



Keiken Sample Work

UX Portfolio

Evolving the Sales Desk

The ability to manage over 100,000 customers and 450,000+ products across 50 countries would pose a challenge to most organizations.

CHALLENGE

- Fragmented product information & processes
- Manual processes throughout the sales & distribution cycle
- Redundant data entry leading to inaccurate information
- Minimal traceability of customers, quotes and order

SOLUTION

- Increased efficiencies through reduced application jumping
- Decreased tedious manual processes
- Reduced time from quote-to-distribution
- Enabled full transparency to information and life-cycle stages



JANE DOE [E105010] @ CHICAGO NW [237]

PRE-ORDERSORDERSPRODUCTSCUSTOMERSVENDORSREPORTS

NEW SESSION | CONTACT | HELP | LOGOUT

SALES DESK

You are searching for a Part to add to Quote #: 12343211.

PART SEARCH

PART PROFILE

LOCATION AVAILABILITY

REEL SELECTION

KEYWORDS

SHIP LOC

100

SEARCH

SEARCH CRITERIA: COAXIAL CABLE | X BELDEN | X COAXIAL

CLEAR

SORT BY

PRODUCT CATEGORY

SELECT NEW CATEGORY

COAXIAL AND LEGACY

APPLY FILTERS AS I SELECT

CLEAR ALL | COLLAPSE ALL

BUSINESS FILTERS

SELECT ALL

EXCLUDE COMPETITIVE CROSS-REF

EXCLUDE CUSTOMER #

EXCLUDE EDI CROSS-REF

EXCLUDE MAINFRAME CROSS-REF

EXCLUDE SECONDARY CROSS-REF

INCLUDE CUSTOMER SPECIFIC

INCLUDE GLOBAL INVENTORY

INCLUDE NON-STOCKS

INCLUDE ZERO QUANTITY

MANUFACTURER

SELECT ALL

ALPHA WIRE (24)

BELDEN (739)

BERK-TEK (2)

COLEMAN CABLE INC (5)

COMMSCOPE ANDREW SOLUTIONS (49)

COMMSCOPE ENTERPRISE SOLUTIONS (1)

COMMSCOPE UNIPRISE SOLUTIONS (126)

GENERAL CABLE (8)

THERMAX/CDT (1)

SEARCH RESULTS


SEARCH WITHIN CRITERIA: X 4A | X COPPER

CLEAR

SHOWING 1 - 50 OF 200 RESULTS

< 1 2 3 4 >

VIEW: 100



Part #: 4A-1204

NEW GENERATION COMMERCIAL AUDIO CABLES, OVERALL SHIELDED PLENUM MULTI-CONDUCTOR STRANDED (BARE COPPER CONDUCTORS, FLAMARREST INSULATION, POLUPROPYLENE SEPARATOR, OVERALL BELDFOIL SHIELD, FLAMAREST JACKET. UL TYPE CMP NEC. ARTICLE 800.

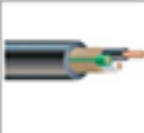
Vendor: BELDEN

Vendor Part #: YM49018877U100

UM: MF

Qty: FEET

ADD LINE



Part #: NON-STOCK

NEW GENERATION COMMERCIAL AUDIO CABLES, OVERALL SHIELDED PLENUM MULTI-CONDUCTOR STRANDED (BARE COPPER CONDUCTORS, FLAMARREST INSULATION, POLUPROPYLENE SEPARATOR, OVERALL BELDFOIL SHIELD, FLAMAREST JACKET. UL TYPE CMP NEC. ARTICLE 800.

Vendor: 3M TELCOM


Vendor Part #: 1251-XR/ID

Buy Currency: USD

Qty: FEET

ADD LINE

REGION	STD COST CURRENCY	VENDOR PART COST	EFFECTIVE DATE	UM
UNITED STATES	USD	14.47	02/07/2011	EA



Part #: 009616

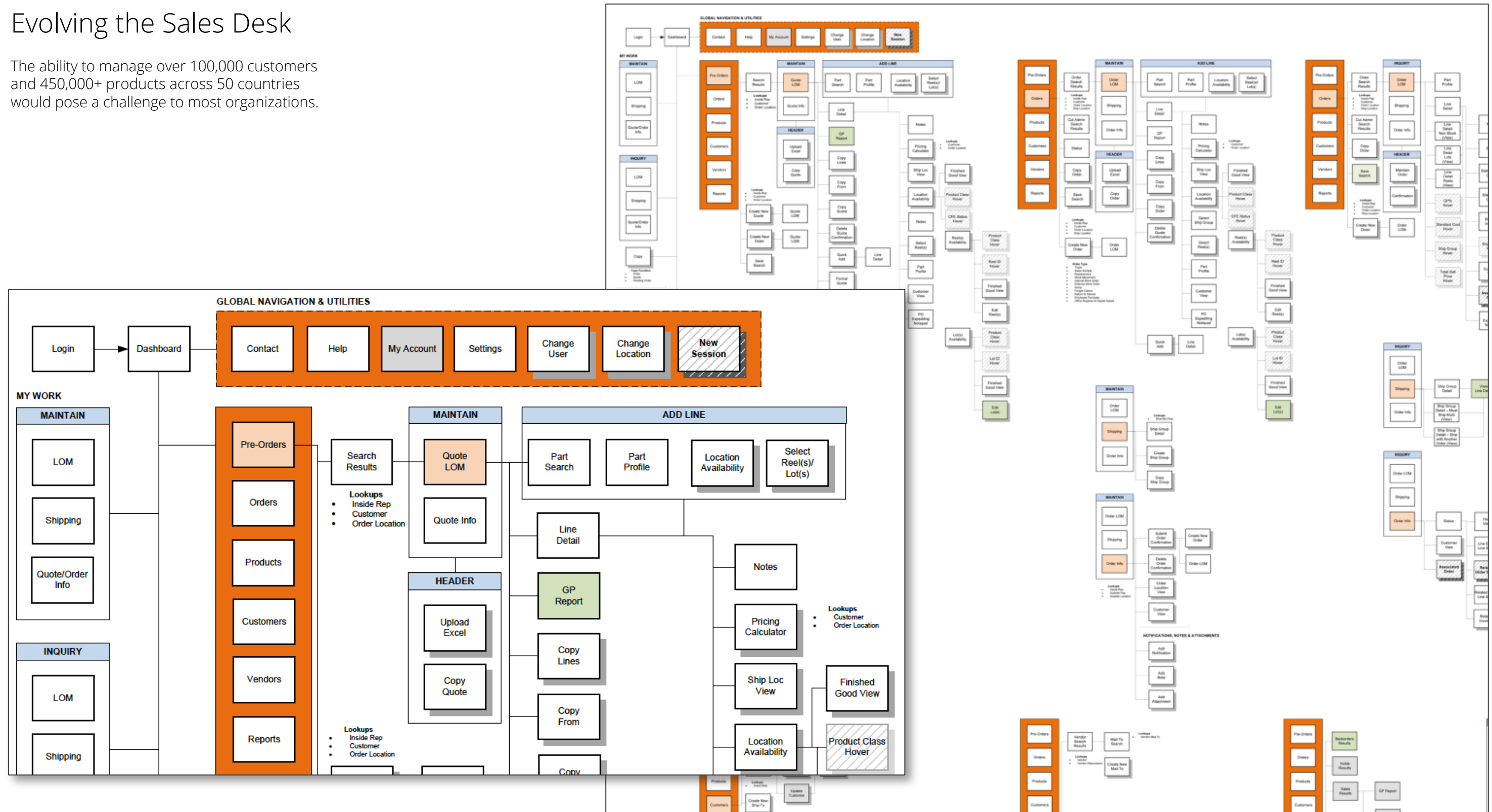
NEW GENERATION COMMERCIAL AUDIO CABLES, OVERALL SHIELDED PLENUM MULTI-CONDUCTOR STRANDED (BARE COPPER CONDUCTORS, FLAMARREST INSULATION, POLUPROPYLENE SEPARATOR, OVERALL BELDFOIL SHIELD, FLAMAREST JACKET. UL TYPE CMP NEC. ARTICLE 800.

Qty: FEET

ADD LINE

Evolving the Sales Desk

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Order Entry

Primary : Mid Level Inside Sales Representative



Alex
Inside Sales Representative

“I juggle numerous requests during the day including phone calls and a large number of emails. For speed and recall I utilize my notebook when receiving orders, details, customer info, and anything else I may need later.

Alex has worked at Anixter for 5 years as an Inside Sales Representative. He is bombarded by phone calls and e-mails and rarely has the time to utilize systems immediately due to her comfort level with paper and SAM's limited ease of use. He maintains contacts in Lotus and the majority of communication with customers is e-mail through Lotus.

His work prior to the creation of an Order in SAM is recorded in his notebook and he rekeys the order's specific information into SAM following his initial data gathering. If a customer requests information after the delivery of a quote Alex uses his notebook for reference and not SAM.

SAM Usage

Paper Usage

Audience Size

Lotus Usage

Tasks


- Builds quotes and releases orders
- Documents the majority of quote/order requests in a notebook
- Utilizes e-mail heavily throughout the OE process
- Recalls quotes and associated information via his notebook
- Manages some quotes offline utilizing Excel Spreadsheets
- Participates in 'larger' bids requiring team collaboration
- Conducts follow-ups with sales opportunities

Possibilities

- Storage and easy access to quotes via job name or number
- Ability to utilize 'back' buttons without losing data
- Ability to view real-time tracking information for non-stock
- Ability to find ship-to information quickly
- Centralized location of jobs and their stage within the proc
- Reference and repository of released orders
- Automated reminders and alerts
- Ability to view a more robust set of data within search resu
- Ability for system to populate Zip Code rather than manual searching on Google
- Ability to receive snapshots of information without digging

Order Entry

Primary : Jr. Inside Sales Representative



“I have a lot of chaos throughout the day including constant calls and emails. Due to the the rapid pace of activity I commonly put everything in my notebook and on sticky notes and address it shortly after my contact with the customer.

Maggie has less than 2 years of experience as an Inside Sales Representative with Anixter. For the past two years, she has managed an enterprise-level named account, Siemens. She is bombarded by phone calls and e-mails and rarely has the time to utilize systems immediately due to her comfort level with paper and SAM's constraints to specifically meet her needs. She also conducts specific tasks on the mainframe to accomplish activities not intuitive within SAM.

Her work prior to the creation of an Order in SAM is not recorded anywhere and spends time on the phone or using e-mail during this stage in the process.

SAM Usage

Paper Usage

Audience Size

Lotus Usage

Tasks

- Manages her desk
- Builds quotes and r
- Documents the ma
- Utilizes e-mail heav
- Performs order ma
- Maintains responsi
- Manages many que
- Conducts follow-up

Possibilities

- Ability to view re
- Ability to find sh
- Reference and r
- Automated remi
- Ability to view a

HEUXFACTORY.COM

Evolving the Sales Desk

The ability to manage over 100,000 customers and 450,000+ products across 50 countries would pose a challenge to most organizations.

UILD YOUR LIST OF
DD A LINE IF YOU DON'T

SALES DESK

HOME / ORDERS / ORDER NUMBER: 100000181

CREATE NEW ORDER

Enter Order # or Keyword

3%

SEARCH

MORE SEARCH OPTIONS

Pending Order#: 100000181

Customer: ANKTER SYSTEMS (01219454)

Customer PO: CUSTPO-1

Order Location: USCLEARING (100)

Modified Date: 01/01/2018

Inside Rep: Jane Doe (123)

Outside Rep: Jim Jones (124)

Total Lines: 5

Open Lines: 1

Total Cost: \$0,000.00

3%

Exchange Rate: \$1.0000 USD = \$1.00

LIST OF MATERIALS

ORDER INFO

ASSOCIATED ORDERS

Click 'ADD LINE' or 'QUICK ADD' to begin building your List of Materials.

Part #

QUICK ADD

6%

62%

3%

Know Your Part # - Quick Add

Know exactly what you're looking for? Add products quickly to your List of Materials with minimal information required to get started.

QUICK ADD

Don't Know Your Part #

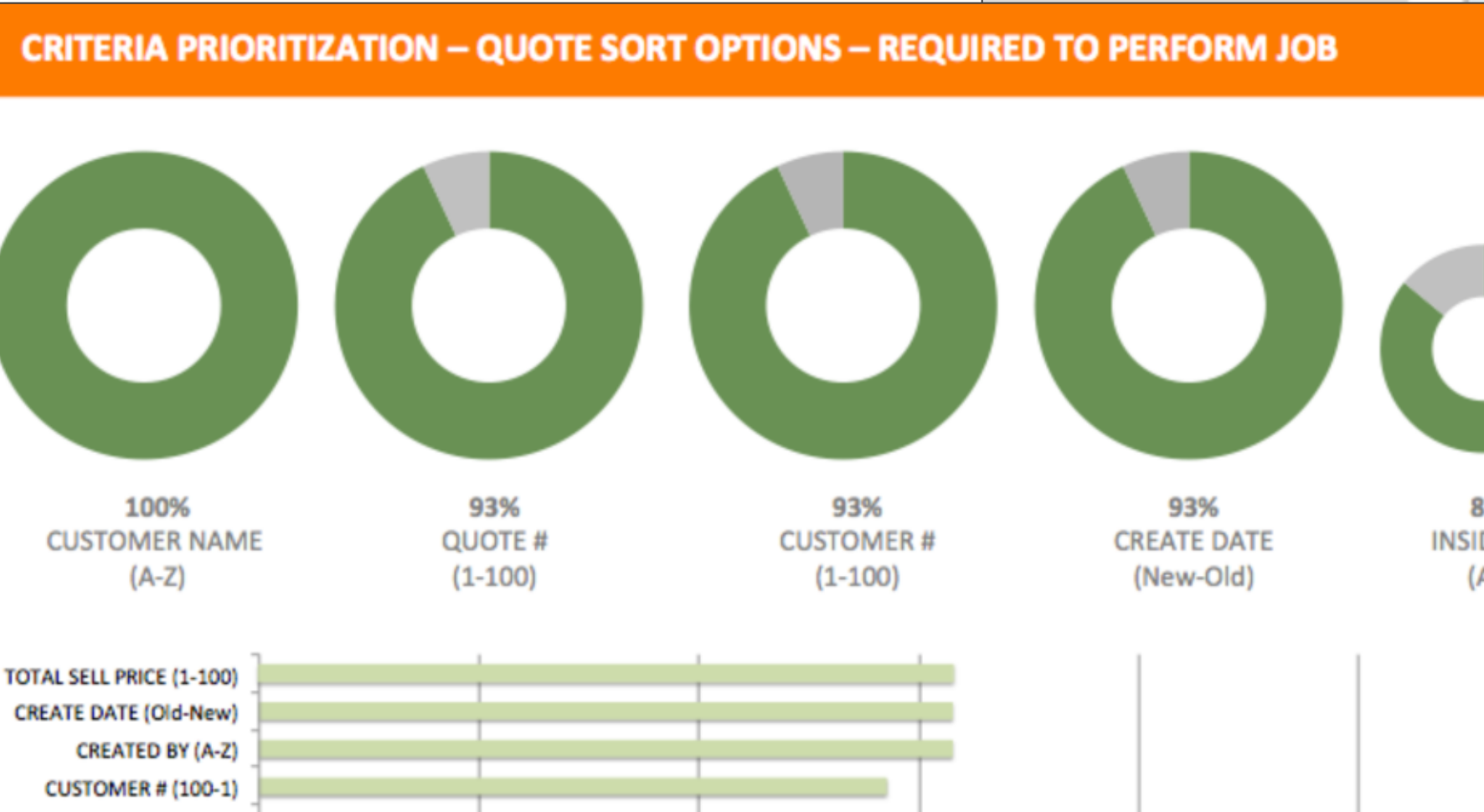
Not sure what Part # you are looking for? Perform a Part Search to add products to your List of Materials and identify key information about your sale.

3%

21%

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Driving Dealer Marketing

Supporting over 4,000 independent dealers across the U.S. & Canada to cultivate a multi-channel marketing strategy.

CHALLENGE

- Limited usefulness due to disorganized content and complex feature presentation
- Segmented marketing & educational materials
- Unacceptable drop rates during shopping/purchase process
- Frequent call center contact for assistance utilizing the digital property
- Lacking analytics and success metrics to effectively support dealers

SOLUTION

- Performed ‘day-in-the-life’ research to understand people and processes
- Uncovered the ‘Why’ & improved the feature and function relationship model
- Redesigned the search, ordering and shopping experience



Welcome, Guest

Log out

ENG

My Account

My Cart

3

BRIDGESTONE

RETAIL MARKETING SUPPORT

Help and Tutorials »

Chat »

Email »

800.792.8807

HOME

PRINT

DIGITAL MEDIA

BROADCAST MEDIA

IMAGES

SHOWROOM DISPLAYS

GRASSROOTS

CAMPAIGNS

SITE SEARCH

WELCOME TO YOUR

MARKETING SUPPORT SITE

Create Advertising | Build Campaign

You've got a lot to do, and a short time to get there. Fortunately, we're here to help. Let us be your one stop shop to get started on delivering:

» the latest company ads and info

» images for your adwork

» additional help and inspiration for your ads

Ready to get rollin'?

GET STARTED

1

2

3

NEWS

Raceday Highlights with Bridgestone team

Integer suscipit mauris vel nulla congue eu facilisis neque semper dapibus dolor hendrerit.

MY DASHBOARD

CALENDAR

FEBRUARY

8

Town anniversary radio ad

Status Change: Ends

14

Valentine's Whitewall promotion

Ad: Victoria Tribune

22

March Madness Flyer

To Printer

29

Leap Year Giveaways

Ready

RECENT ORDERS

1

Yellow pages ad

Start 2/8/2013

View Order

CUSTOM ADS

1

Town anniversary ad

Completed 12/14/2012

Review Ad

MY LOGOS

Company Logo (Color)

Company Logo (Black & White)

Custom Dealer Signature Panel

I WANT...

ORDER SHOWROOM DISPLAYS

CREATE NEWSPAPER ADS

ACCESS RADIO PROGRAMS

ORDER TURNKEY FLYERS

FEATURED OFFER

Te-Think Green Turnkey Flyer

The Turnkey Flyer program is a custom ad program intended to help you easily.

Create Your Own Turnkey Flyer

FEATURED PRODUCT

Triple Tower "Metal" Back Panel

Panel constructed of styrene and a dot pattern to resemble perforated metal.

Explore All Showroom Displays

INFO CENTER

Strategic Spend

Donec vitae ipsum ut neque semper dapibus.

Site Tutorial

Donec vitae ipsum ut neque semper dapibus.

Audio Lorem Ipsum

Donec vitae ipsum ut neque semper dapibus.

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10/23/18 | KEIKEN

6



Driving Dealer Marketing

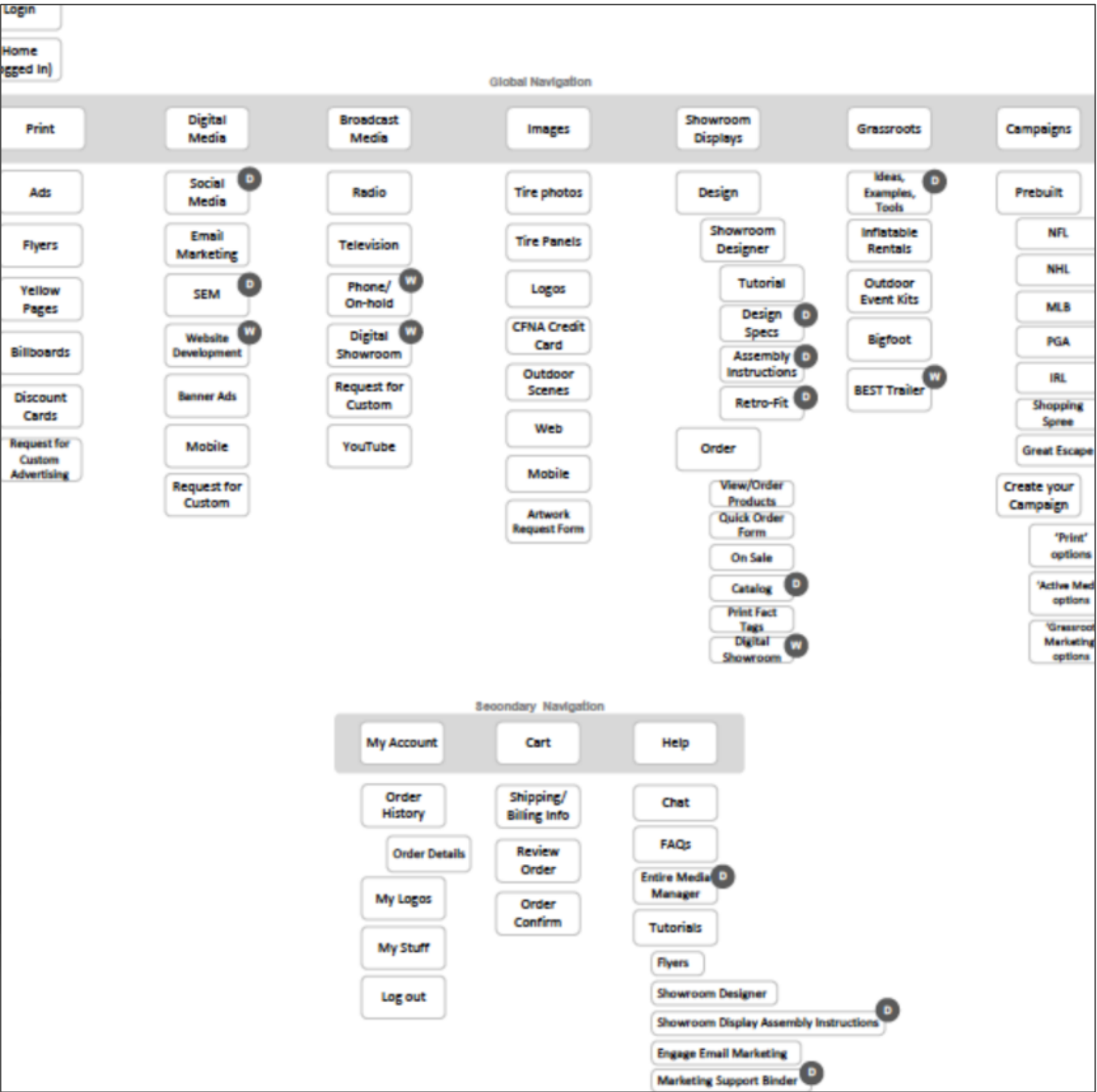
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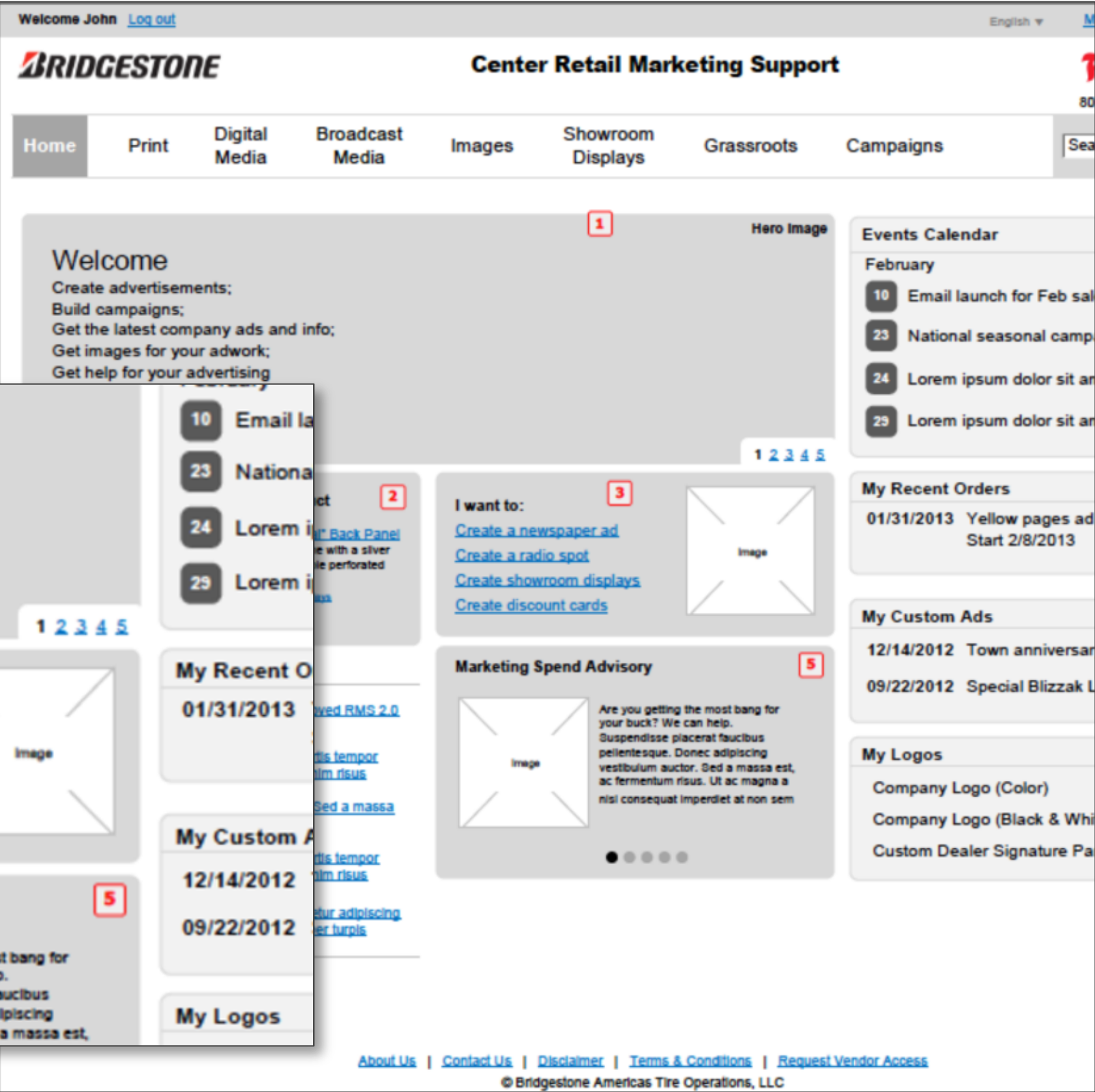
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Supporting over 4,000 independent dealers across the U.S. & Canada to cultivate a multi-channel marketing strategy.

Welcome John [Log out](#)

Center Retail Marketing Support

Home

Print

Digital Media

Broadcast Media

Images

Showroom Displays

Grassroots

Campaigns

Create an Ad

Step 1: Select Template

Step 2: Customize your ad

You have selected

[Remove All](#)

[Criteria 1](#)

American Spirit Tire Event

US English Color 3x10.5 – Tires Only

Select

American Spirit Tire Event

US English Black & White 3x12 – Tires & Service

Select

American Spirit Tire Event

US English Color 3x10.5 – Tires Only

Select

B.E.S.T. Trailer

US English Color 3x10.5 – Tires Only

Select

B.E.S.T. Trailer

US English Black & White 3x12 – Tires & Service

Select

B.E.S.T. Trailer

US English Color 3x10.5 – Tires Only

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B.E.S.T. Trailer

US English Color 3x10.5 – Tires Only

Select

B.E.S.T. Trailer

US English Black & White 3x12 – Tires & Service

Select

B.E.S.T. Trailer

US English Color 3x10.5 – Tires Only

Select

Big Thanks! Big Savings!

US English Color 3x10.5 – Tires Only

Select

Big Thanks! Big Savings!

US English Black & White 3x12 – Tires & Service

Select

Big Thanks! Big Savings!

US English Color 3x10.5 – Tires Only

Select

English (CAN) (25)

French (CAN) (19)

Theme

American Spirit Tire Event (10)

B.E.S.T. Trailer (6)

Big Thanks Big Savings! (6)

Bigfoot (8)

Drive Green (8)

Criteria 6 (8)

Criteria 7 (8)

Color

Black & White (14)

Color (7)

Style

3x10.5 - Tires Only (4)

3x12 - Tires & Service (8)

3 1/2 x11 - Tires & Service (6)

US English Color 3x10.5 – Tires Only	US English Black & White 3x12 – Tires & Service	US English Color 3x10.5 – Tires Only
Select	Select	Select
B.E.S.T. Trailer	B.E.S.T. Trailer	B.E.S.T. Trailer
US English Color 3x10.5 – Tires Only	US English Black & White 3x12 – Tires & Service	US English Color 3x10.5 – Tires Only
Select	Select	Select
Big Thanks! Big Savings!	Big Thanks! Big Savings!	Big Thanks! Big Savings!
US English Color 3x10.5 – Tires Only	US English Black & White 3x12 – Tires & Service	US English Color 3x10.5 – Tires Only
Select	Select	Select



The Safety of a Happy Meal

Delivering nearly 1.5 billion toys annually to 119 countries is no small task.

CHALLENGE

- Limited visibility into the product lifecycle
- Inability to perform corrective action in a timely manner
- Redundant data entry leading to inaccurate information
- Critical safety information outdated and insecure
- Product incidents/recalls negatively impacting brand equity

SOLUTION

- Identified all touch-points globally, throughout the lifecycle from ideation to distribution
- Defined 'as-is' & 'to-be' processes to enable digital transformation
- Redesigned enterprise product suite & exposed through a unified interface
- Established dashboard monitoring for rapid response and lifecycle transparency





Changing the Environment

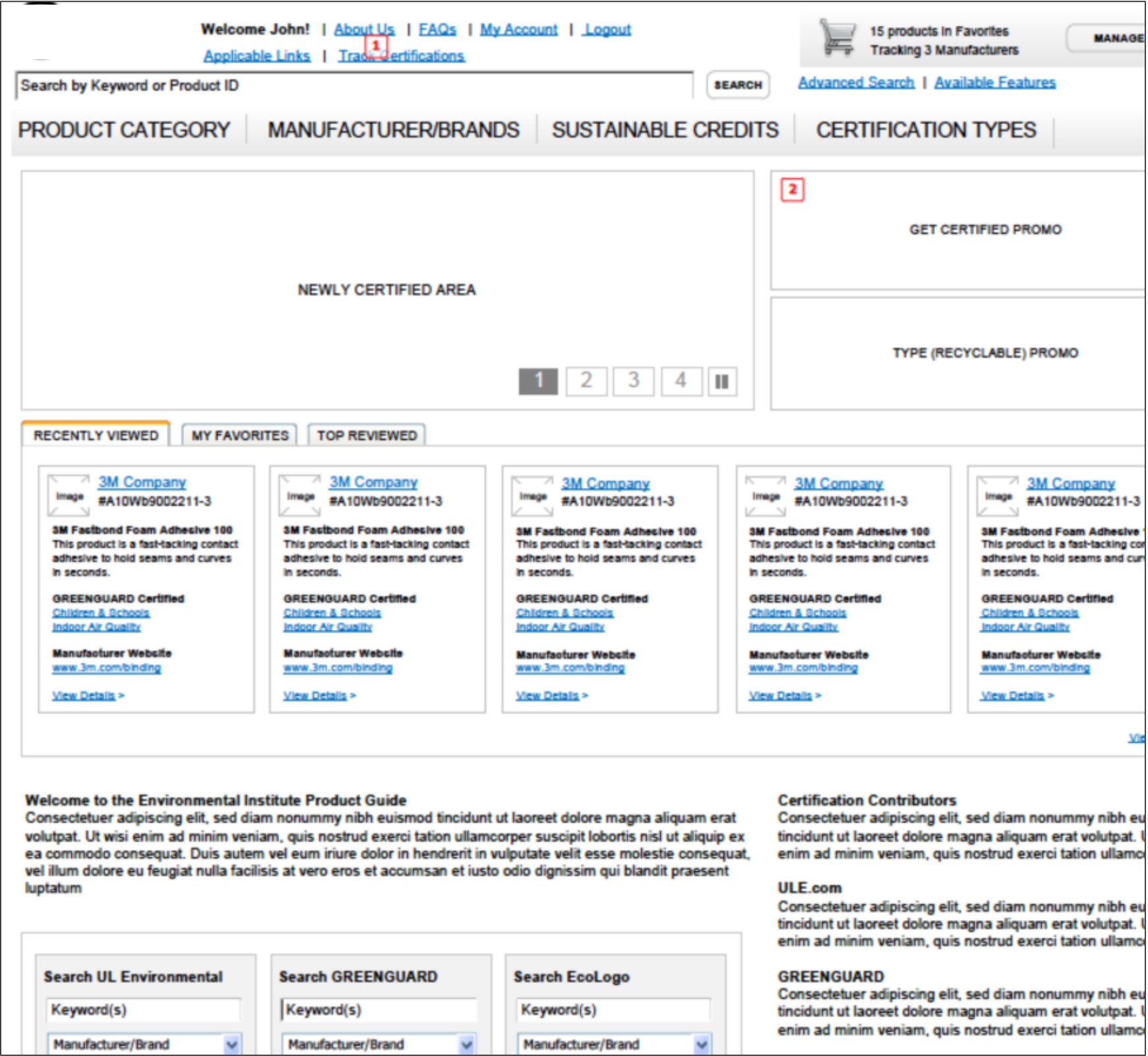
Integrating three environmentally conscious brands into one, unified environmental footprint.

CHALLENGE

- Fragmented & siloed data and content delivered through multiple, independent web properties
- Limited consumer-focused features & functions around search and commerce
- Nonexistent product hierarchy and categorization consistency

SOLUTION

- Transformed multiple digital properties into a comprehensive, seamless experience
- Rearchitected data presentation and taxonomy to identify dynamic behavior & relationships
- Unified the brand footprint through integration of consistent design patterns
- Designed search, product display, faceted navigation and administration interaction models



Changing the Environment

Integrating three environmentally conscious brands into one, unified environmental footprint.

Manufacturer – Sustainability Director

such as Microsoft Word and Excel and is an avid user of the web and is responsible for monitoring the direction to sales team.

where she can conduct his 'work' and be provided with mobile social interaction. (leeduser.com)

sign sales team to

field access to

ny-provided tablets.

trated with the poor

olution. (i.e. didn't

'Just had mobile demo at Intertek that was great. I definitely see using the solution.'

n design.

nd reduce effort to

poration.

Frustrated Fred, Admin

Background

- Uses software applications such as Microsoft Word and Excel and is an intermediate Internet user.
- He is comfortable with technology and is responsible for maintaining an online product catalog as one of his job duties.
- Identified concerns about the lack of instructional indicators causing difficulty for new individuals to manage utilizing the admin interface.
- Has frustration with the current admin toolset due to the cumbersome nature of the system.
- Has concerns about the lack of integrated customer data and manual workflows.

User Needs

- Clear and thorough information on utilizing the system.
- Preview capability prior to pushing new manufacturers or products to the live site.
- Reassurance of data accuracy through a validation stage.
- Ability to tag products with information useful for end users. (i.e. recyclable material, etc.)
- Simplify entry screens to be a more efficient mechanism

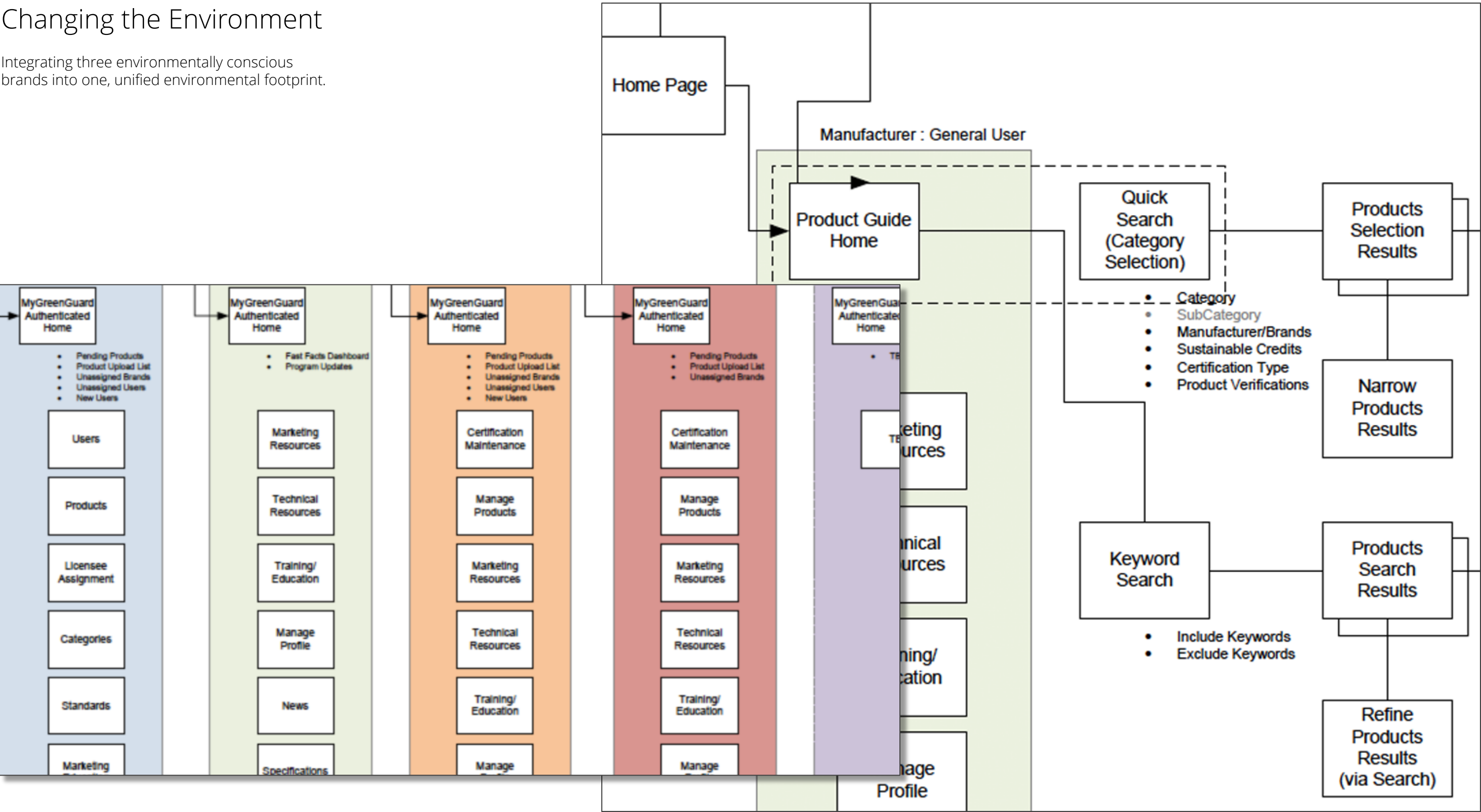


'Wow! I didn't even know you can do that in the system. This would have saved me a lot of time.'



Changing the Environment

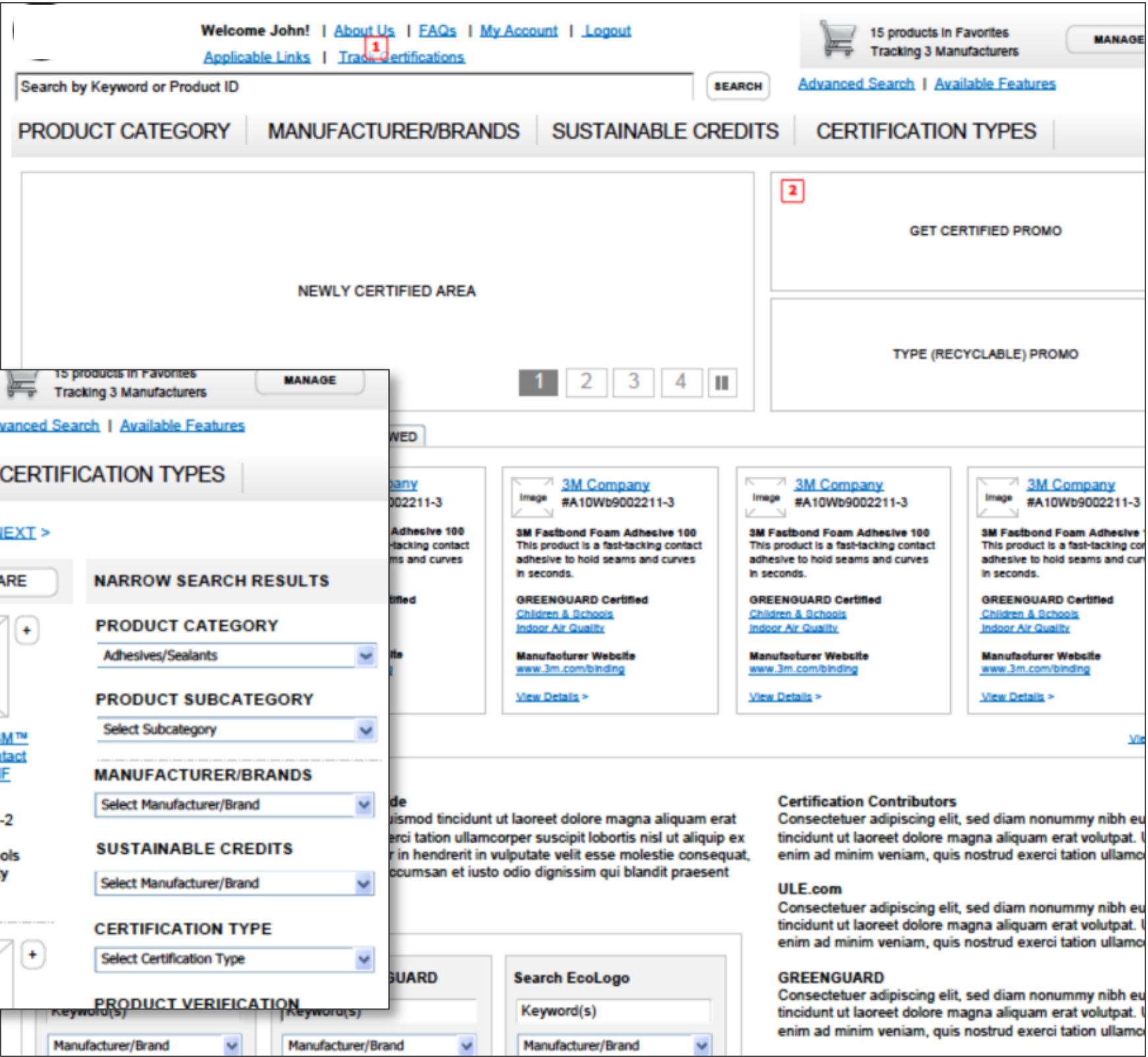
Integrating three environmentally conscious brands into one, unified environmental footprint.





Changing the Environment

Integrating three environmentally conscious brands into one, unified environmental footprint.





Agency Portal

Crafting a solution to go beyond the traditional Premium Increase Review & drive Comprehensive Portfolio Reviews.

CHALLENGE

- Underperforming agencies and limited cross-selling success
- Lack of multi-product understanding and knowledge
- Fragmented customer data causing challenges building deep customer relationships

SOLUTION

- Increased the visibility to critical customer information within a 'snapshot' summary
- Established deep-linking strategy to enable easy access to detailed policy and coverage data
- Improved cross-sell knowledge through intelligent gap, discount and coverage recommendations



BILLING EXPLANATION

PREMIUM EXPLANATION

SAVINGS OPPORTUNITIES

POLICY # 9012340000045 CUSTOMER JAMES SMITH AGENT OF RECORD: JANE DOE NOVEMBER 15, 2014

● STATUS: ACTIVE

PERIOD: 8/4/2014 - 2/4/2015(79 OF 184 DAYS REMAIN)

COMPANY: COMPANY

STATE: IL

LINE: 019 ⓘ

PAY PLAN: MONTHLY

PAY METHOD: EASY PAY

BILLING PLAN: STANDARD

SELECTED DUE DATE: 12/3/2014

BILLING OPPS REMAINING: 2 OF 6

ADJUSTED PREMIUM: \$2,792.00

CURRENT PREMIUM: \$2,792.00

PRIOR TERM PREMIUM: \$2,886.80

FULL PAY: \$2,512.80

SAVINGS & DISCOUNTS

DEDUCTIBLE OPTIONS

RESET ALL

Honda Civic 2013

\$600

NOW \$250

WHAT IF \$1000

New Premium

\$400

Dodge Neon 2011

\$400

NOW \$250

WHAT IF \$1000

New Premium

\$250

VW Tiguan 2014

\$1,746

NOW \$250

WHAT IF \$1000

New Premium

\$1,200

CURRENT PREMIUM:

\$2,792.00

DEDUCTIBLE CHANGES:

-\$866.00

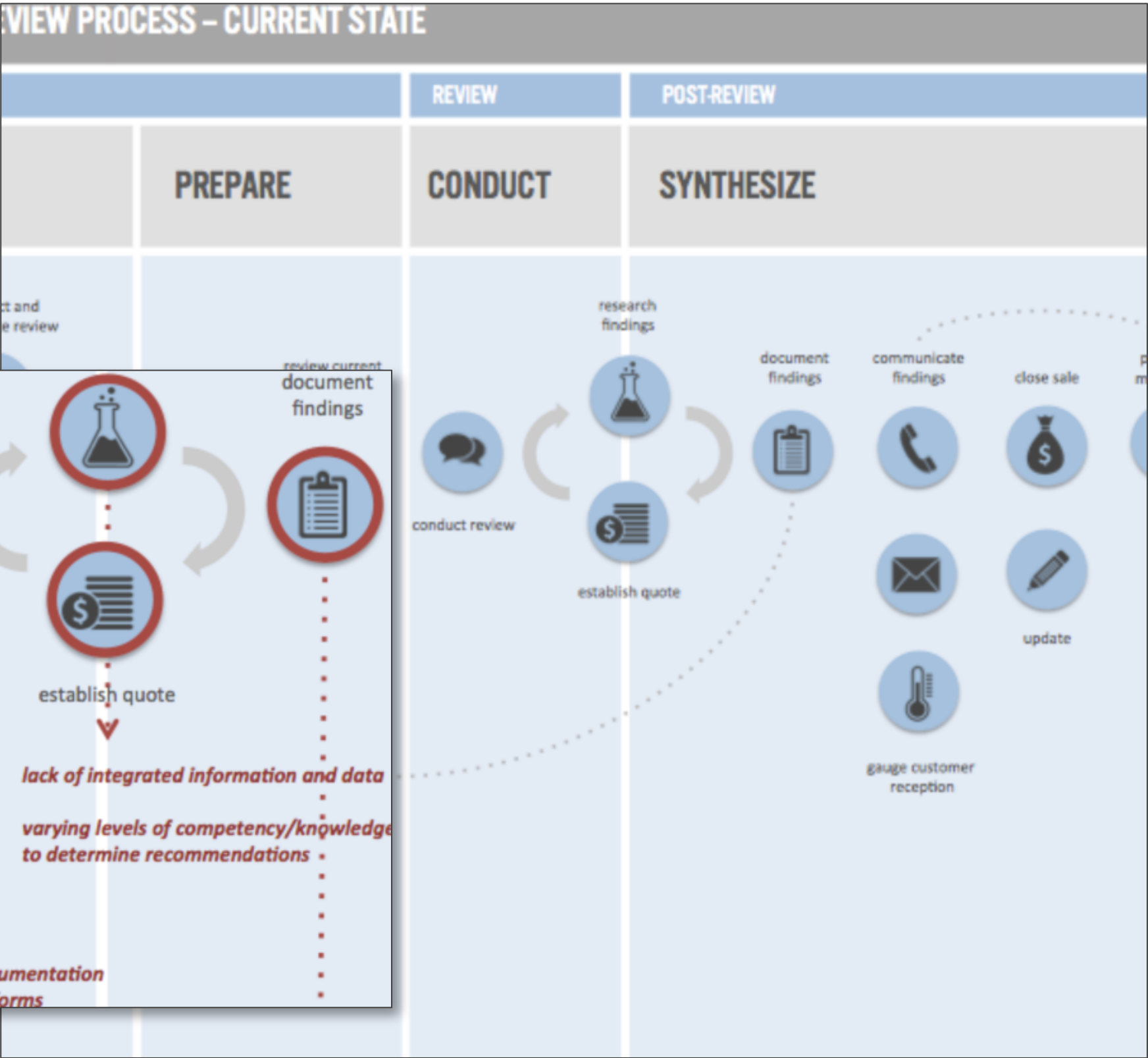
PREMIUM AFTER DEDUCTIBLE CHANGES:

\$1,926.00

CURRENT DISCOUNTS	SELECT	AMOUNT	ELEGIBLE DISCOUNTS	SELECT	AMOUNT
Allstate Easy Pay Plan	<input checked="" type="checkbox"/>	-\$20.50	Allstate Full Pay	<input type="checkbox"/>	--
Allstate Easy Pay Plan	<input checked="" type="checkbox"/>	-\$20.00	Anti-theft discount - Civic	<input checked="" type="checkbox"/>	-\$100.00
New Car 2014 - 2014 Tiguan	<input type="checkbox"/>	+\$32.50	Anti-theft discount - Neon	<input type="checkbox"/>	--
Good Student - Johnny	<input checked="" type="checkbox"/>	-\$12.50	Safe drivers - David	<input checked="" type="checkbox"/>	-\$100.00
Senior Adult - David	<input checked="" type="checkbox"/>	-\$4.00			
TeenSMART - Johnny	<input checked="" type="checkbox"/>	-\$3.50			
DISCOUNTS:		-\$60.50	NEW DISCOUNTS:		-\$200.00
			TOTAL DISCOUNTS:		-\$260.50
			NEW PREMIUM:		\$1,665.50

Agency Portal

Crafting a solution to go beyond the traditional Premium Increase Review & drive Comprehensive Portfolio Reviews.





Agency Portal

Crafting a solution to go beyond the traditional Premium Increase Review & drive Comprehensive Portfolio Reviews.

NEEDS ASSESSMENT										OBJECTIVE ACHIEVED:	
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Agency Portal

Crafting a solution to go beyond the traditional Premium Increase Review & drive Comprehensive Portfolio Reviews.

CHALLENGE

- Underperforming agencies and limited cross-selling success
- Lack of multi-product understanding and knowledge
- Fragmented customer data causing challenges building deep customer relationships

SOLUTION

- Increased the visibility to critical customer information within a 'snapshot' summary
- Established deep-linking strategy to enable easy access to detailed policy and coverage data
- Improved cross-sell knowledge through intelligent gap, discount and coverage recommendations

BILLING EXPLANATION

POLICY # 9012340000045 CUSTOMER JAMES SMITH AGENT OF RECORD: JANE DOE

● STATUS: **ACTIVE**
PERIOD: 8/4/2014 - 2/4/2015(79 OF 184 DAYS REMAIN)
COMPANY: **ALLSTATE INDEMNITY**
STATE: **IL**
LINE: 019 ⓘ

PREMIUM EXPLANATION

PAY PLAN: **MONTHLY**
PAY METHOD: **EASY PAY**
BILLING PLAN: **STANDARD**
SELECTED DUE DATE: 12/3/2014
BILLING OPPS REMAINING: 2 OF 6

SAVINGS OPPORTUNITIES

NOVEMBER 15, 2014
ADJUSTED PREMIUM: **\$2,792.00**
CURRENT PREMIUM: **\$2,792.00**
PRIOR TERM PREMIUM: **\$2,886.80**
FULL PAY: **\$2,512.80**

📅

EASY PAY

MONTHLY

ADD PAYMENT

\$100

CALCULATE

RESET

AUG DUE 8/4/14
OWE: \$488.85
PAID: \$488.85
UNPAID: \$28.22
1 OF 6

SEP DUE 9/4/14
OWE: \$460.63
PAID: \$488.85
2 OF 6

OCT DUE 10/4/14
OWE: \$432.41
PAID: \$432.41
3 OF 6

NOV DUE 11/4/14
OWE: \$460.63
PAID: \$460.63
4 OF 6

DEC DUE 12/4/14
OWE: \$460.63
PAID: \$0
5 OF 6

JAN DUE 1/4/15
OWE: \$460.63
PAID: \$0
6 OF 6

🔍

TO

🔍

ALL HISTORY

TRANSACTION HISTORY

BILLING HISTORY

ACTIVITY HISTORY

NARRATIVE

SEARCH WITHIN

RESET

NOTES

📄

DESCRIPTION

CheckFree eBill

11/07/14

PTN EMAIL EVENT 3000 TYPE 0217

11/07/14

DPN TRANSACTION POSTED FROM 007: ORIGINAL PROCESS DATE 141107; ORIGINAL SOURCE [MORE...](#)

11/07/14

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Installment Fee Charge

System

+\$3.50

\$914.26

11/07/14

Online Service Provider

Payment Received- Electronic Banking

E-mail

-\$460.63

\$910.76

11/06/14

IN RESPONSE TO SIU MRP/UT PROCESS RCD PROOF OF OWN CAR & INS. FOR CONNOR WHO IS W PROG [MORE...](#)

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Agency

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11/06/14

*UA03 - NARRATIVE CREATED BY B0E495 , LAST UPDATED BY: B0E495

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Agency

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10/23/18 | KEIKEN

18



Agency Portal

Crafting a solution to go beyond the traditional Premium Increase Review & drive Comprehensive Portfolio Reviews.

CHALLENGE

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.COM Redesign

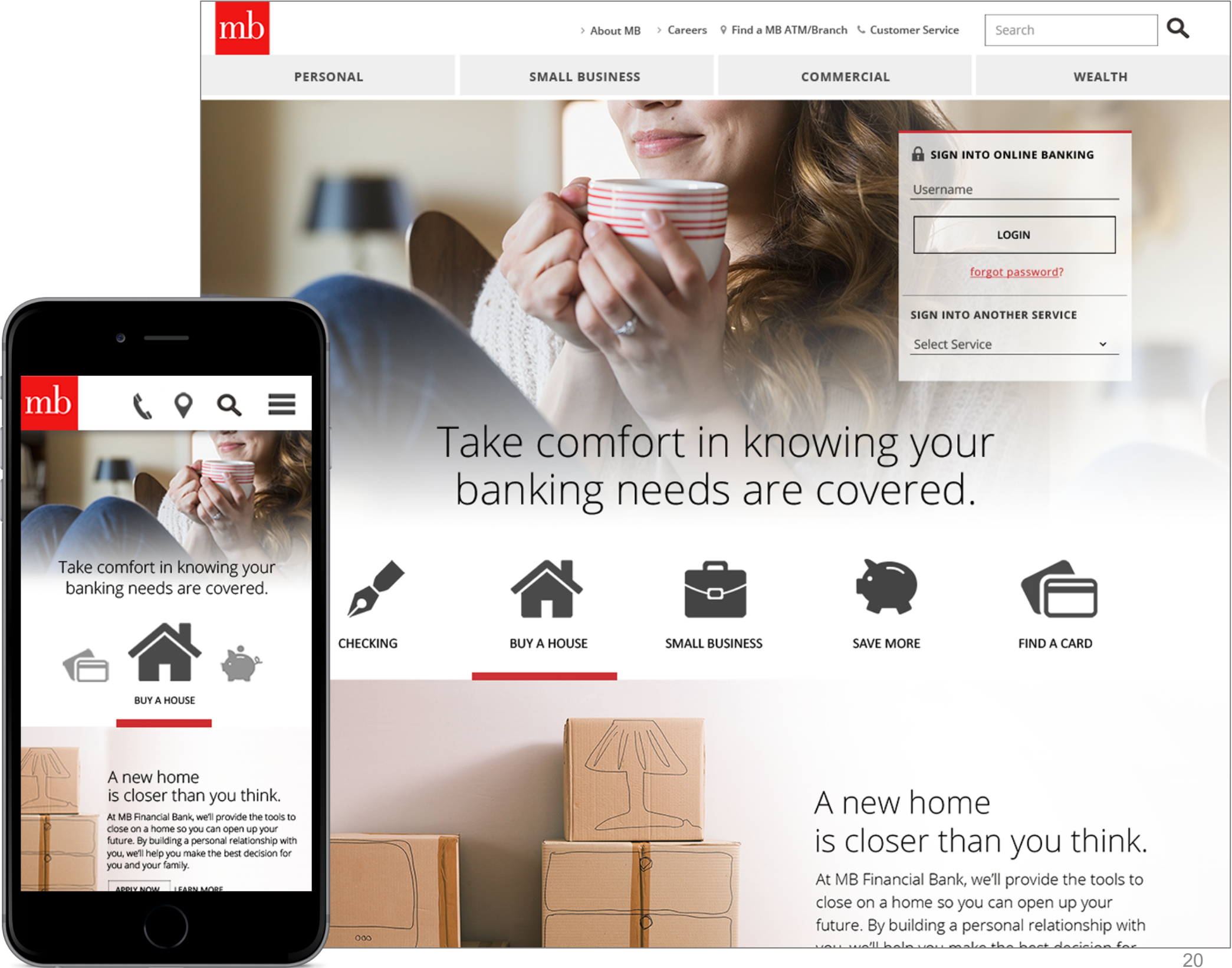
Crafting a responsive solution to reach personal, small business, and commercial customers with an experience across mobile and web.

CHALLENGE

- Traditional website that was not mobile friendly and prevented consumption on a phone.
- Lack of consistent content structure and navigation paths.
- Limited brand cohesiveness from traditional marketing to online marketing.

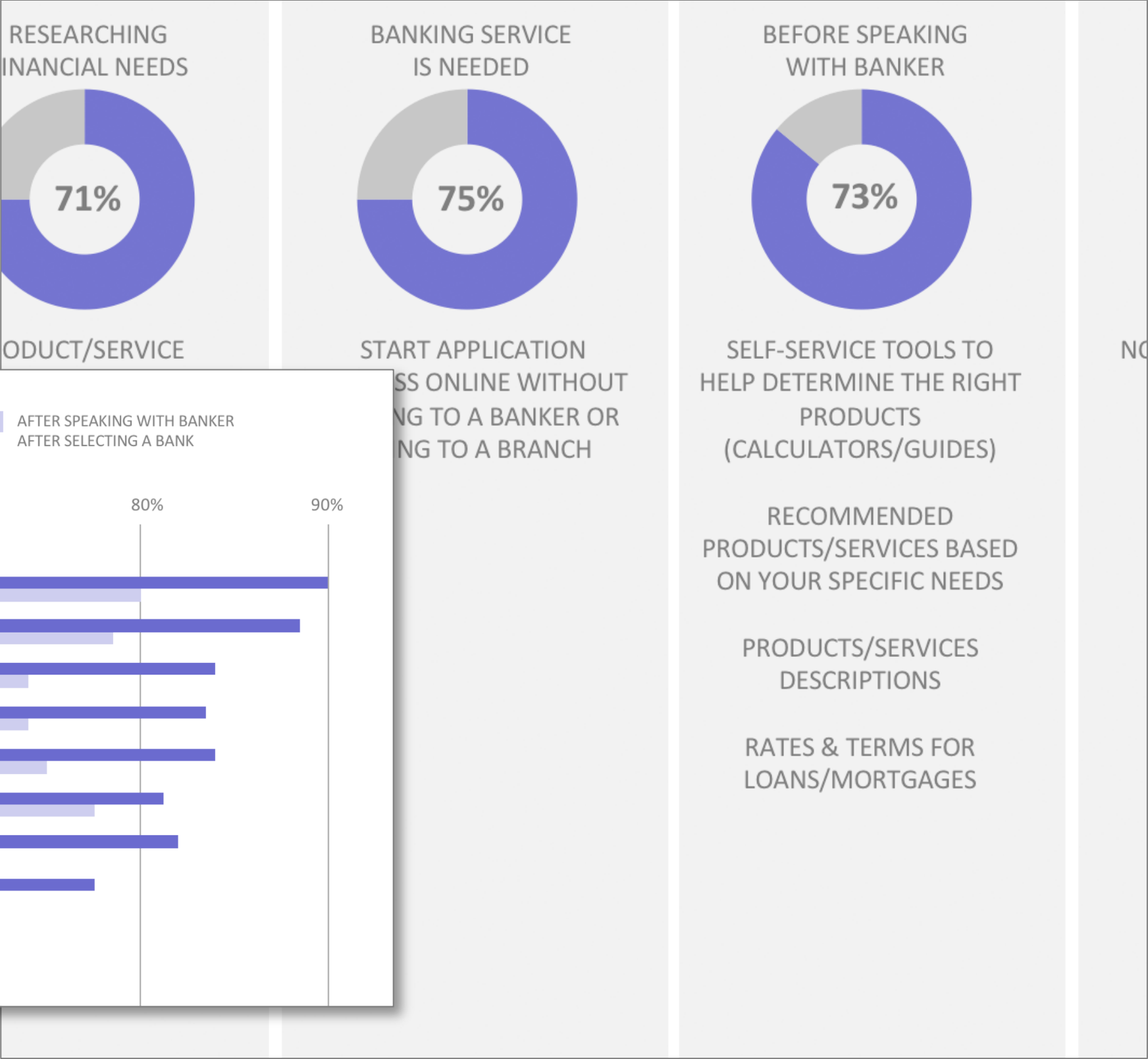
SOLUTION

- Redesigned the site to abide by responsive design principles.
- Crafted a multi-faceted approach to reach independent customer segments without fragmenting the experience.
- Improved content access through improved navigation and content prioritization.



.COM Redesign

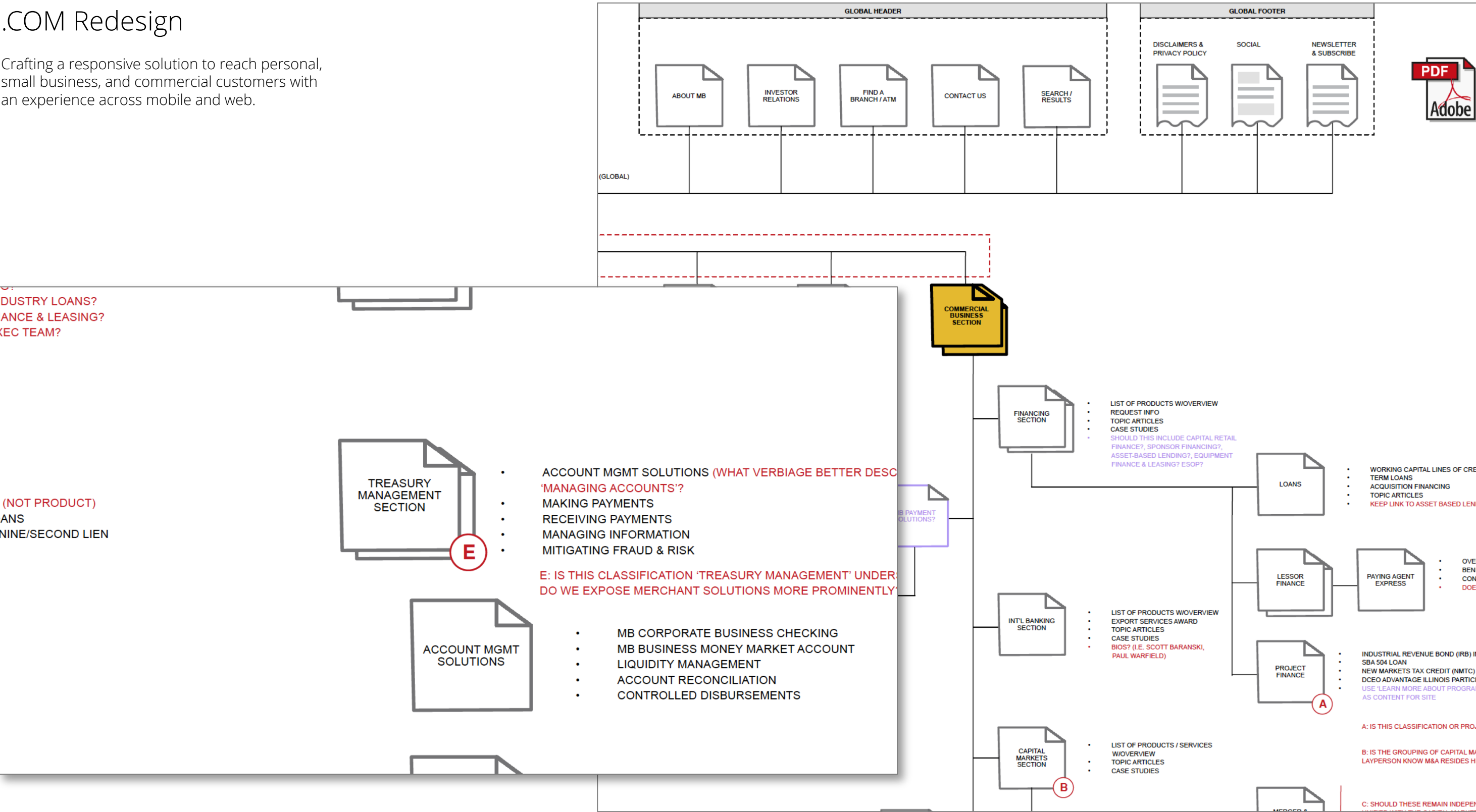
Crafting a responsive solution to reach personal, small business, and commercial customers with an experience across mobile and web.





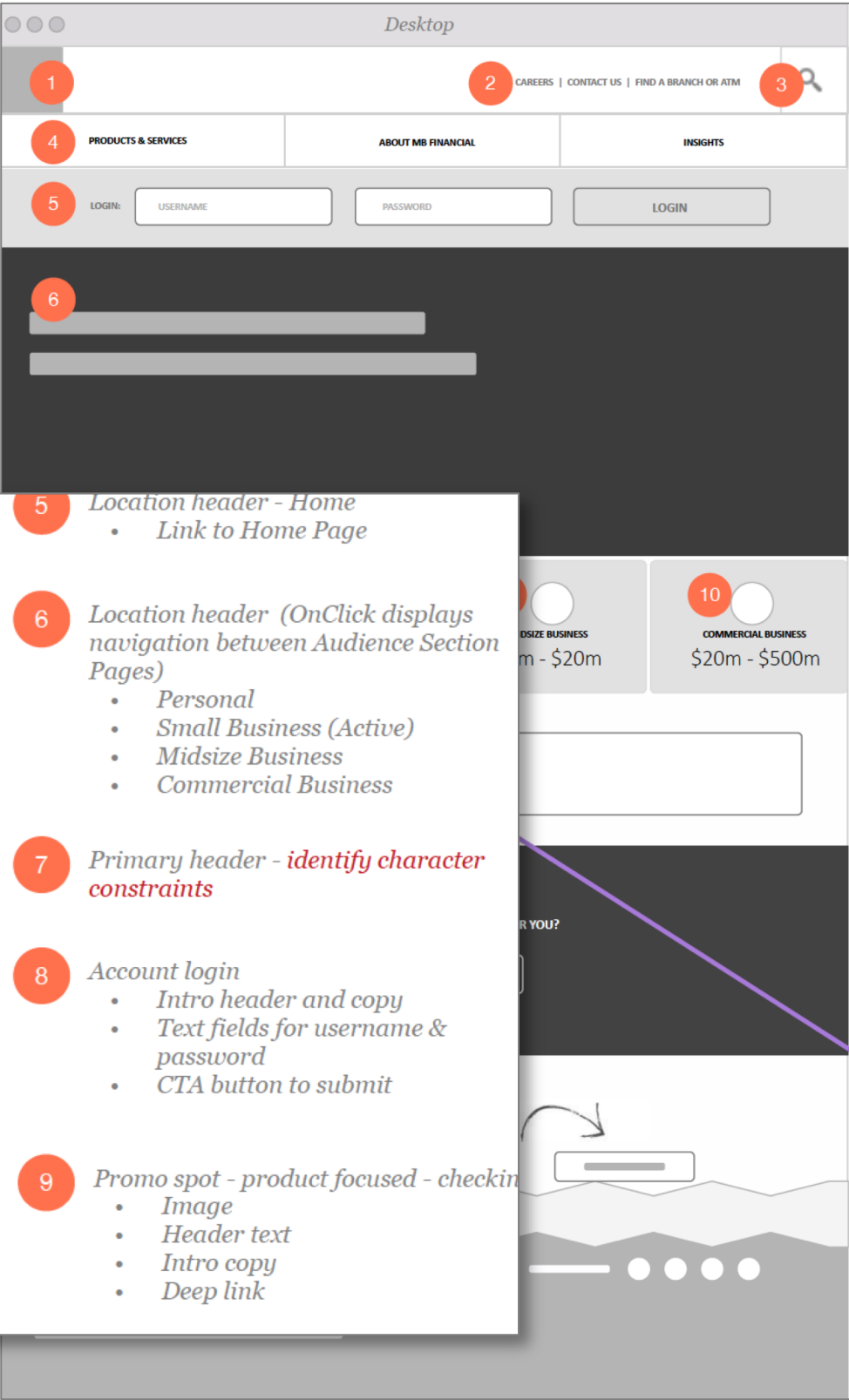
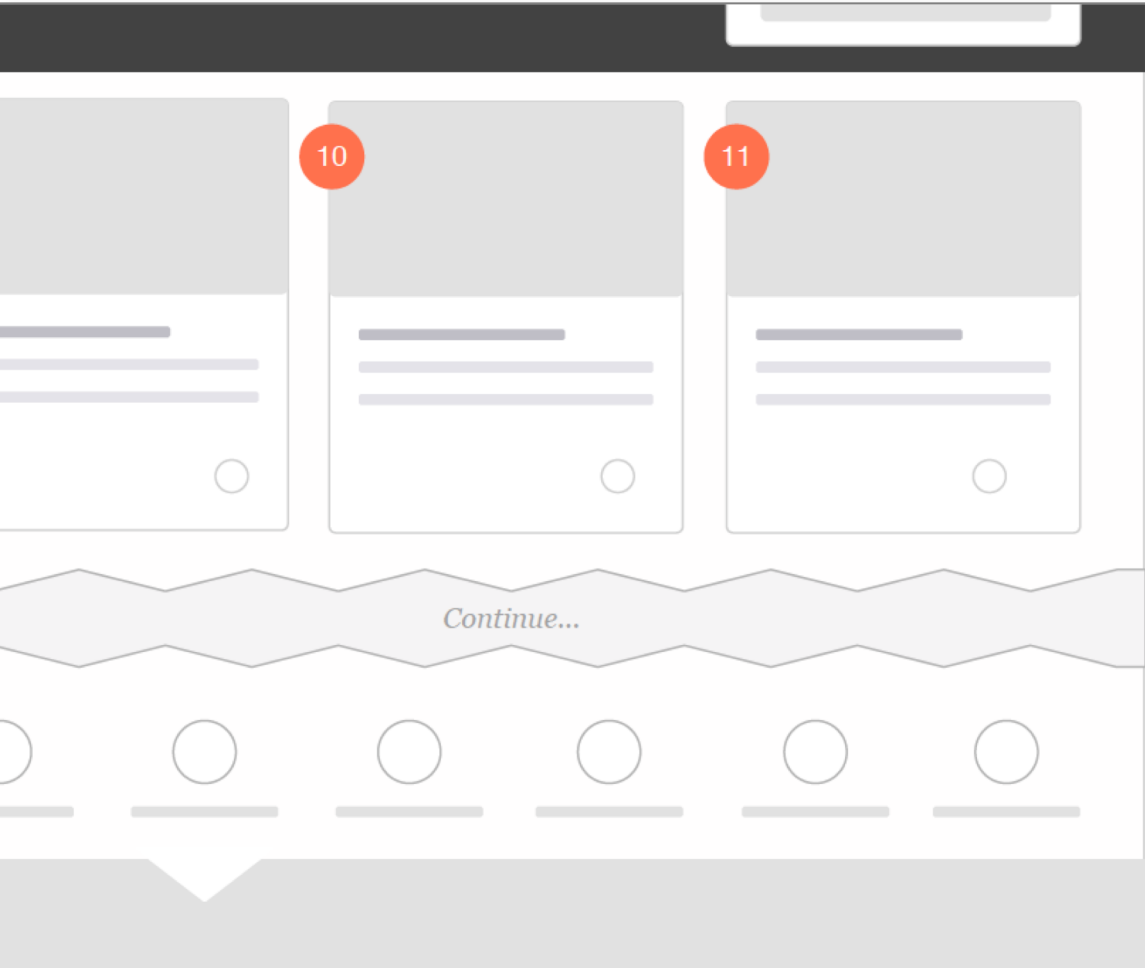
.COM Redesign

Crafting a responsive solution to reach personal, small business, and commercial customers with an experience across mobile and web.



.COM Redesign

Crafting a responsive solution to reach personal, small business, and commercial customers with an experience across mobile and web.



- 5 Location header - Home
 - Link to Home Page
- 6 Location header (OnClick displays navigation between Audience Section Pages)
 - Personal
 - Small Business (Active)
 - Midsize Business
 - Commercial Business
- 7 Primary header - identify character constraints
- 8 Account login
 - Intro header and copy
 - Text fields for username & password
 - CTA button to submit
- 9 Promo spot - product focused - checking
 - Image
 - Header text
 - Intro copy
 - Deep link

- 1 MB Logo
- 2 Global (secondary) navigation
 - Careers
 - Contact Us
 - Find a Branch/ATM
- 3 Search Icon - On click expands search bar (slides left) and exposes text field and go button
- 4 Global navigation
 - Products & Services
 - About MB
 - Insighs
- 5 Account login
 - Text fields for username & password
 - CTA button to submit
- 6 Primary header - identify character constraints
- 7 Promo spot - audience focused - personal (OnClick directs to Section page)
 - Image
 - Header text
 - Intro copy
 - Deep link
- 8 Promo spot - audience focused - small business (OnClick directs to Section page)
 - Image
 - Header text
 - Intro copy
 - Deep link
- 9 Promo spot - audience focused - midsize business (OnClick directs to Section page)
 - Image
 - Header text
 - Intro copy
 - Deep link
- 10 Promo spot - audience focused - commercial business (OnClick directs to Section page)
 - Image
 - Header text
 - Intro copy
 - Deep link

Thank You

630.788.2045 \ pkeiken@gmail.com