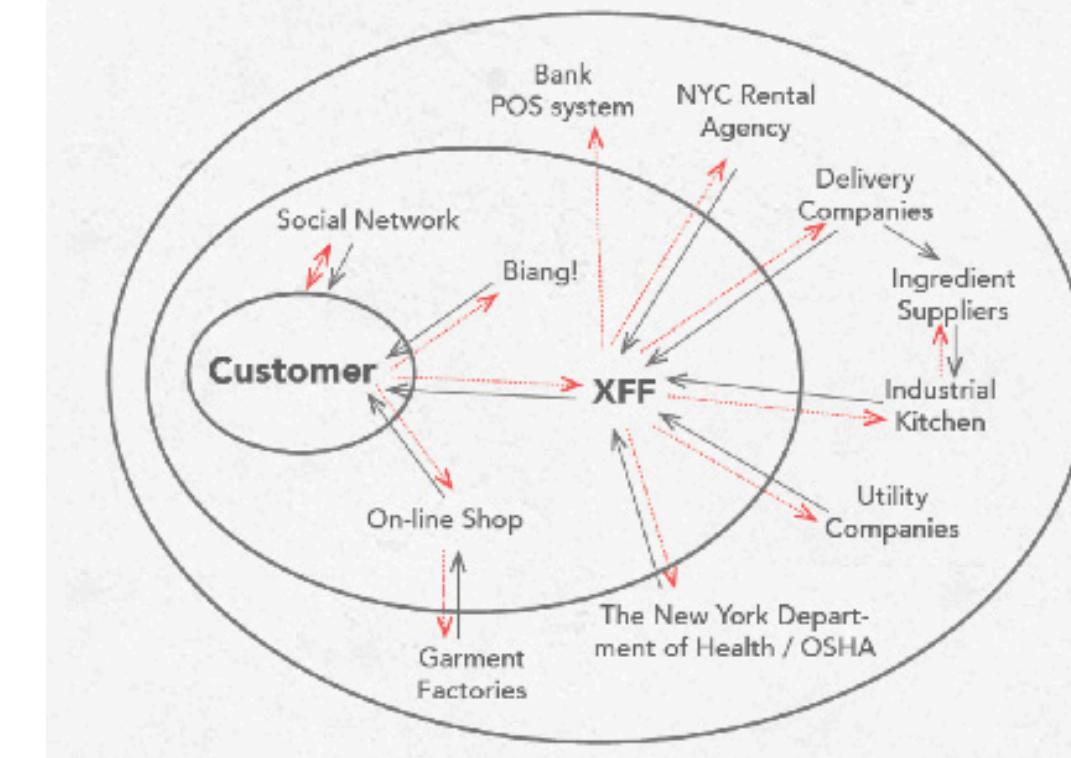
Final deliverables

Service Package



The holistic view of the service provided by Xian Famous Food. Visually reveal the service into four layers, Core service, Facilitating, Enhancing, Features/Benefits. This map helps us to understand the elements of the hole service.

Ecosystem Map



Ecosystem mapping methodology, creates a visual map of complex ecosystems of Xian famous food. We can understand the relationships and influences from the market, stakeholder, supplier, etc.

Service Blue Print

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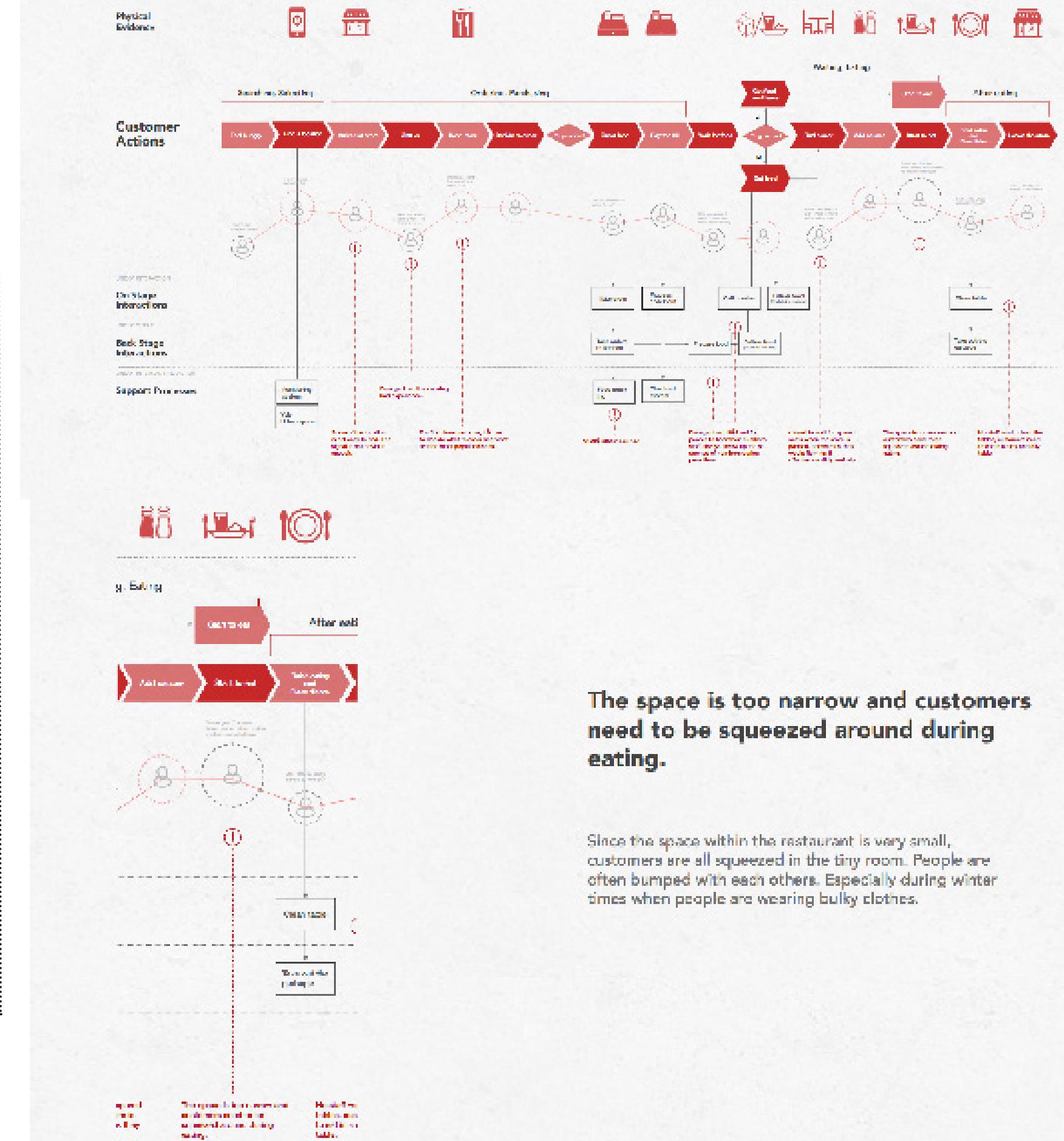
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Survey

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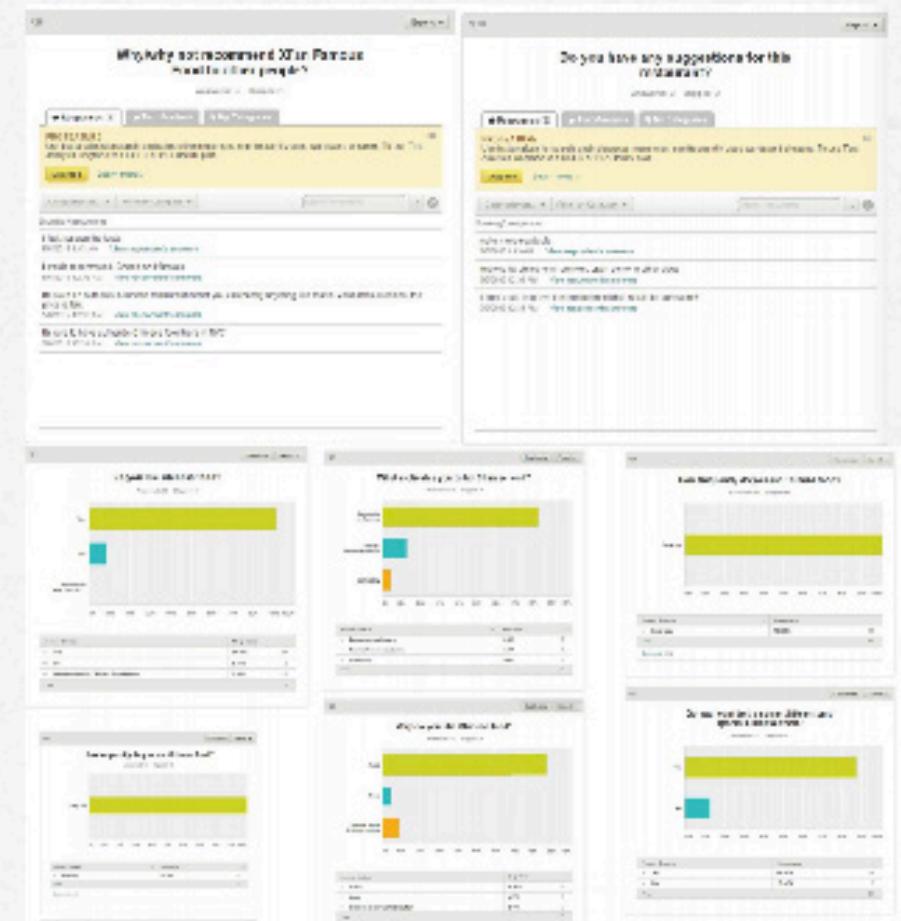
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Two questionnaires for people who have used to be to XFF and who haven't been there before

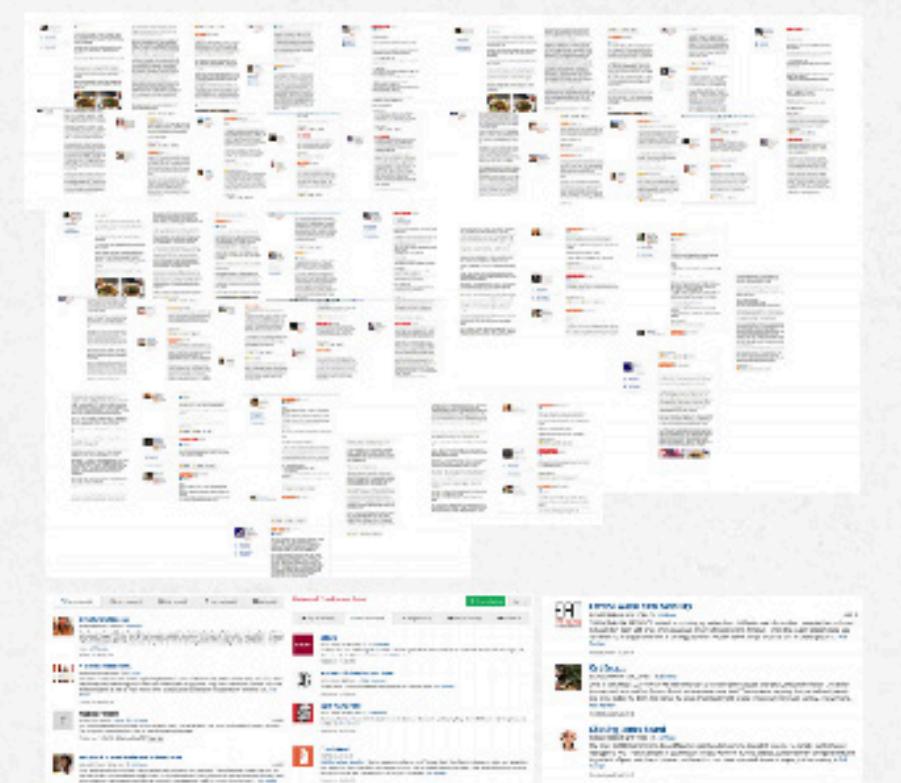
35 people took our questionnaires. We asked people who have never been to XFF for their stereotype of Chinese food. This set gave us a big picture of the impact of Chinese food in USA. Another questionnaire is about the experience of XFF for the people who have used to be there before. We studied and founded out insights in taste, dining environment.



Reviews

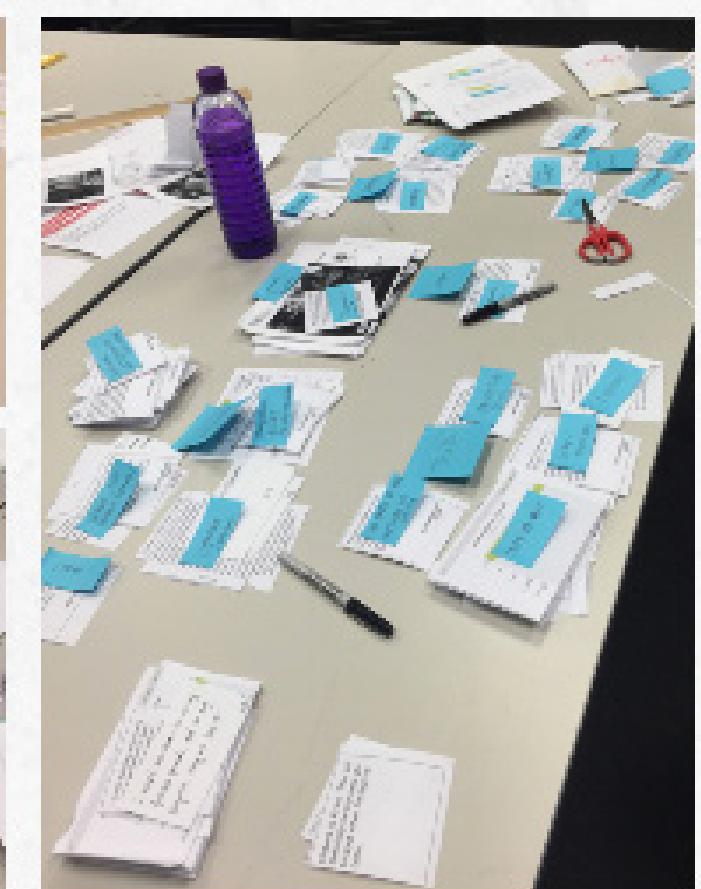
130 online reviews from Yelp, Urban Spoon and OpenTable

We've collected 130 online reviews from Yelp, Urban Spoon, and OpenTable to understand how people feel about Xi'an famous food. Once we categorized the reviews, we started to affinize them. This process facilitates discovery of all the previously unseen connections that link common things of a group together effectively. It draws out a common theme from large amount of information provided from the reviews, interviews, and surveys.



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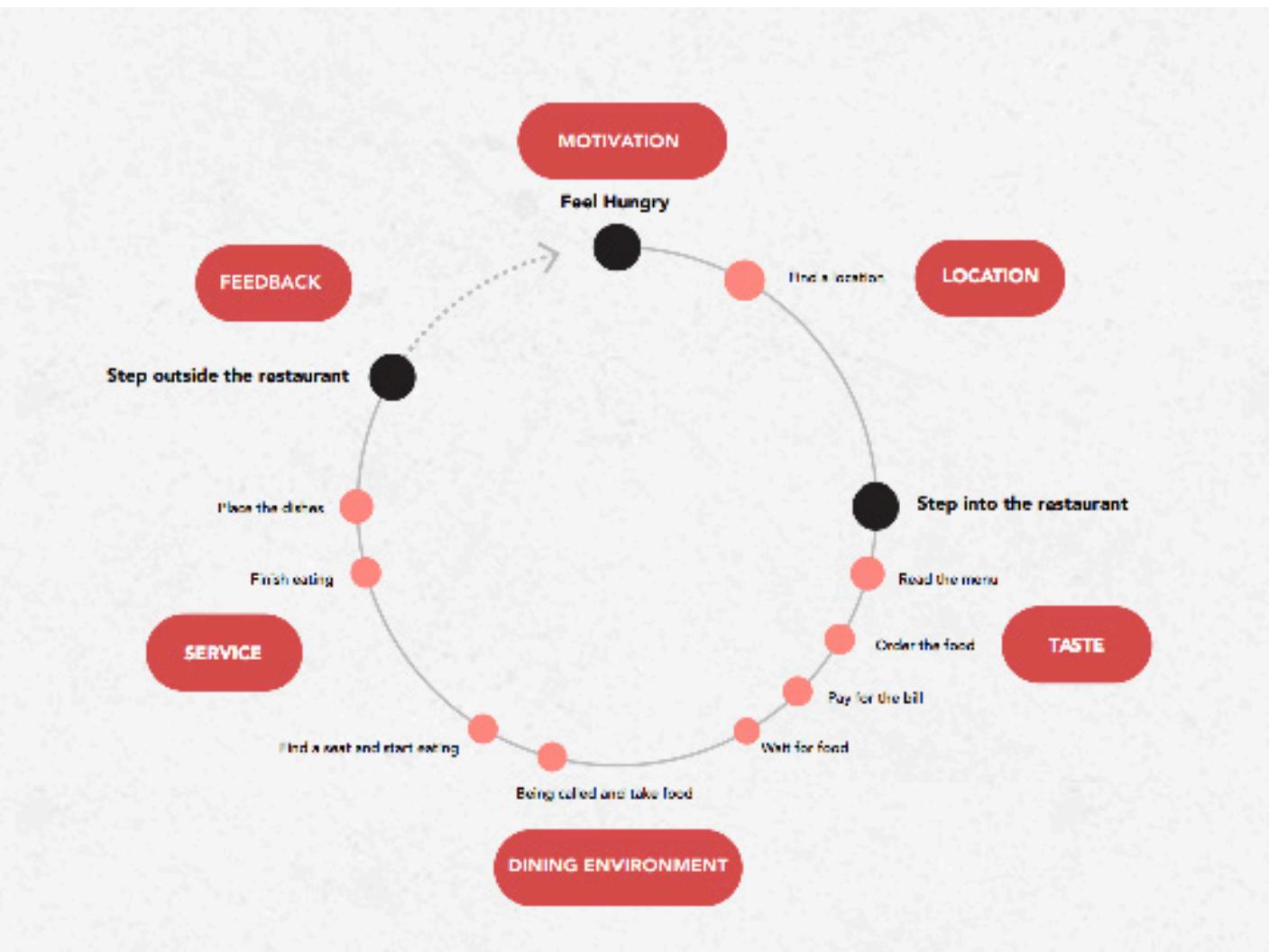
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Identify Goals



Hard to find the nearest location



Long waiting time due to spending time on the menu



Bad dine-in experience due to bad interior arrangement and customer flow



Customer Loyalty

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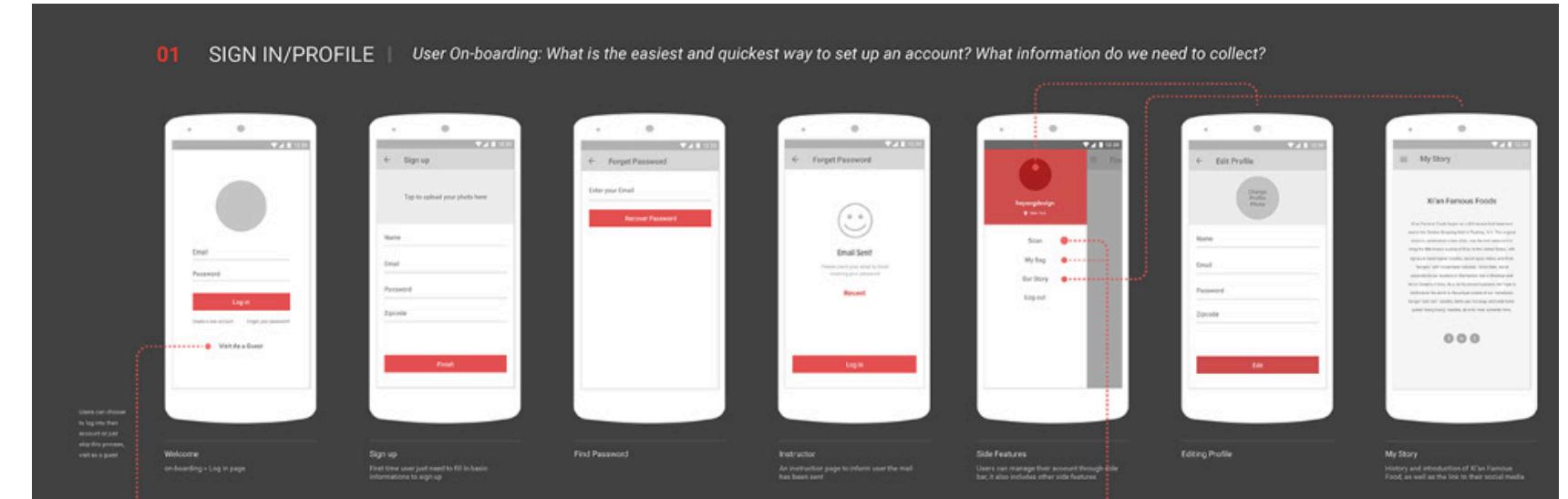
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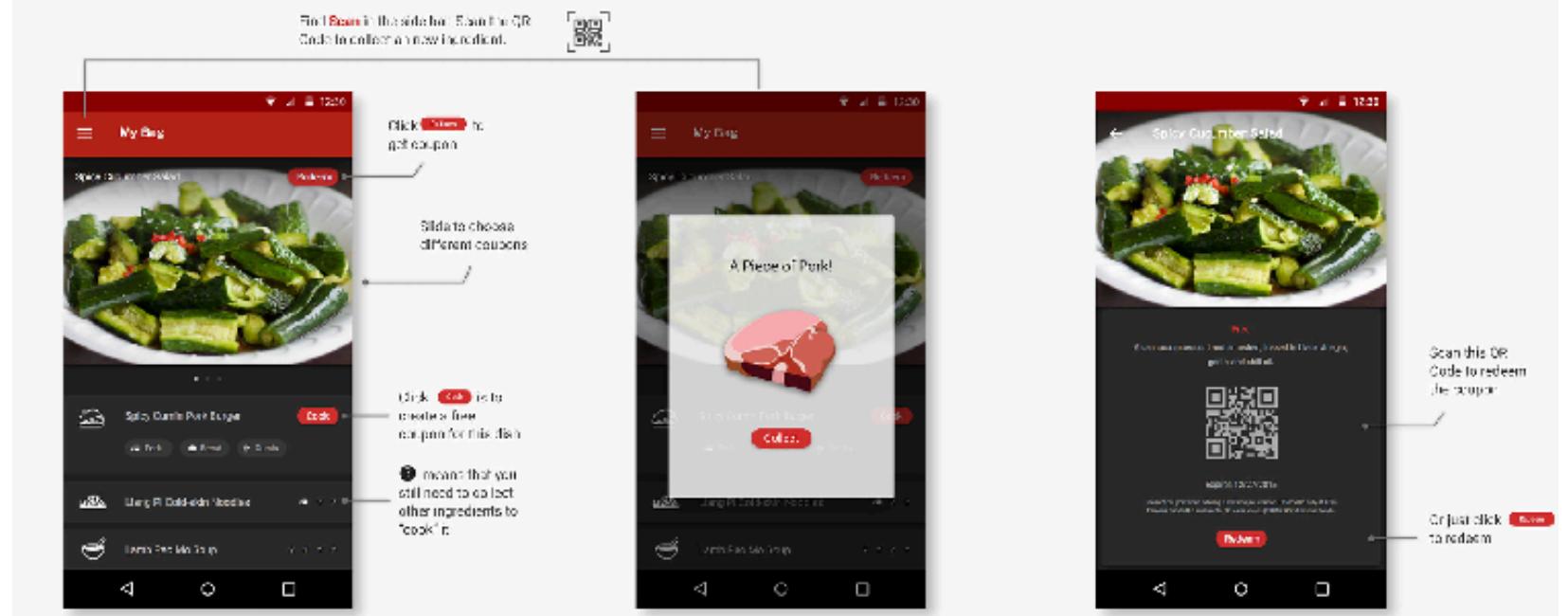
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INGREDIENT COLLECTION GAME

Scan the QR Code on your receipt → Collect ingredient → Check collected ingredients and coupons through 'My Bag' → "Cook" a dish once you collect all the ingredients of one dish to get a free coupon → Redeem coupon



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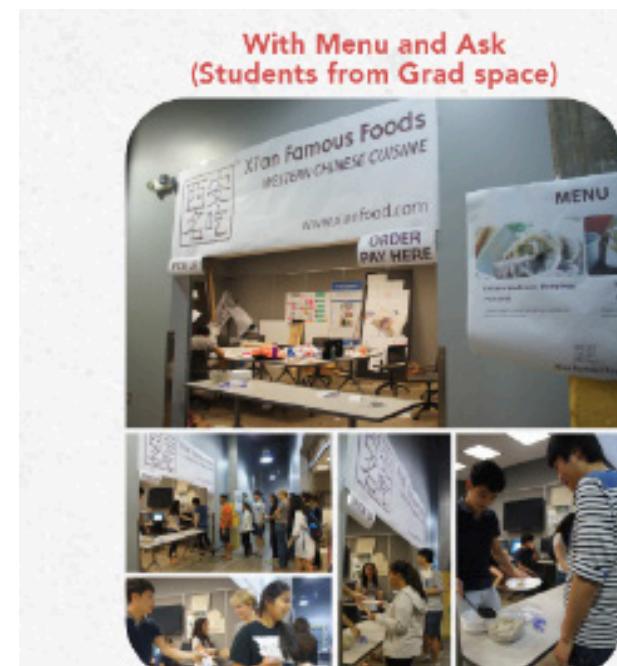
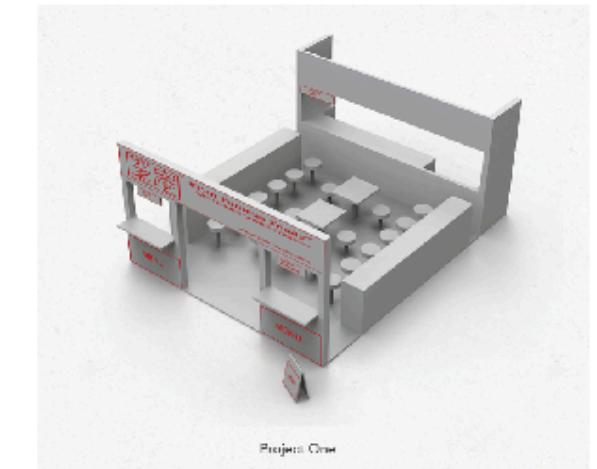
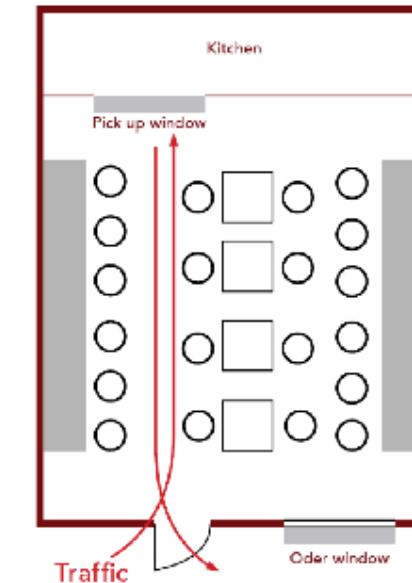
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1 With Menu and Ask
(Students from Grad space)
8 mins



2 With Menu and No Asking
(Students from Bench Room)
6 mins

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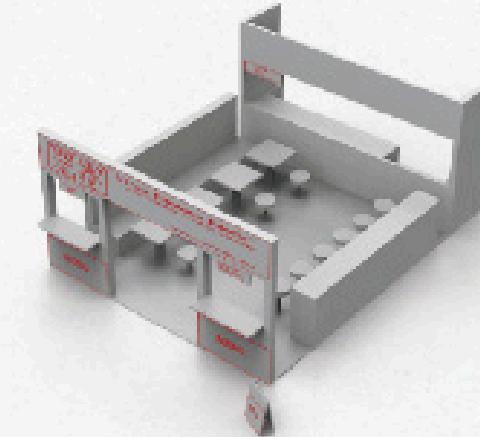
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Estimated Cost

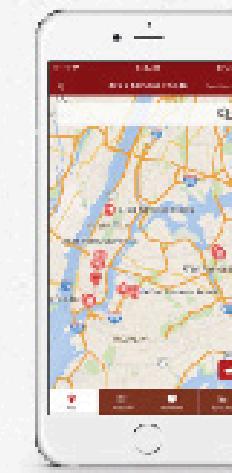


Renovation Cost

Relocate the cashier and pickup window
Purchase more tables and chairs
Redesign menu

\$ 12,000 - \$ 15,000 ea.

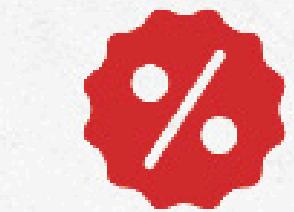
10 Locations \$ 120,000 - \$ 150,000



App Development Cost

Basic Development Cost: \$10K - \$20K
Integration To Social Media: \$20K - 30K
Database + Infrastructure: \$3K - \$10K

\$ 3,300 - \$ 60,000



Gamification Cost (Free Food)

\$ 3,000 - \$ 5,000 /mo

ESTIMATED TOTAL NEW COST \$ 45,300 - \$ 75,500 ea