# How can we revolutionize the dating app space?

Miguel Molina

Allow users to share video 'snippets' of their lives in order to increase engagement.



#### Do Americans think online dating is a good way of meeting people?

15% increase from 2010 to 2015

Okay, but is usage increasing?

20% increase from 2013 to 2015

#### What about video, is it popular?

64% of all the world's internet traffic was video content in 2014

#### What about looking forward?

80% of global Internet consumption will be video content by 2019

#### Tinder

Social Media integration used for matches

#### **OKCupid**

Long questionnaire used for matches

#### HowAboutWe, eHarmony

Long + lengthy onboarding process in order to make club exclusive

#### **SnapChat**

Short video snppets, centered around video, video dissapears after 24 hours

So many others...

Match.com, Coffee Meets Bagel, Hinge, Hitch

#### COMPETITIOR ANALYSIS

#### Features

Short video snippets
Video snippets last 24 hours
User profiles with basic info
Simple intro questionnaire
Profile info used for matching
Videos viewable only by match
Most active get matched
Matches appear on main feed
Block users/report inappropriate videos/profiles
Chat

#### Positive Feedback

"Videos are a great way to break the ice." "Following SnapChat's business model is the way to go."

### Negative Feedback

"What about privacy?"
"How will you make customers feel comfortable sharing videos?"

## Key Findings

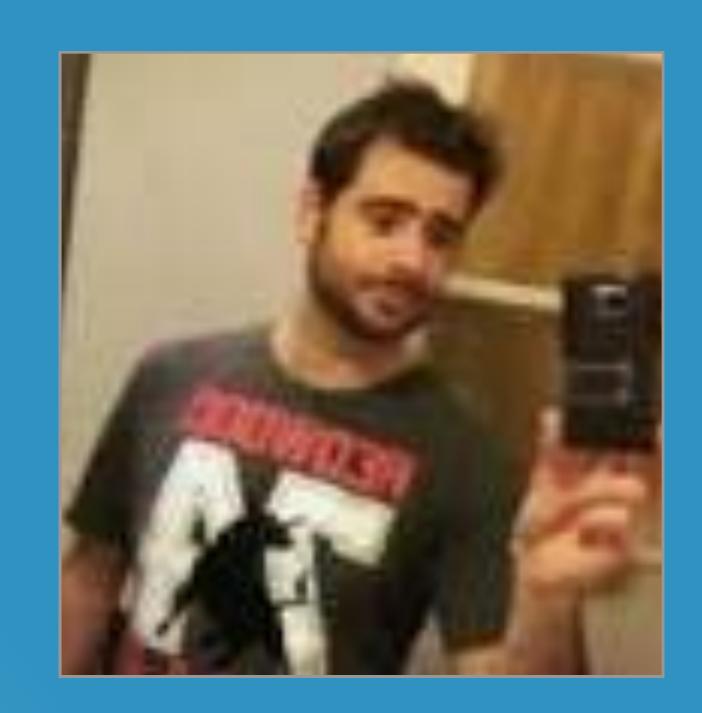
More than 75% think it's difficult to start a conversation

More than 70% would be comfortable sharing video

Less than 40% care about user profiles

#### BOB O'NEAL

23
Single
Long Island
Software Engineer



Bob is a recent college graduate who jumped right into the real world. In college, Bob was in a fraternity so it was easy for him to socialize with many people. However, now that he is in the "real world," meeting new people is difficult.

Bob has been very hesitant about using dating apps because he feels as though people might make fun of him for using them. However, he is very active on social media. He thinks Tinder is cool and loves using SnapChat and YouTube.

#### PERSONA 1

#### JENNY PERRY

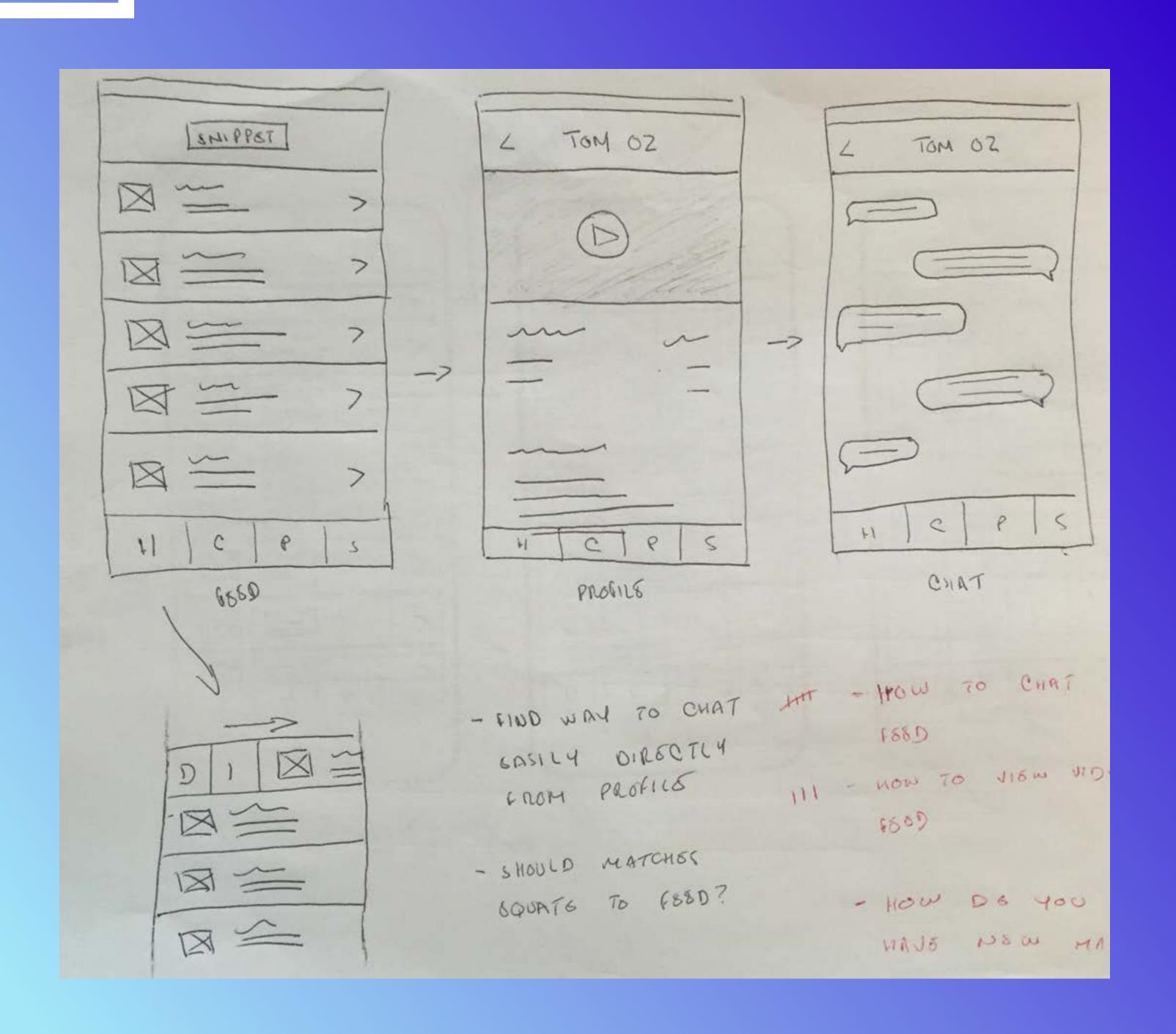


23
Single
Manhattan
Product Marketing Manager

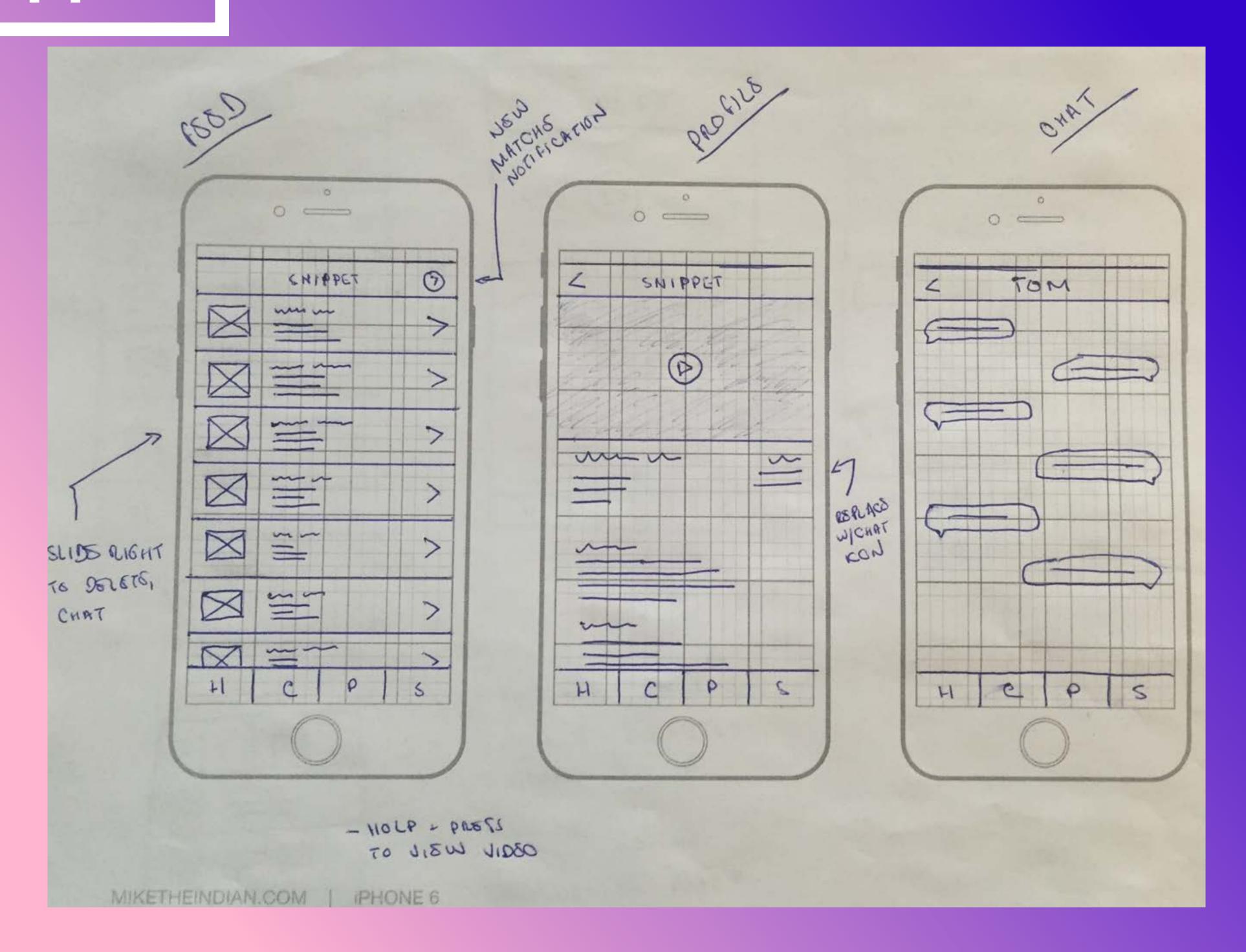
Jenny is a recent college graduate who now works in the busy streets of New York. She usually goes out with her co-workers and friends from whom she has met in the city. Jenny is a very outgoing problem and loves making new friends.

Jenny does not use dating apps or websites and is not very active on social media. She is a busy woman who is constantly on the go, so sitting down and spending a lot of time on her phone is not something she does often.

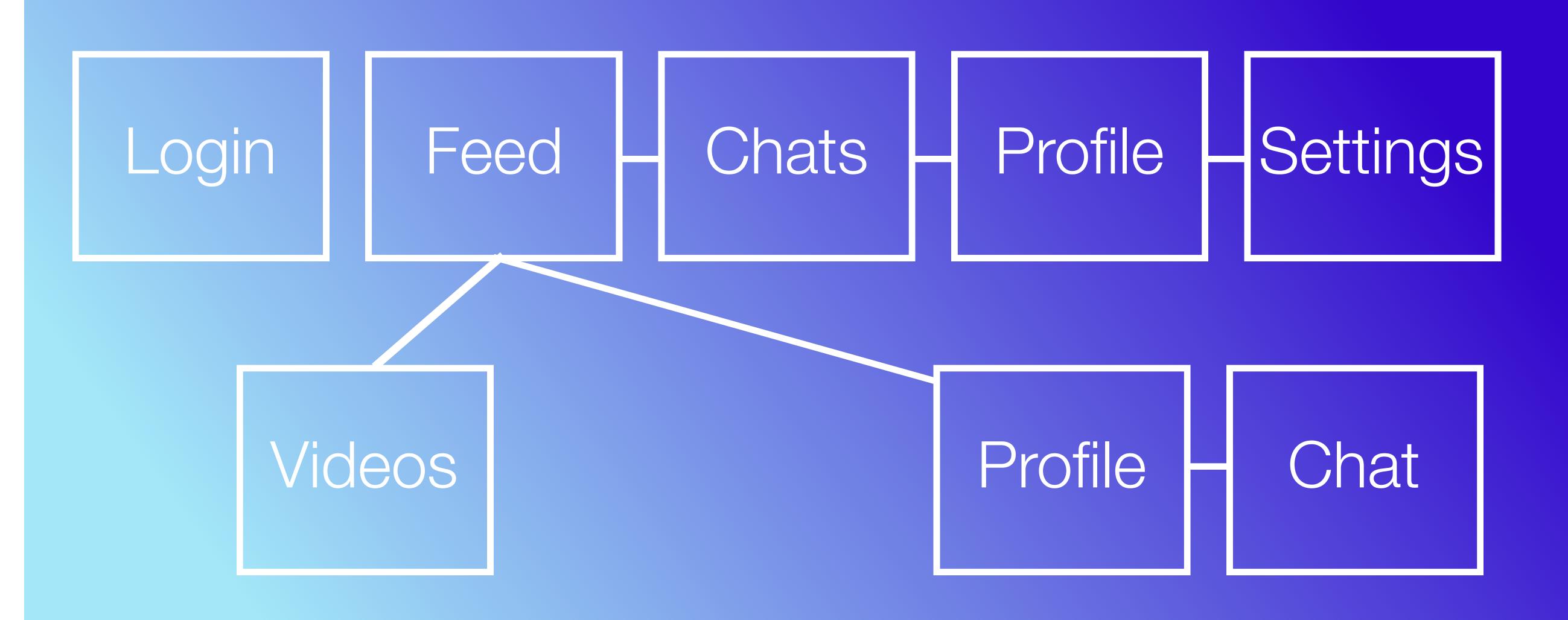
#### PERSONA 1



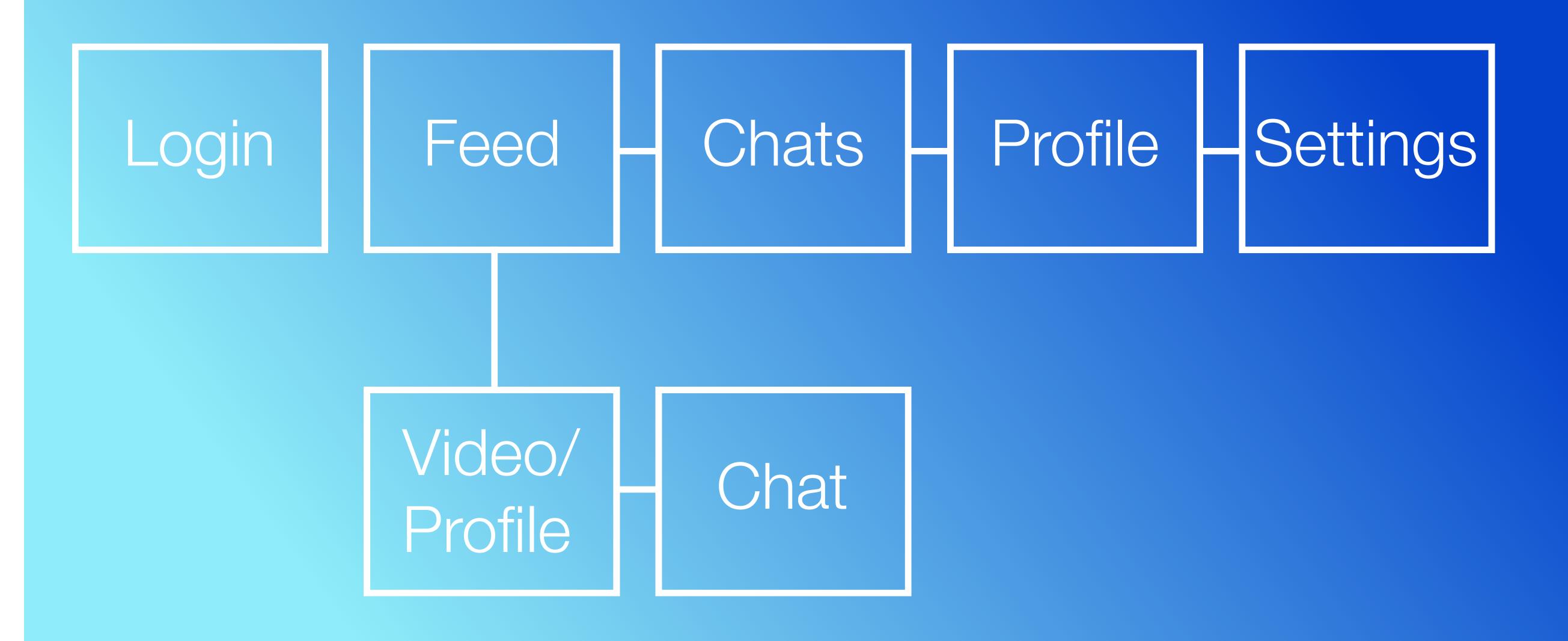
#### DESIGN PROCESS - SKETCHES



DESIGN PROCESS - SKETCHES



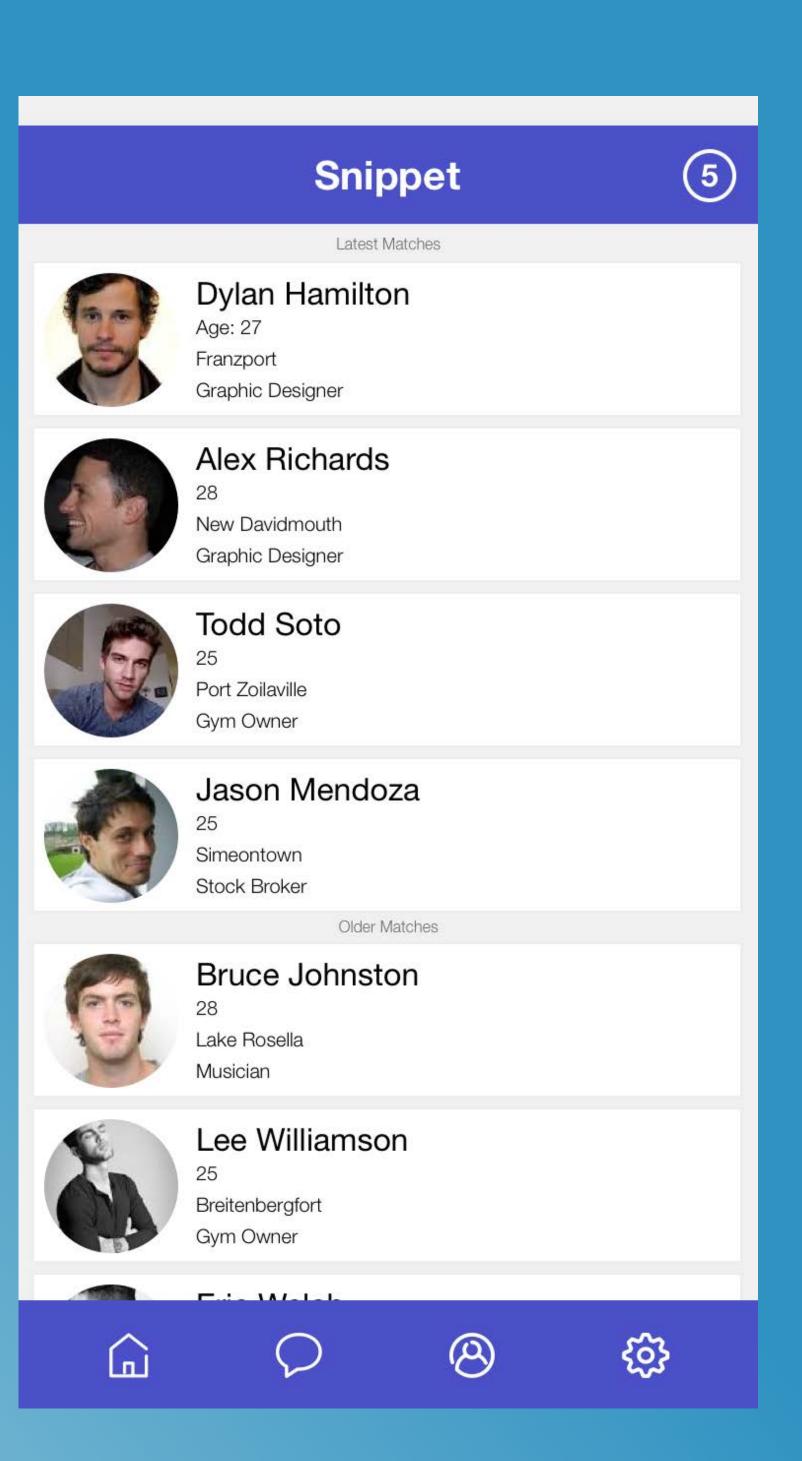
DESIGN PROCESS - JOURNEY

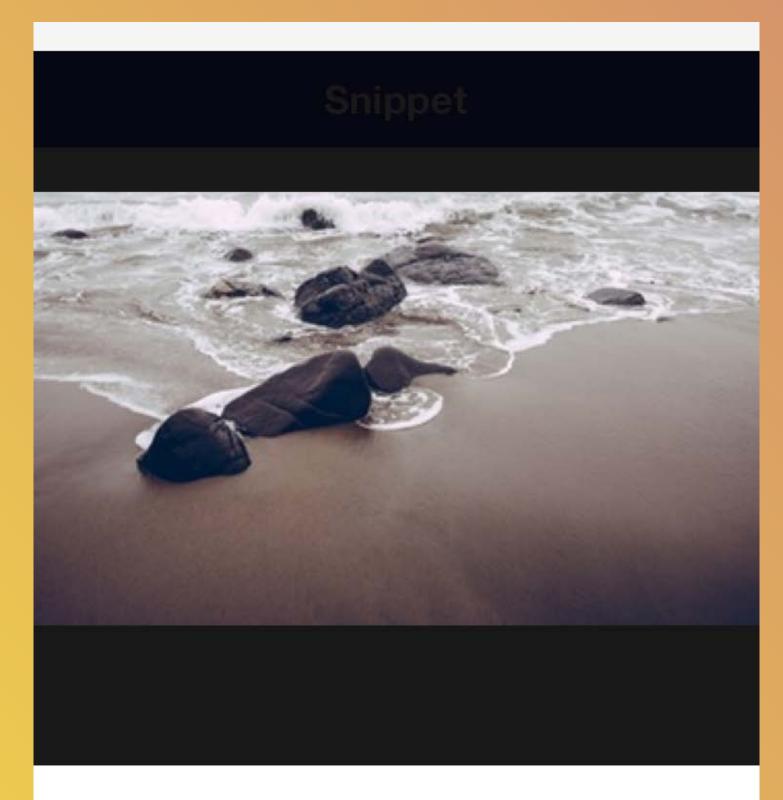


DESIGN PROCESS - JOURNEY

Snippet E-mail Password Login Forgot Password? Need an account?

Snippet We'll send you a link to renew your password. Email Send





#### **Dylan Hamilton**

Age: 27 Franzport Graphic Designer

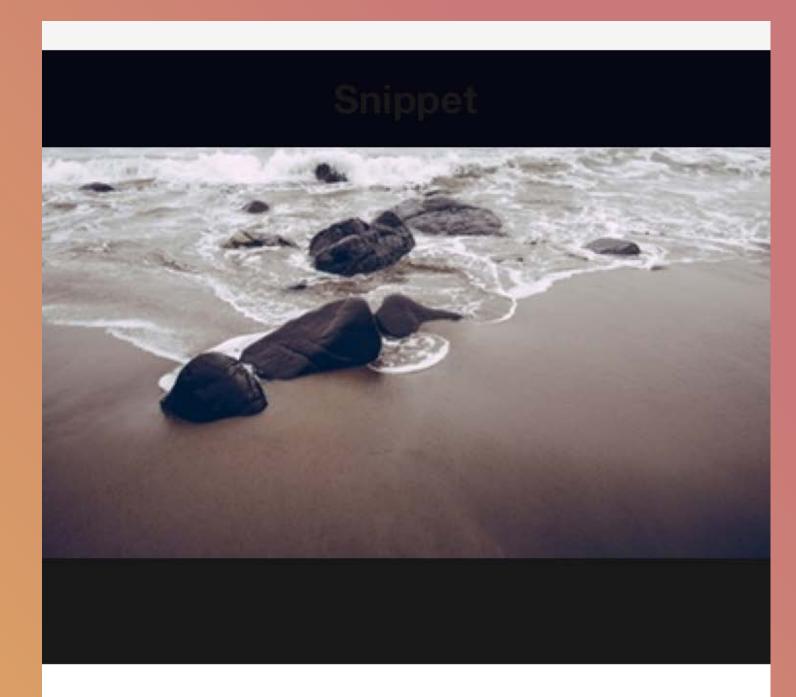


#### Bio

Hi there. My name is Dylan but my friends call me Dyl. I like to go to the beach, I like to read books, and I like to go on adventures.

#### **Looking For**

I'm looking for someone who likes to go on adventures. I'm



#### **Dylan Hamilton**

Age: 27 Franzport Graphic Designer

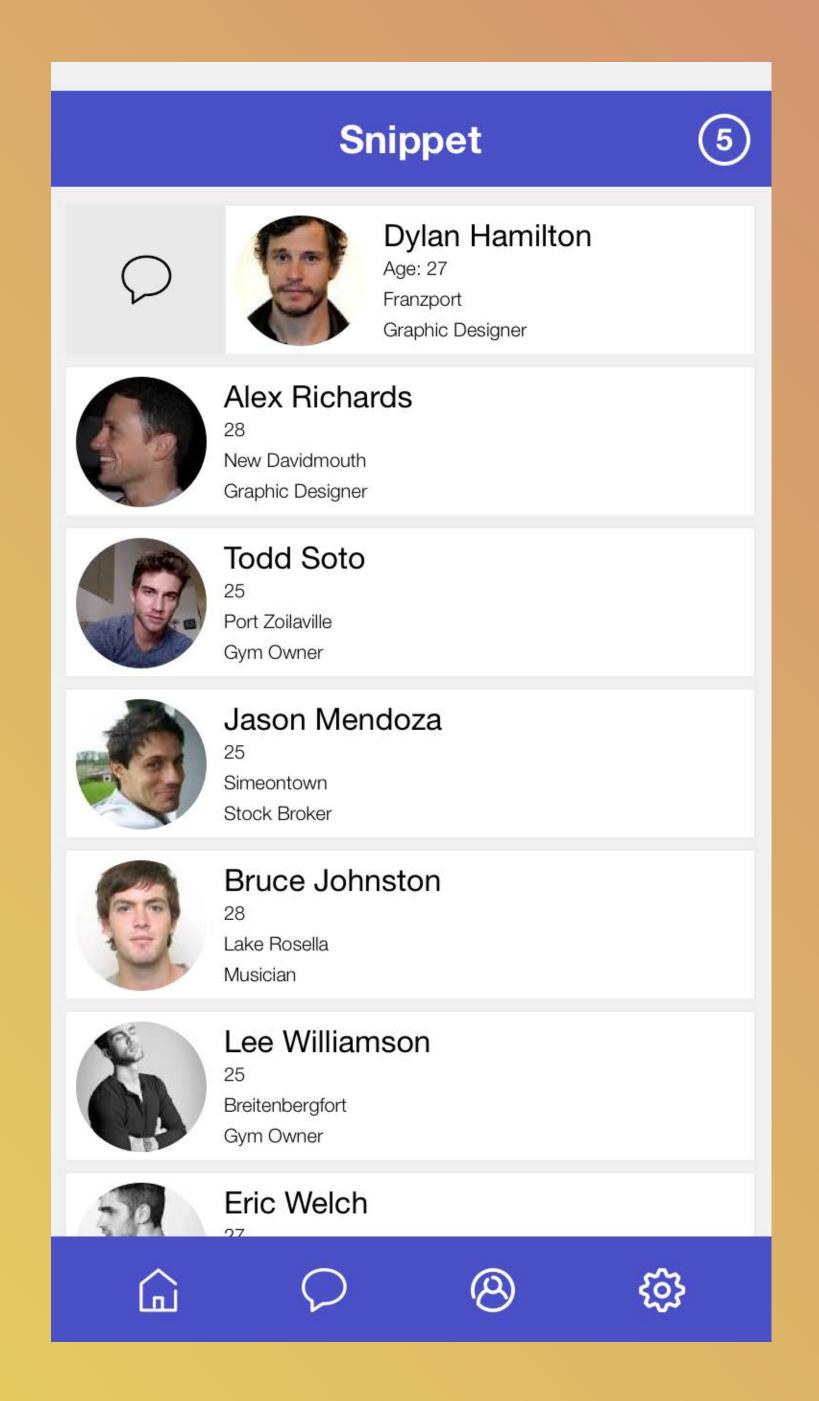


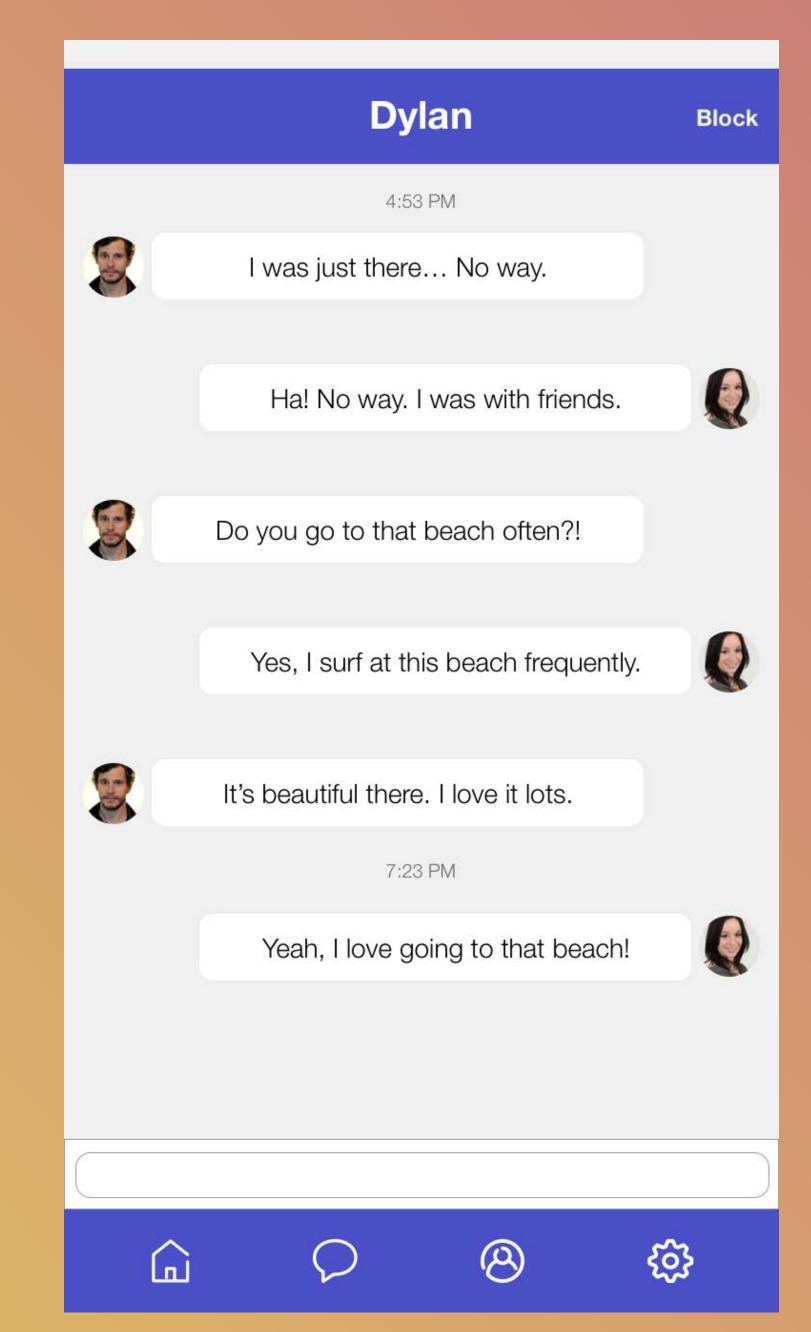
#### Bio

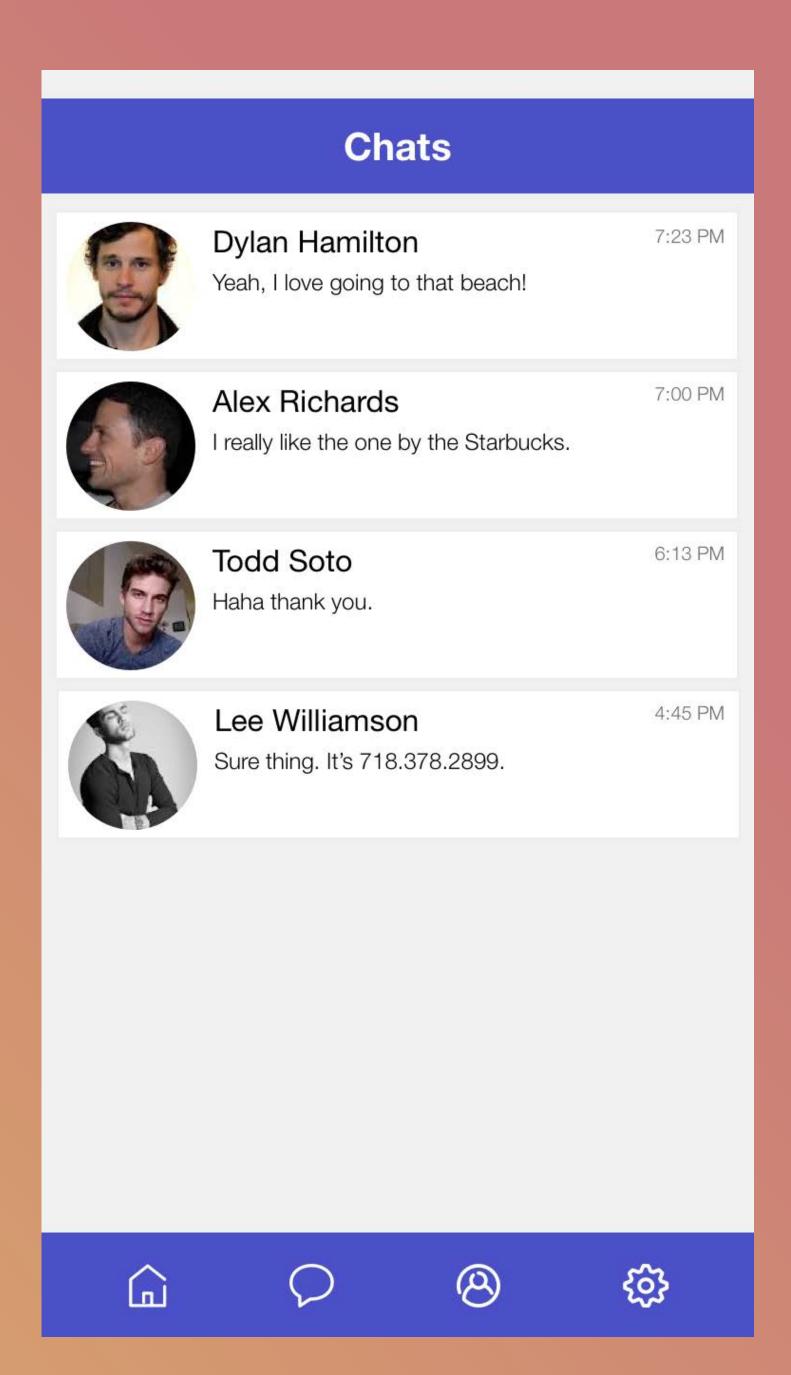
Hi there. My name is Dylan but my friends call me Dyl. I like to go to the beach, I like to read books, and I like to go on adventures.

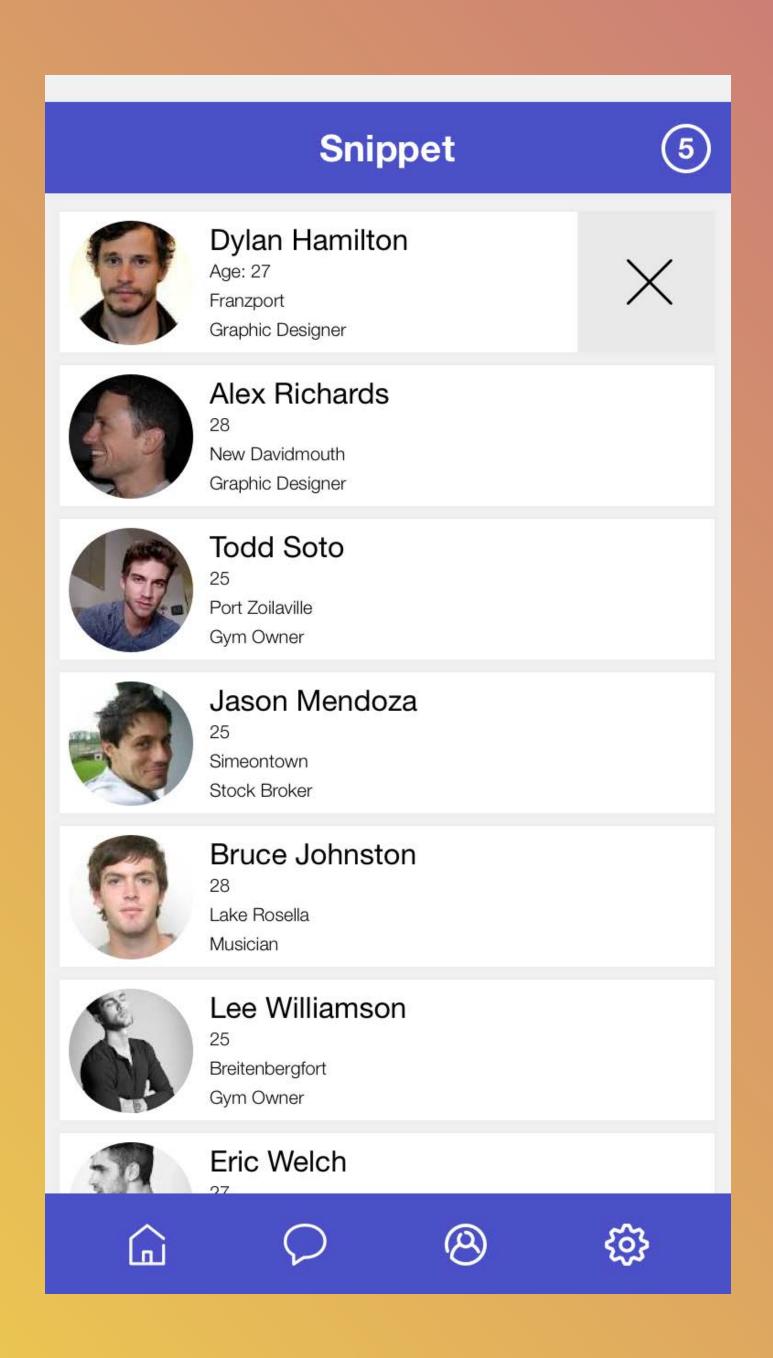
#### **Looking For**

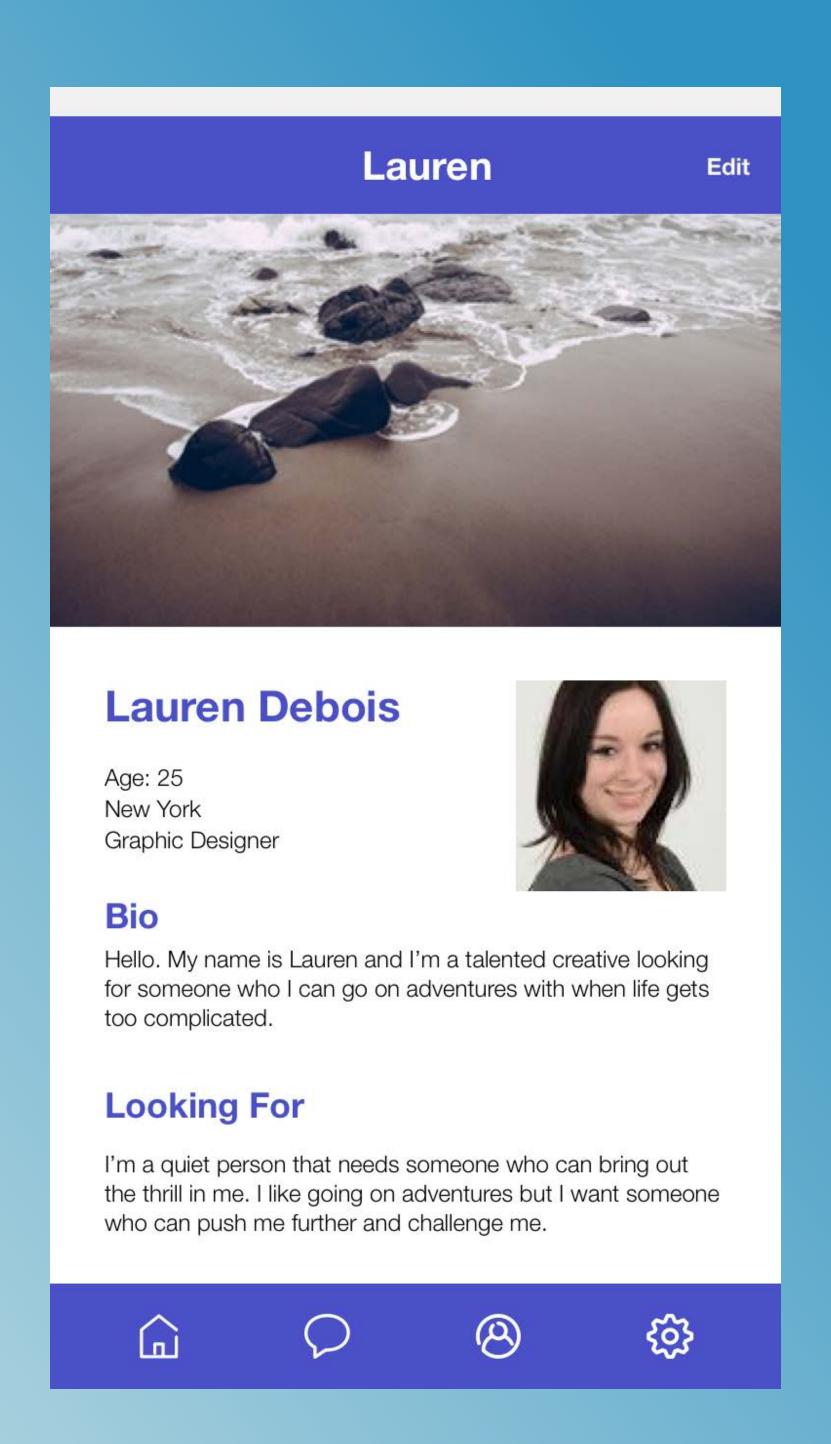
I'm looking for someone who likes to go on adventures. I'm looking for a girlfriend who likes to laugh, who likes to do a lot of different things.











# Prototype