

TEAM U.M.

#Accessibility

#AutomatedVehicle

Spring 2022



IACT 370

PROCESS BOOK

# Our Team



**Alicia Silhavy**

Project Lead



**Kate Lupica**

Visual Lead



**K Kim**

IXT Lead



**Garrett Grainger**

Prototype Lead



**Leo Cayuela**

Research Lead



## Problem

Disabled individuals make up fifteen percent of the world's population, yet they face daily struggles finding independent, reliable transportation. Disabled individuals report feelings of distrust in car manufacturers. This distrust is rooted in fact: car manufacturers admit to a lack of inclusive and accessible design processes stemming from a lack of available data on disabled individuals. Disabled populations are ready to share their information in exchange for inclusive transportation.

## Solution

Teko is an enterprise solution for accessible automotive user testing. Corporate manufacturing partners gain access to the dedicated user testing audience, create tests and activities, view global data, gain natural language insights, and consult with Teko's certified experts. Complete tests and activities in a gamified format, allowing data to be exchanged for real-world points. These data points are then compiled, resulting in easy-to-understand natural language insights – providing designers with the discoveries, not the data.

## Features

- Teko Team consulting
- User Testers
- Test access
- Gamified point system
- Monetary rewards
- Data privacy insights

- Enterprise
- Test creation
- Natural language insights
- Business intelligence tool integration
- Data visualization
- Accessibility certifications



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Preliminary  
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Concept  
Ideation

04

User Testing

05

Final  
Refinement

01

# PROBLEM SPACE

#TARGET AUDIENCE

# PRELIMINARY RESEARCH

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05

**How can we make Autonomous Vehicles available to disabled people?**

**Why aren't they already using AVs?**

**Self-driving technology exists, but it isn't  
being design for disabled populations.**

## ACADEMIC

Disabled individuals were promised autonomous vehicles but are still waiting.

## SOCIAL

Users hold distrust in autonomous vehicles.

## MARKET

There are few transportation options catered to the disabled as AV manufacturers do not have them in mind.



“Waiting until a product is ‘finished’ to start thinking about accessibility is like completing construction of a skyscraper and then tearing part of it down to install an elevator”

**Haben Girma**



**How might we connect disabled people and autonomous car manufacturers to create a mutually-beneficial, inclusive design process?**

# Cassandra

38, San Francisco

Full-Stack Engineer at Invio

FAMILY-FOCUSED

INDEPENDENT

## Motivation for a Vehicle

Personal independence and support for her daughter

## Why no car?

Does not feel safe or trust vehicle manufacturers



# Cassandra

38, San Francisco

Full-Stack Engineer at Invio

FAMILY-FOCUSED

INDEPENDENT

## Frustrations

- Unsure **how to voice problems** in an impactful way
- **Reliant on partner** or public transportation to her to PT and volunteering
- Tired of **generic solutions** that require extra work on her part to customize and implement into daily life



# Walter

69, Evanston Illinois

Head of Engineering + Innovation at Ford

COMPASSIONATE

STUBBORN

## Design Motivation

Creating enjoyable products that connect people

## Loyalty to Process

Has worked in the same industry for many years, doing the same process with good results



# Walter

69, Evanston Illinois

Head of Engineering + Innovation at Ford

COMPASSIONATE

STUBBORN

## Frustrations

- **Hesitant on bringing new ideas** because he does not want to upset his work-life balance by taking on a large project.
- Afraid of being **insensitive to accessibility** issues.
- Lacks knowledge about what being disabled is like on a day to day basis. **Does not truly understand** since has lived his whole life without any disabilities.



# MARKET RESEARCH

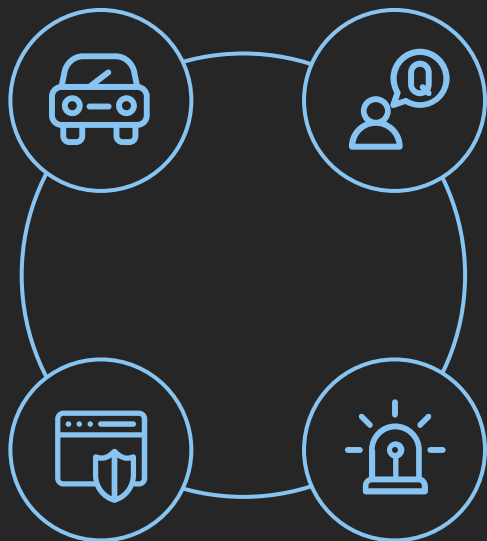


## **Uber WAV**

Affordable rides in WAV  
Specially trained drivers through  
a third party

## **Non Emergency Medical Transportation**

Tools and experience to transport  
disabled  
Only supports going to and from  
medical appointments



## **Paratransit / Dial-A-Ride**

On-demand, door-to-  
-door transportation service  
Allows travel to medical  
appointments, meetings, errands,  
Etc.

## **Volunteer Transportation Programs**

Offered by some non-profit and  
faith-based organization  
Drivers provide own vehicles for  
passengers to get to medical  
appointments or other  
important destinations

## MARKET STRENGTHS



**Helpful in  
Dire Situations**



**Relatively  
Personable**



**Beneficial for  
Niche Audience**



## MARKET STRENGTHS



**No  
Independence**



**Limited  
Availability**



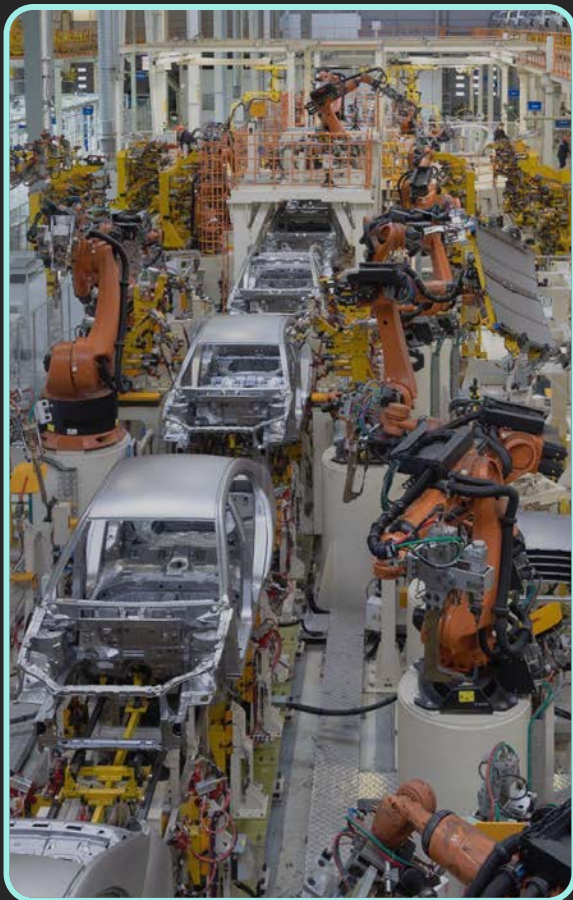
**Lacks  
Inclusivity**



**Inconvenient**



**Unreliable**



CURRENT SOLUTIONS

#Market

# Solutions Exist

Majority of transportation accessibility problems can be solved when autonomous vehicles are utilized.

KEY GAPS

#Market

#Pain Point



TRUST

COMMUNICATION AND MARKETING

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KEY GAPS

#Market

#Pain Point



TRUST

+

COMMUNICATION  
AND MARKETING

= LIMITED USE AND ADOPTION

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## RISKS



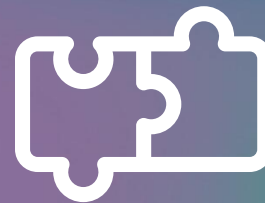
### ADOPTION

Users already have distrust, which is challenging to change



### LEGAL

Not all users are eligible for a license



### ADAPTATION

Challenging to shift existing mindsets, processes, products

## MARKET STRENGTHS



**Independence for  
User in Search**



**Expanding  
Potential  
Audiences and  
User**



**Benefit to  
All People**

**We believe that we can increase the accessibility and favorable perception of autonomous transit for disabled people.**

**We may achieve this result by connecting disabled people with autonomous transit manufacturers, simultaneously bridging experience design and marketing gaps.**

**We will have demonstrated success when the net promoter score (NPS) and adoption rate of autonomous transit options increases in disabled demographics.**

02

#PRIMARY RESEARCH

#USER DISCOVERY

# USER RESEARCH

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**What struggles do disabled people currently face with finding independent transportation?**

# Disability Agnostic

Focus on process, not on implementation

To understand why users feel disconnected from vehicle manufacturers and identify opportunities to bridge gaps.

User  
Interview

5

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Survey  
Response

Market  
Analysis

1

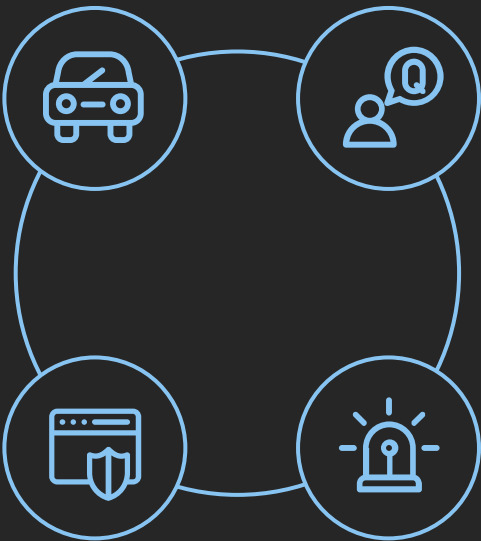
1

Expert  
Interview

# RESEARCH GOAL



How do disabled people transport themselves?



How do disabled people feel about purchasing accessible transportation?

How do disabled people feel about data privacy, in context of connecting user data to companies?

What pain points do disabled people have in transportation?

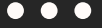
**23.8%**

*Disabled Users*

**62%**

*Urban,  
33% suburban, 5% rural*

# SURVEY KEY FINDING



Disabled people with a license know the same about autonomous vehicles as the general population.

Disabled people with a license are half as likely as the general population to be okay with data sales to other companies.

Disabled people with a license are about as likely as the general population to be okay with data collection for a company's own use.



60%

**Disabled Users**

users were more prone  
to use data protection

40%

**Non-Disabled,**

a significant amount  
used data protection



**70%**

**Disabled Users**

Less of them shared  
their data

**87.5%**

**Non-Disabled,**

More open about  
sharing data

User want their voice to be heard

Specific feedback on cars was far too unique from person to person

Users are interested in cars and transportation in general

Transportation issues extend outside of cars

Users aren't always familiar with what services they can use as accommodations

Companies are focused on the technology, not the why, taking focus off of users

Existing processes just don't care about inclusive design and are prompting a "total re-think"

Testing in cars and gathering user opinions is expensive and inaccessible, creating barriers to user research in automotive design

SURVEY DEMOGRAPHY

**1 BILLION**

Total number of disabled population, being 15% of total world population

**60.4%**

Of disabled population are car owners, potentially 604 million globally



EXPERT REVIEW

# Chuck Konfrst

Director User Experience  
@ Cox Automotive Inc.



**Accessibility is  
not a top priority  
due to the nature  
of the business**



**It's not easy to  
find disabled  
individuals to test  
with**



**Their company could  
do a much better job  
of exposing  
customers to  
accessible vehicles**

“Data would be enough motivation for us to design for accessibility if we could see the information and user need.”

|                       |                       |                     |                                     |  |                                |                        |                                     |                                      |                                |                              |
|-----------------------|-----------------------|---------------------|-------------------------------------|--|--------------------------------|------------------------|-------------------------------------|--------------------------------------|--------------------------------|------------------------------|
| commute               | scheduling difficulty | Current issues      | individual needs                    | wished for alternative transportation      | unpredictable weather          | helper uncertainty     | uncertainty behind public transport | lack of accessibility prioritization | limited testing audience       | Lack of exposure             |
| corporate greed       | lack of promise       | prioritizing profit | want to be a part of design process | not being heard                            | avoidance                      | potential data sharing | Blockers                            | limitations of current solutions     | limited choices                | limited personal vehicle use |
| limited rideshare use | current data sharing  | doubtfulness        | Data as a Motivator                 | lack of experience in accessibility design | lack of data privacy knowledge | lack of AV knowledge   | limited public transport experience | Driving experience                   | dismissiveness of corporations |                              |

# 32 Green Categories





# 13 Blue Themes

lack of  
education  
and  
experience

Limited  
Trust

Limited  
Availability

Need for  
personalization

Need for  
connection  
between users  
and  
manufacturers

Limited  
access to  
disabled  
people

# 6 Pink Insights



**Connect disabled drivers with accessible vehicles?**



**Provide incentives to car manufacturers to design inclusively?**



**Connect disabled users' data with car manufacturers?**



Educate disabled users on the transportation options available to them?



Provide transparency on the car manufacturing process?



Help disabled users feel that their voice is heard?

03

#CONCEPTUALIZATION

#PRODUCT-MARKET FIT

# CONCEPT IDEATION

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## Marketplace Solution



## User Data Solution

# Marketplace

Our business researches and  
scrapes for manufactures actively  
designing inclusively





# Marketplace

We provide end users (disabled people) with vetted car options tailored to their disability through their input



# Marketplace

The website contains ways for disabled users to provide feedback and comments for other users and manufacturers



MARKETPLACE

View-Only

KBB

AMS Vans

General Population

Disabled Population

Superior Van

Automotive  
Forums

Us

Connected Community

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# #1 How Might We



How might we:

Connect disabled drivers with accessible vehicles?

Answer:

By providing easy to access lists of vehicles that meet their accessibility needs.



## #2 How Might We



### How might we:

Connect disabled users' data with car manufacturers?

### Answer:

By creating an open forum that manufacturers can easily research



# #3 How Might We



## How might we:

---

Provide incentives to car manufacturers to design inclusively?

## Answer:

---

By promoting cars with accessibility modifications / requirements



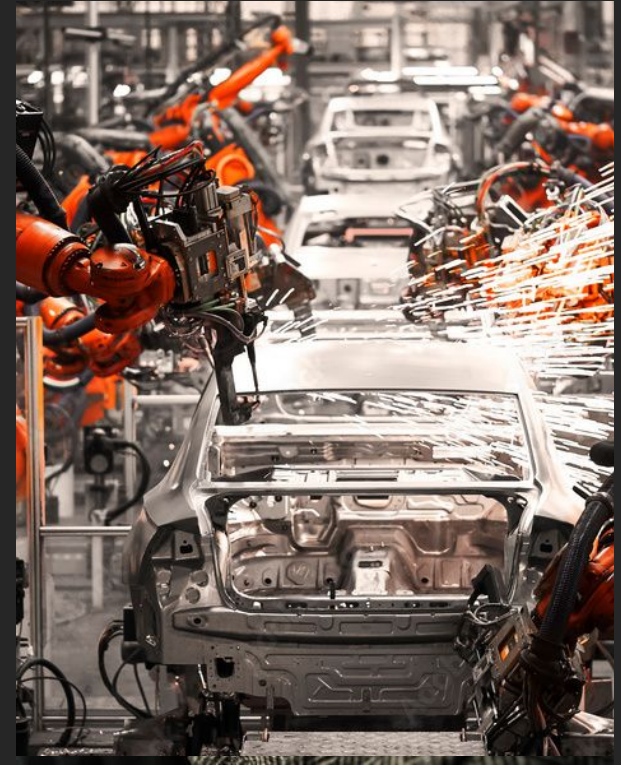


## User Data

Disabled users are able to enter the platform and complete pre-determined, bulk-created user testing activities

# User Data

Data from these activities are given  
to car manufacturers







# User Data

Reward system in place for users

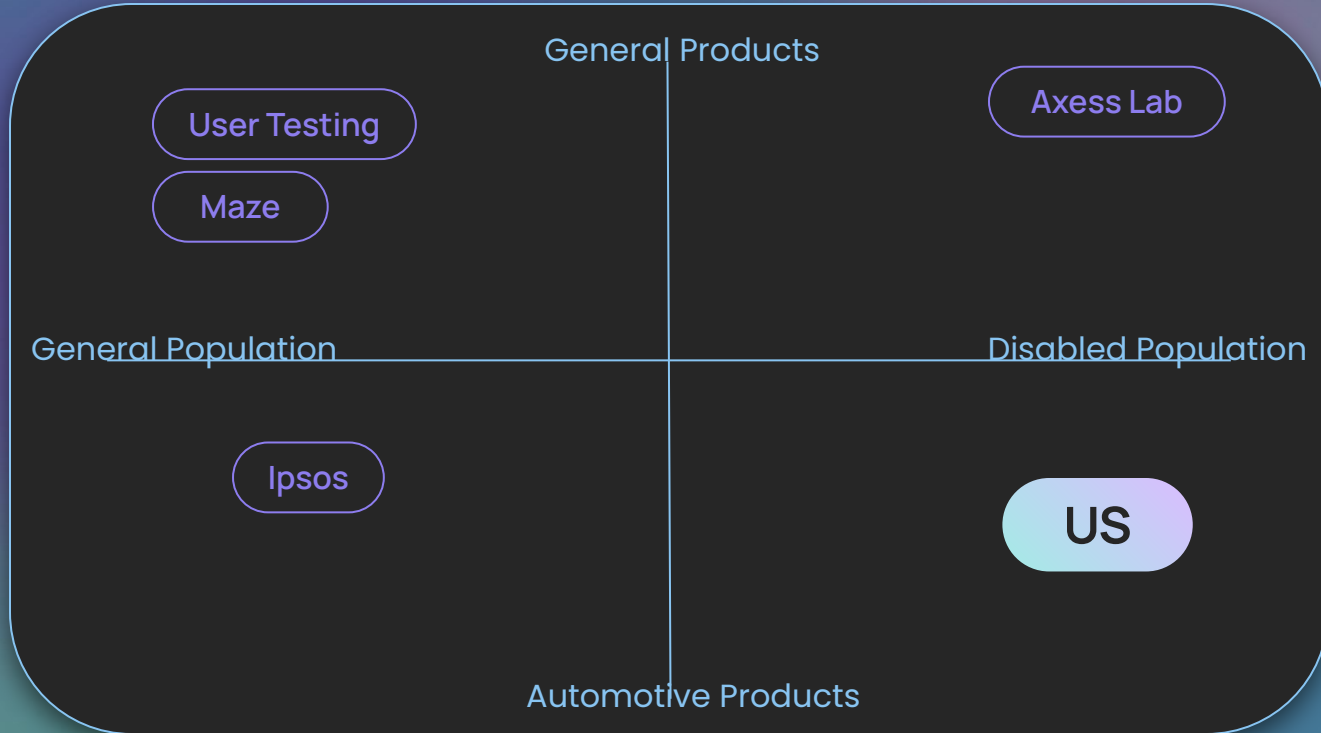


# User Data

Users can see who is collecting data and how their data is being used



## COMPETITOR ANALYSIS



**HMW**

Connect disabled drivers with accessible vehicles?

**BY**

By showing them which companies are listening to their data

**HMW**

Connect disabled users' data with car manufacturers?

**BY**

By providing activities and testing for users directly within the target audience to complete

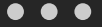
**HMW**

Provide incentives to car manufacturers to design inclusively?

**BY**

By making it easy and accessible

# Ideal Direction



A combination of both

Using both user testing to  
create data and marketplaces  
to reward manufacturers

# Pursuing a user data focused approach

# TIES TO THEMES

Education and  
trust through data  
transparency

Personalization  
through  
connections to real  
requests

Improved usability  
processes through  
access to data and  
feedback



## Positive Perception + Trust

Increased  
favorable  
perception and  
trust of automotive  
industry in  
disabled  
populations

## Accessibility

More accessible  
features in  
mainstream  
vehicles

## Car Ownership

Increased disabled  
people, who are  
eligible, owning  
cars

04

#REFINEMENT

#PRODUCT DISCOVERY

# USER TESTING

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## CARD SORT

Understand what question types we need to offer

5

## A/B TEST

Understand and improve our Info Arch and overall UI

13

## EXPERT PROBE

Understand how to group and rank data insights for companies

7

|  |             |
|--|-------------|
| ptom}}.                                | 4.571428571 |
|  | 4.428571429 |
| during {{driving event}}.              | 4.285714286 |
|  | 4.142857143 |
|  | 4           |
| somewhat okay (3) during               | 4           |
|  | 4           |
| disabled user testers who have a       | 4           |
| rs with driver's licenses for          | 3.857142857 |
| ensory accommodations.                 | 3.857142857 |
|  | 3.857142857 |
| led user testers who have a            | 3.857142857 |
| areas.                                 | 3.857142857 |
| n driver's licenses for {{feature}} is | 3.833333333 |
| se is 40 years old.                    | 3.428571429 |
| p}} in disabled user testers with      | 3.428571429 |
| eurological accommodations.            | 3.285714286 |
| years old.                             | 3.285714286 |

## USER TESTING

#Methods

# Data Expert Cultural Probe

- Asked business and data experts to rank lists of insights
- Applied insights to enterprise-facing data visualizations

## Business professionals value most:

Who has a driver's  
license, has a  
disability, and who  
has a car

What symptom(s)  
people experience

How people feel  
during specific  
parts of the driving  
process

Trend reports  
(there are more  
users with x  
symptom)

Net promoter  
scores for given  
brands, features,  
and experiences

# DATA EXPERT INSIGHTS



Business professionals value least:

Where users are  
from



The age of drivers



How users compare  
features against one  
another

Users  
overwhelmingly  
prefer natural  
language insights  
to raw data

Demographics are  
important in  
research

Users want to be  
able to create their  
own tests

Users mostly have  
interest in data  
that doesn't fall  
within the  
disabled/driver's  
license  
demographic

Users are  
interested in both  
mean- and  
mode-based  
averages

columns. Cards should be ranked into columns, ranked vertically, and color coded.



## USER TESTING

#Methods

# Card Sort

- Asked users to sort common questions by difficulty, importance, and answer modality
- Applied insights to test creation options and pre-sets



## CARD SORT INSIGHTS

Ranking is best for  
understanding  
brand opinions

Check all that  
apply work well for  
sensory support  
needs and for  
diagnosis and  
symptoms

Users prefer fill in  
the blank for  
demographic  
related questions

Car ownership  
status can best be  
determined by a  
multiple choice  
question

Short answer free  
response was  
perceived as being  
the most difficult  
across question  
categories



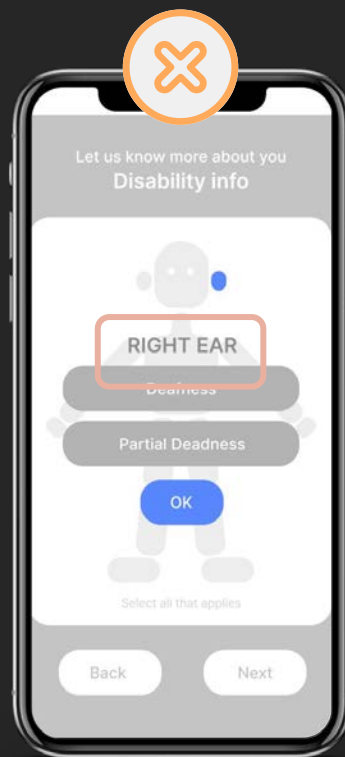
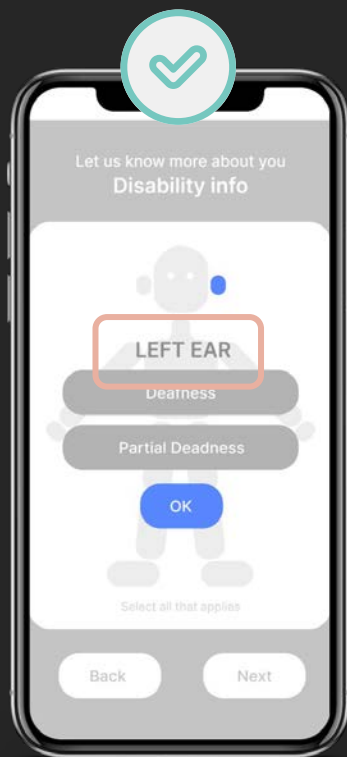
USER TESTING

#Methods

# A/B Testing

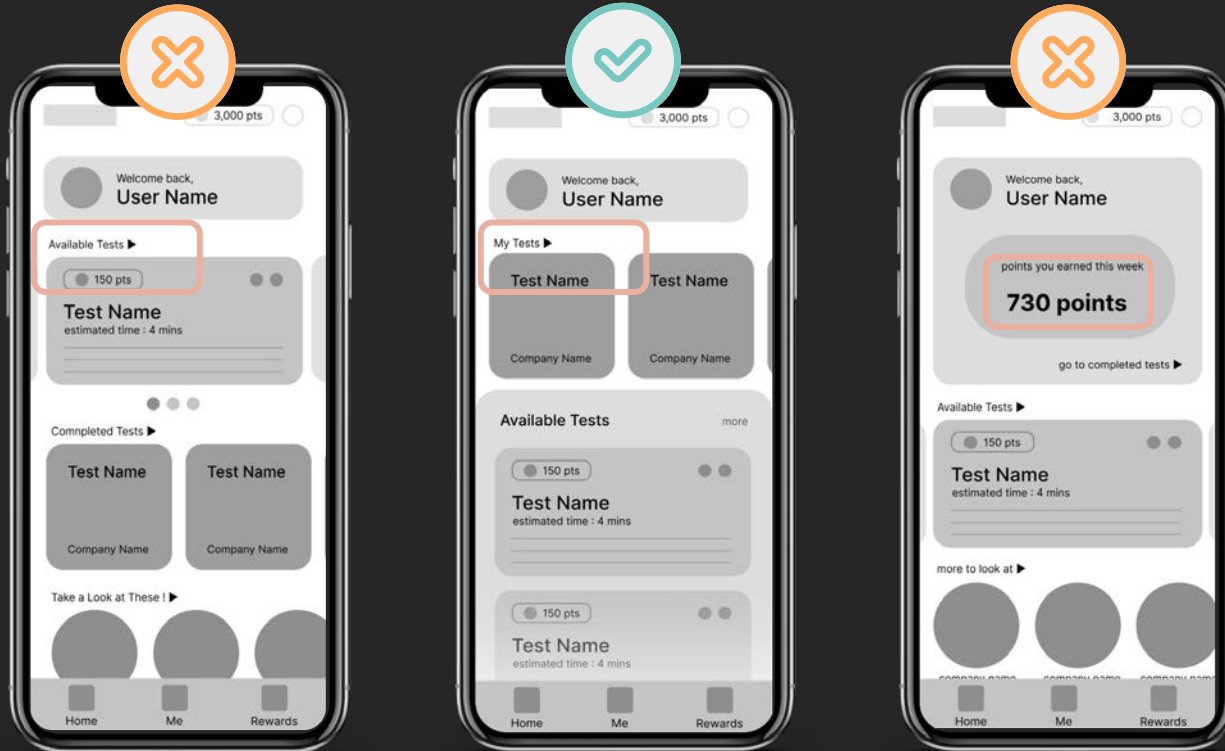
- Gave users pairs and sets of screens
- Took votes and notes to find preferences
- Applied preferences directly

# Users want convenience over logic.

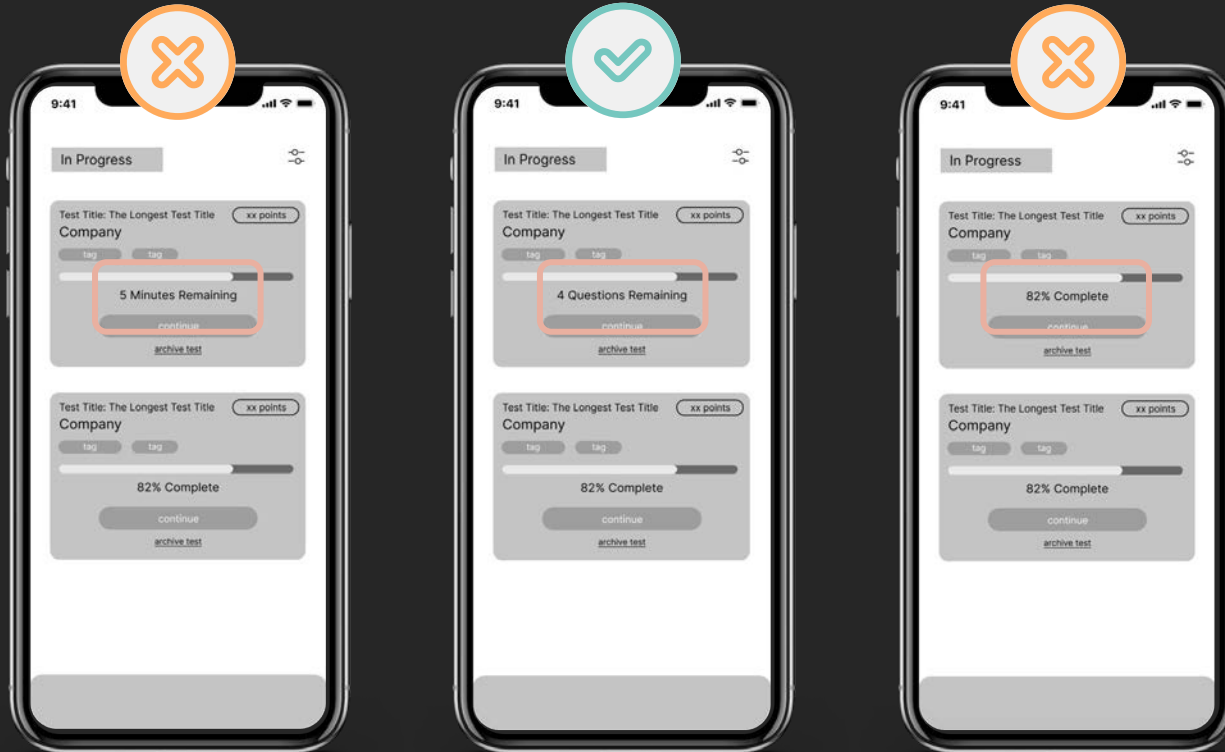


# Test relevance is more valued than test history.

...



Users would all like to keep track of test progress, preferably by questions remaining.



Users prefer tagging as a granular way to classify information.

...



Users can be motivated by point system.

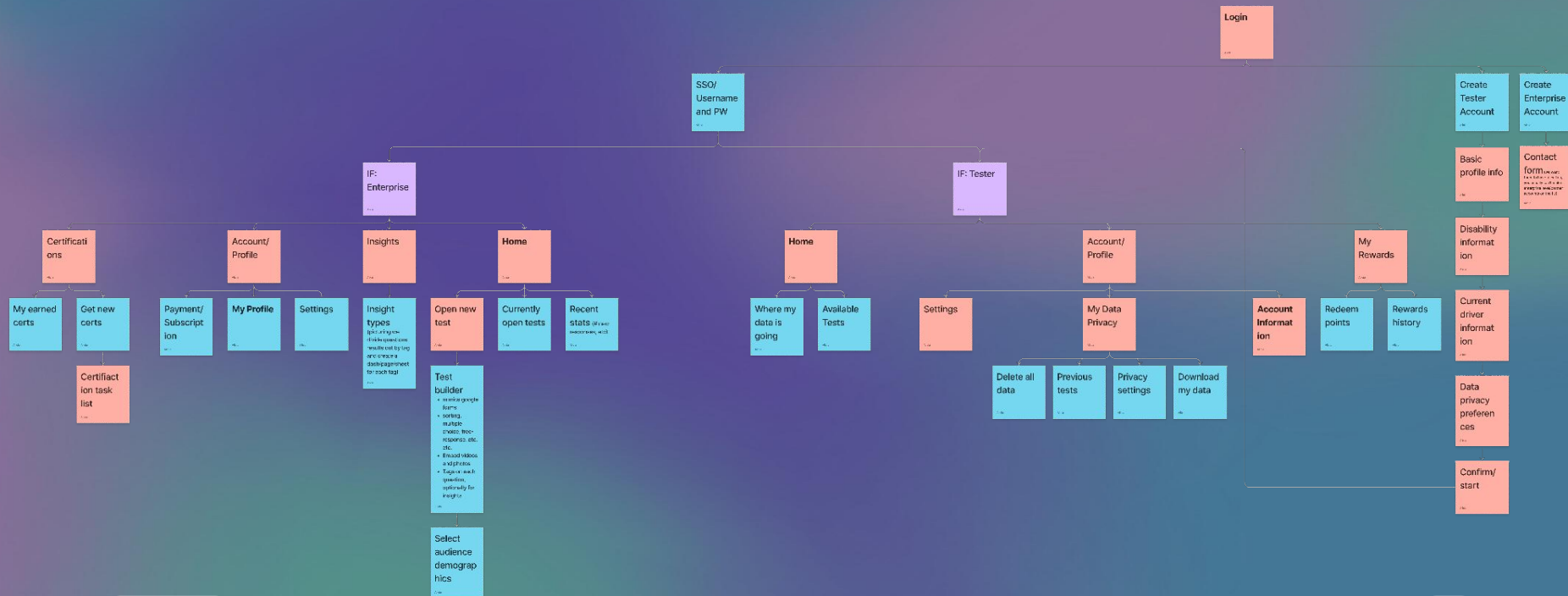
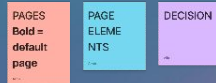
Participants feel data security/privacy is not relevant since information can be easily found on other platforms.

Old/Test history should be available but not necessarily a top level item.

People care about helping small businesses.

Users do not want repetition.

# BLUEPRINT





05

#LOOK BOOK

#POSTER

# FINAL REFINEMENT

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TWO AUDIENCES

#Producer

#User



**ENTERPRISE**

**USER TESTERS**

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# ENTERPRISE



Create Tests



Complete To-Do Lists  
for Certificates



Earn Points towards  
Certificates for Interaction



View Data in Insights



# USER TESTERS



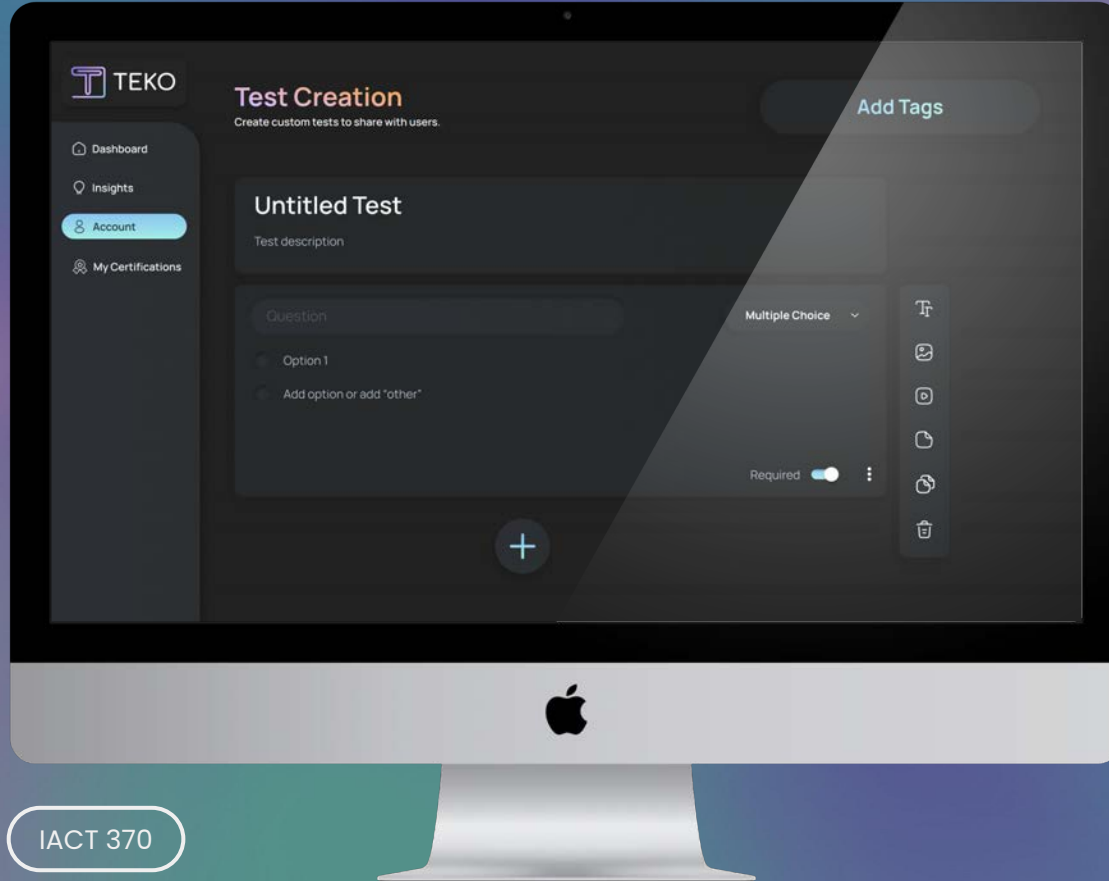
Complete Tests for  
Points

Redeem Points for  
Gift Cards

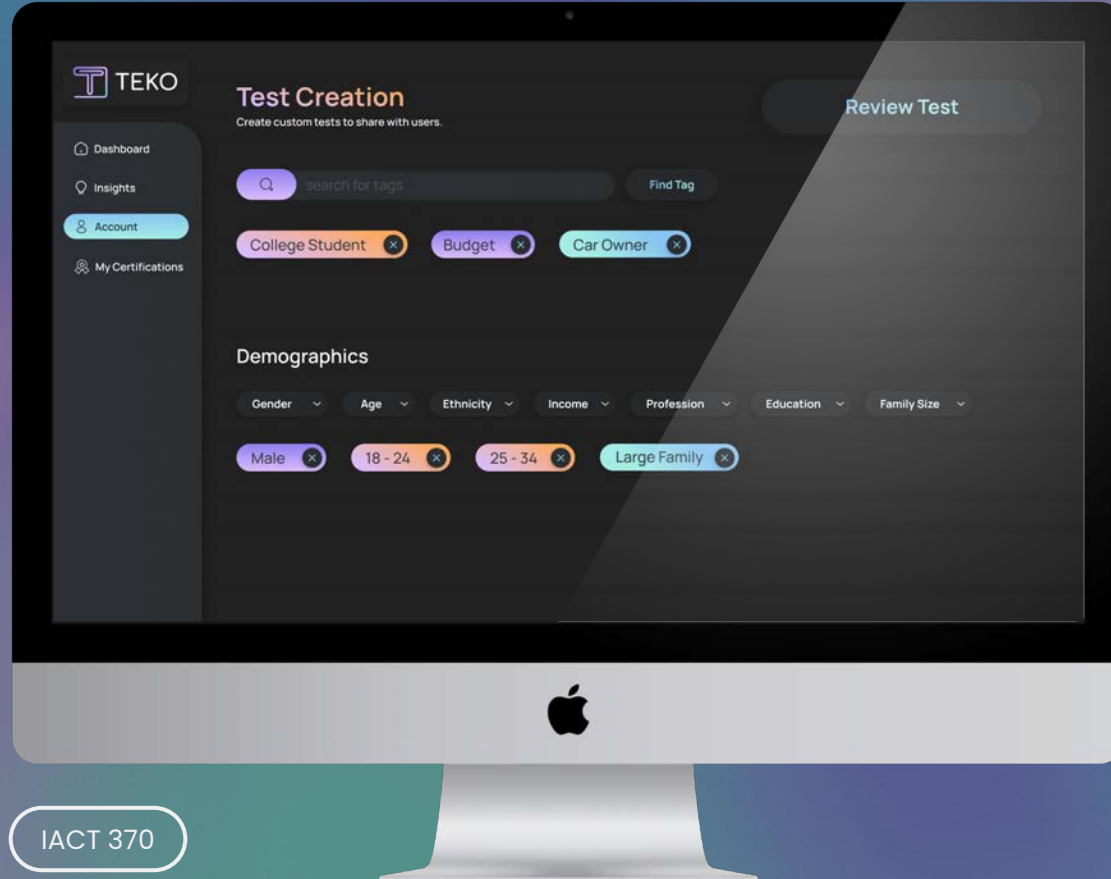
View Which Companies  
are Using Their Data



User create new test







User tag each question

User set demographics  
and send for input

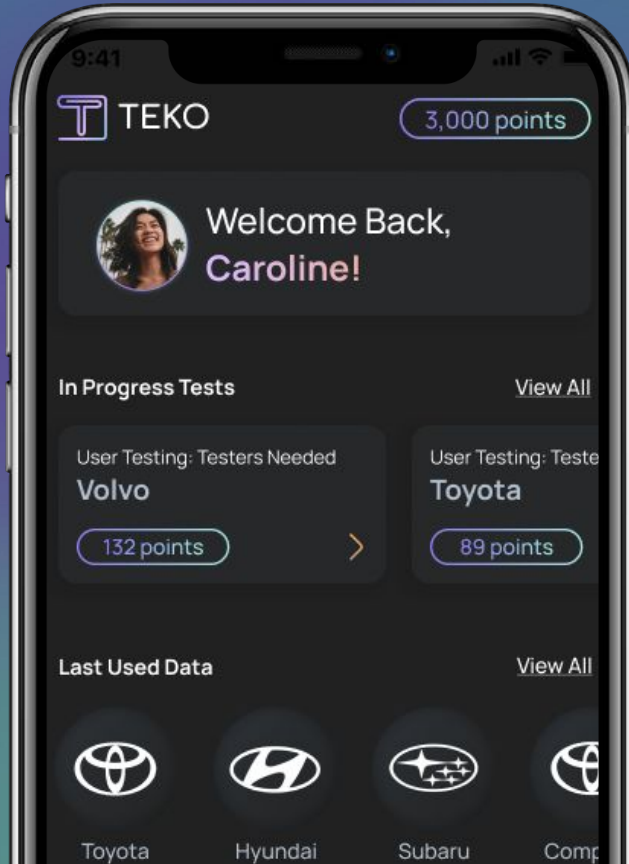
User gather insights in  
data lakes and insights



USER JOURNEY

#USER TESTER

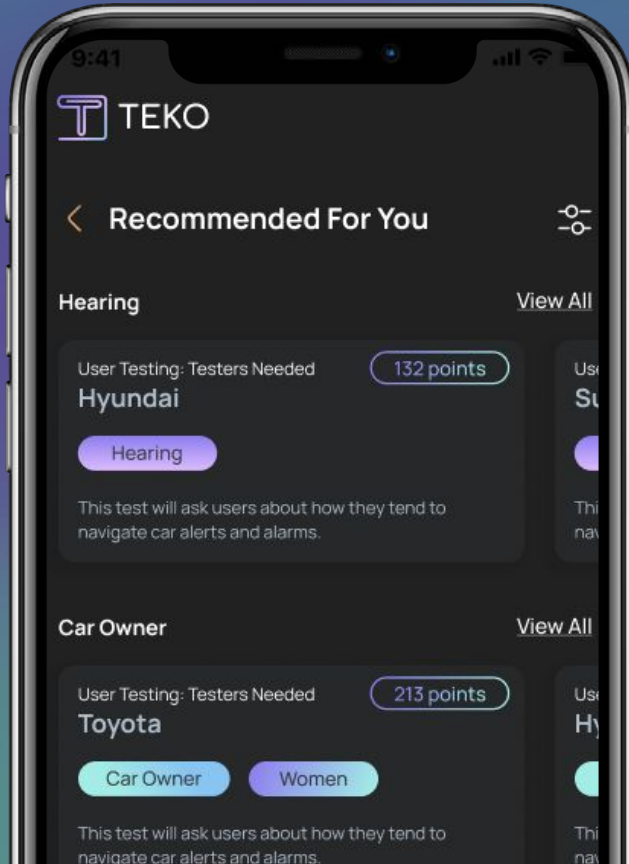
AS A USER TESTER, USER CAN COMPLETE TESTS



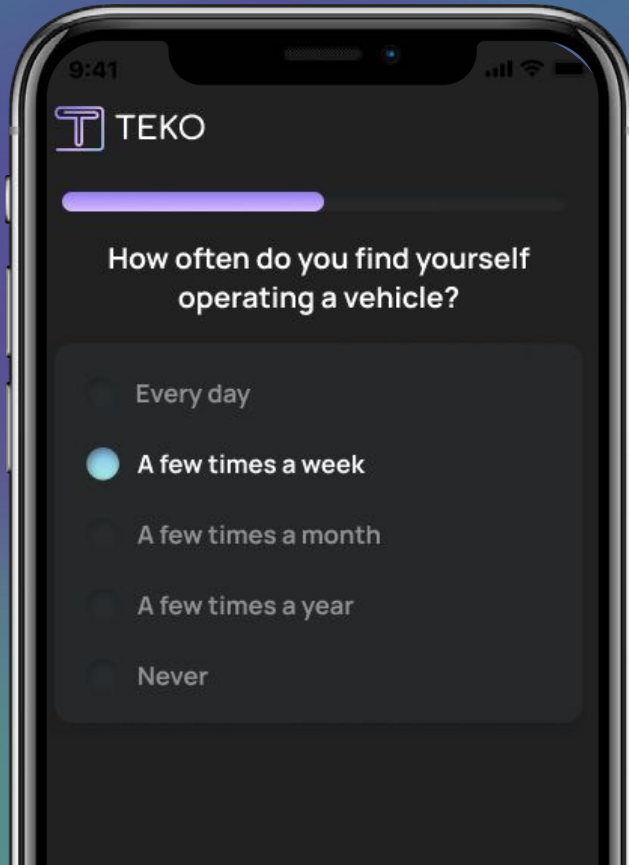
User open the app

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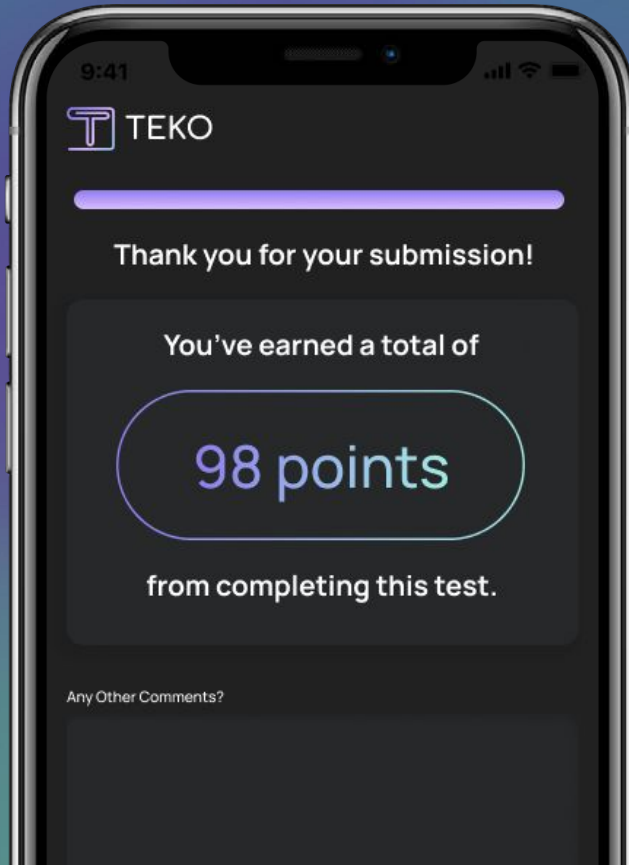
91



User finds a test  
recommended for them

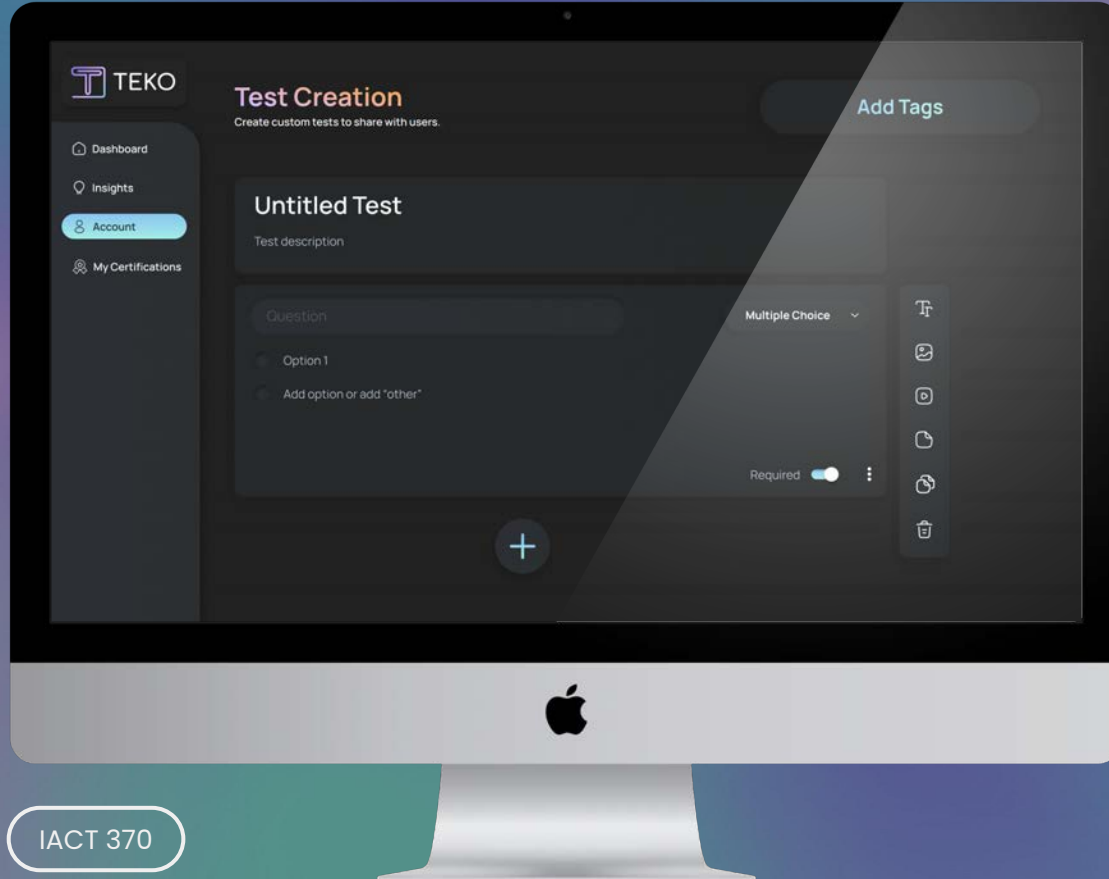


User answers the questions in test provided



User earns points as  
reward of participation

User create tests,  
earning points

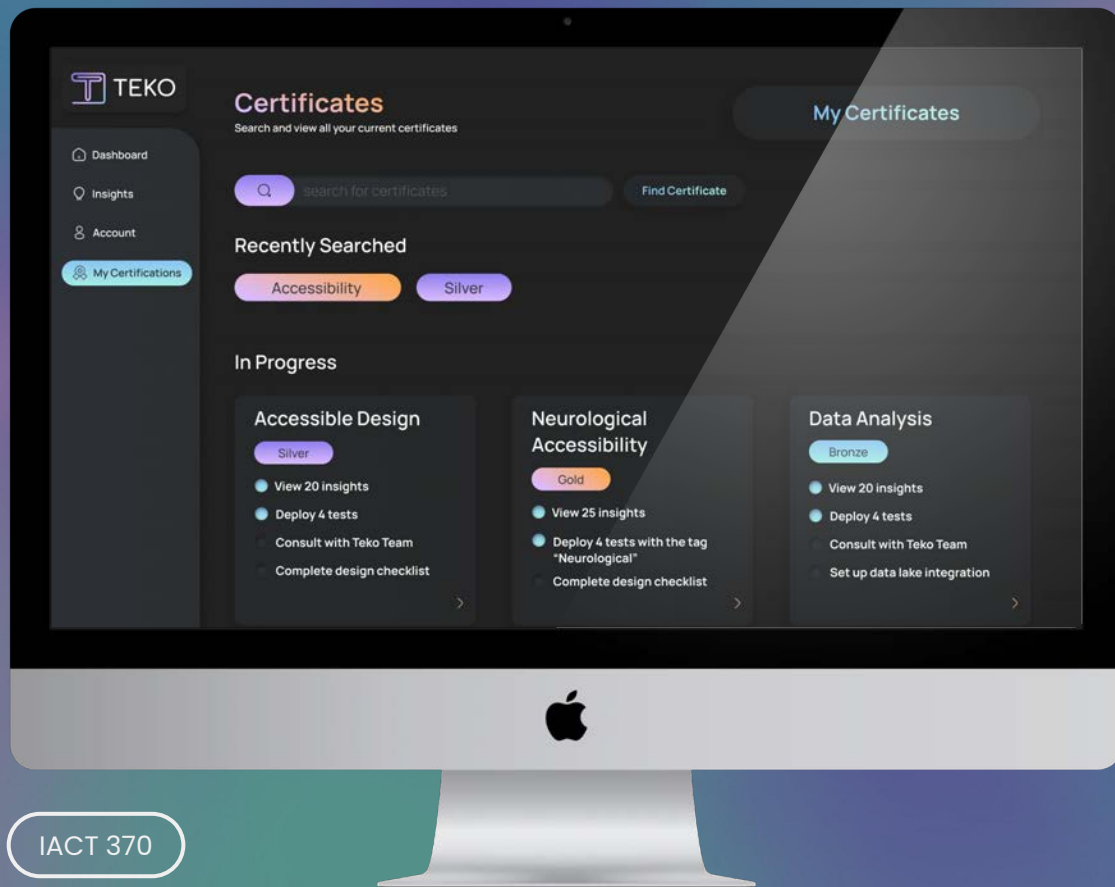


User view data insights,  
earning points





User complete  
certificate-specific tasks,  
earning points



#SERVICE BLUEPRINT

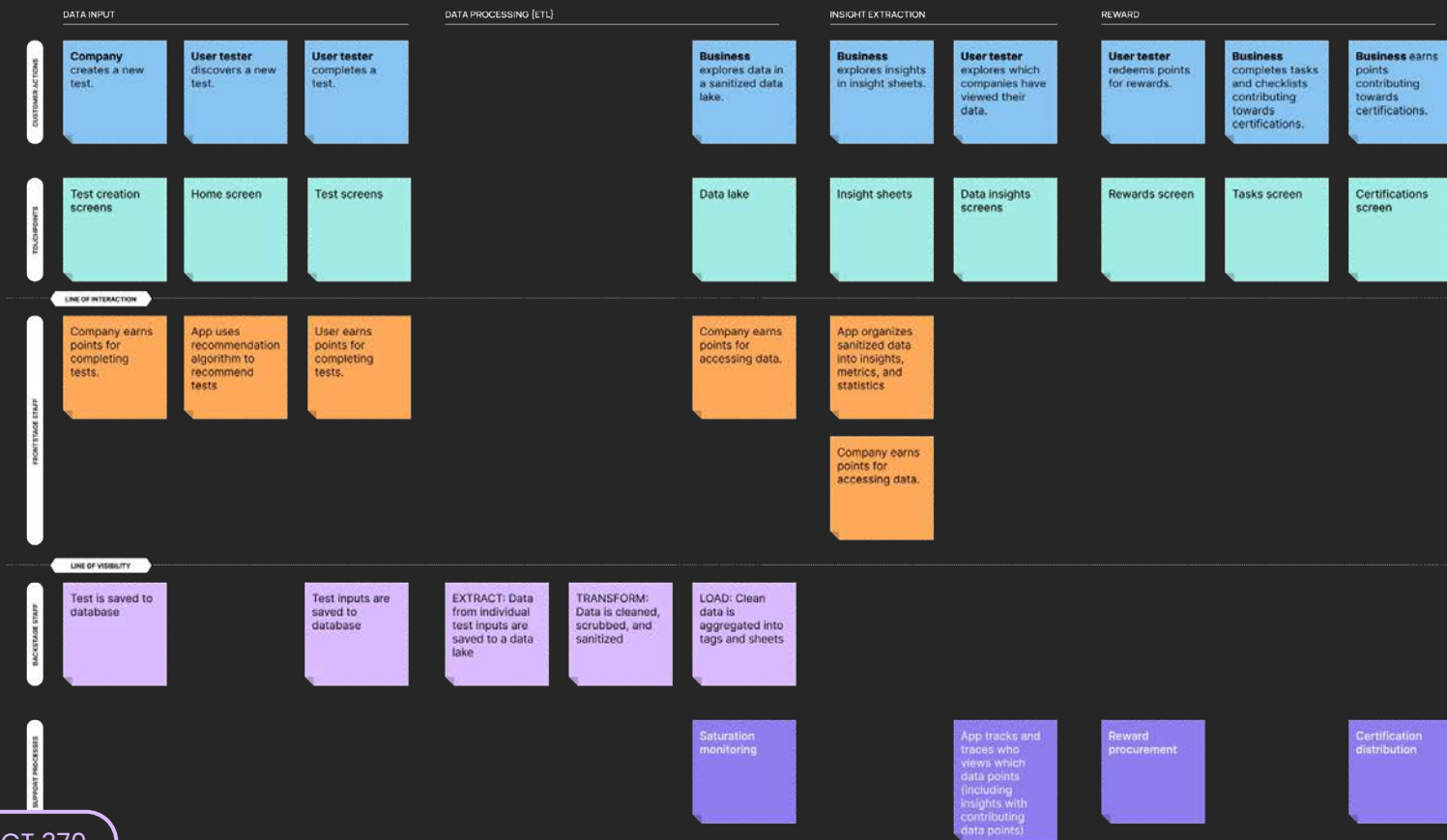
#PRICING MODEL

# BUSINESS MODEL

TEKO

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# BUSINESS BLUEPRINT



## PRICING MODEL

| CONTRACT SIZE | FEATURE PACKAGE     |  |  |  |                  |
|---------------|---------------------|--|--|--|------------------|
|               |                     | Test Creation + Data Lake  | Test Creation + Insights   | Test Creation + Insights + Data Lake                               | Certifications   |
|               | < 10 Users          | Enterprise: \$15/<br>user/month<br><br>Global: \$17/<br>user/month | Enterprise: \$17/<br>user/month<br><br>Global: \$19/<br>user/month | Enterprise: \$25/<br>user/month<br><br>Global: \$27/<br>user/month | \$750 per cert   |
|               | 10 - 99 Users       | Enterprise: \$13/<br>user/month<br><br>Global: \$15/<br>user/month | Enterprise: \$15/<br>user/month<br><br>Global: \$17/<br>user/month | Enterprise: \$23/<br>user/month<br><br>Global: \$25/<br>user/month |                  |
|               | 100 - 999 Users     | Enterprise: \$11/<br>user/month<br><br>Global: \$13/<br>user/month | Enterprise: \$13/<br>user/month<br><br>Global: \$15/<br>user/month | Enterprise: \$21/<br>user/month<br><br>Global: \$23/<br>user/month | \$1,000 per cert |
|               | 1,000 - 9,999 Users | Enterprise: \$9/<br>user/month<br><br>Global: \$11/user/<br>month  | Enterprise: \$11/<br>user/month<br><br>Global: \$13/<br>user/month | Enterprise: \$19/<br>user/month<br><br>Global: \$21/<br>user/month | \$3,000 per cert |
|               | 10,000+ Users       | Enterprise: \$7/<br>user/month<br><br>Global: \$9/user/<br>month   | Enterprise: \$9/<br>user/month<br><br>Global: \$11/user/<br>month  | Enterprise: \$17/<br>user/month<br><br>Global: \$19/<br>user/month | \$5,000 per cert |

## PRICING MODEL

## Product Tiers

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| CONTRACT SIZE | FEATURE PACKAGE     |  |  |  |                  |
|---------------|---------------------|--|--|--|------------------|
|               |                     | Test Creation + Data Lake  | Test Creation + Insights   | Test Creation + Insights + Data Lake                               | Certifications   |
|               | < 10 Users          | Enterprise: \$15/<br>user/month<br><br>Global: \$17/<br>user/month | Enterprise: \$17/<br>user/month<br><br>Global: \$19/<br>user/month | Enterprise: \$25/<br>user/month<br><br>Global: \$27/<br>user/month | \$750 per cert   |
|               | 10 - 99 Users       | Enterprise: \$13/<br>user/month<br><br>Global: \$15/<br>user/month | Enterprise: \$15/<br>user/month<br><br>Global: \$17/<br>user/month | Enterprise: \$23/<br>user/month<br><br>Global: \$25/<br>user/month |                  |
|               | 100 - 999 Users     | Enterprise: \$11/<br>user/month<br><br>Global: \$13/<br>user/month | Enterprise: \$13/<br>user/month<br><br>Global: \$15/<br>user/month | Enterprise: \$21/<br>user/month<br><br>Global: \$23/<br>user/month | \$1,000 per cert |
|               | 1,000 - 9,999 Users | Enterprise: \$9/<br>user/month<br><br>Global: \$11/user/<br>month  | Enterprise: \$11/<br>user/month<br><br>Global: \$13/<br>user/month | Enterprise: \$19/<br>user/month<br><br>Global: \$21/<br>user/month | \$3,000 per cert |
|               | 10,000+ Users       | Enterprise: \$7/<br>user/month<br><br>Global: \$9/user/<br>month   | Enterprise: \$9/<br>user/month<br><br>Global: \$11/user/<br>month  | Enterprise: \$17/<br>user/month<br><br>Global: \$19/<br>user/month | \$5,000 per cert |

## PRICING MODEL

### Product Tiers

All comes with  
Test Creation + Deployment

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| CONTRACT SIZE       | FEATURE PACKAGE  |  |  |                                      |
|---------------------|--|--|--|--------------------------------------|
|                     |  | Test Creation + Data Lake  | Test Creation + Insights   | Test Creation + Insights + Data Lake |
| < 10 Users          | Enterprise: \$15/<br>user/month<br><br>Global: \$17/<br>user/month | Enterprise: \$17/<br>user/month<br><br>Global: \$19/<br>user/month | Enterprise: \$25/<br>user/month<br><br>Global: \$27/<br>user/month | Certifications<br><br>\$750 per cert |
| 10 - 99 Users       | Enterprise: \$13/<br>user/month<br><br>Global: \$15/<br>user/month | Enterprise: \$15/<br>user/month<br><br>Global: \$17/<br>user/month | Enterprise: \$23/<br>user/month<br><br>Global: \$25/<br>user/month |                                      |
| 100 - 999 Users     | Enterprise: \$11/<br>user/month<br><br>Global: \$13/<br>user/month | Enterprise: \$13/<br>user/month<br><br>Global: \$15/<br>user/month | Enterprise: \$21/<br>user/month<br><br>Global: \$23/<br>user/month | \$1,000 per cert                     |
| 1,000 - 9,999 Users | Enterprise: \$9/<br>user/month<br><br>Global: \$11/<br>user/month  | Enterprise: \$11/<br>user/month<br><br>Global: \$13/<br>user/month | Enterprise: \$19/<br>user/month<br><br>Global: \$21/<br>user/month | \$3,000 per cert                     |
| 10,000+ Users       | Enterprise: \$7/<br>user/month<br><br>Global: \$9/<br>user/month   | Enterprise: \$9/<br>user/month<br><br>Global: \$11/<br>user/month  | Enterprise: \$17/<br>user/month<br><br>Global: \$19/<br>user/month | \$5,000 per cert                     |

## PRICING MODEL

### Product Tiers

All comes with  
Test Creation + Deployment

User can pick

DATA LAKE ONLY

or BOTH

DATA INSIGHT ONLY

IACT 370

CONTRACT SIZE

## FEATURE PACKAGE

|                        | Test Creation +<br>Data Lake                                       | Test Creation +<br>Insights  | Test Creation +<br>Insights + Data<br>Lake                         | Certifications   |
|------------------------|--|--|--|------------------|
| < 10 Users             | Enterprise: \$15/<br>user/month<br><br>Global: \$17/<br>user/month | Enterprise: \$17/<br>user/month<br><br>Global: \$19/<br>user/month | Enterprise: \$25/<br>user/month<br><br>Global: \$27/<br>user/month | \$750 per cert   |
| 10 - 99 Users          | Enterprise: \$13/<br>user/month<br><br>Global: \$15/<br>user/month | Enterprise: \$15/<br>user/month<br><br>Global: \$17/<br>user/month | Enterprise: \$23/<br>user/month<br><br>Global: \$25/<br>user/month |                  |
| 100 - 999 Users        | Enterprise: \$11/<br>user/month<br><br>Global: \$13/<br>user/month | Enterprise: \$13/<br>user/month<br><br>Global: \$15/<br>user/month | Enterprise: \$21/<br>user/month<br><br>Global: \$23/<br>user/month | \$1,000 per cert |
| 1,000 - 9,999<br>Users | Enterprise: \$9/<br>user/month<br><br>Global: \$11/user/<br>month  | Enterprise: \$11/<br>user/month<br><br>Global: \$13/<br>user/month | Enterprise: \$19/<br>user/month<br><br>Global: \$21/<br>user/month | \$3,000 per cert |
| 10,000+ Users          | Enterprise: \$7/<br>user/month<br><br>Global: \$9/user/<br>month   | Enterprise: \$9/<br>user/month<br><br>Global: \$11/user/<br>month  | Enterprise: \$17/<br>user/month<br><br>Global: \$19/<br>user/month | \$5,000 per cert |

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## PRICING MODEL

### Product Tiers

All comes with  
Test Creation + Deployment

User can pick

DATA LAKE ONLY

or BOTH

DATA INSIGHT ONLY

User can pick

MY INSIGHTS ONLY

GLOBAL + MY INSIGHTS

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CONTRACT SIZE

## FEATURE PACKAGE

|                        | Test Creation +<br>Data Lake                                       | Test Creation +<br>Insights  | Test Creation +<br>Insights + Data<br>Lake                         | Certifications   |
|------------------------|--|--|--|------------------|
| < 10 Users             | Enterprise: \$15/<br>user/month<br><br>Global: \$17/<br>user/month | Enterprise: \$17/<br>user/month<br><br>Global: \$19/<br>user/month | Enterprise: \$25/<br>user/month<br><br>Global: \$27/<br>user/month | \$750 per cert   |
| 10 - 99 Users          | Enterprise: \$13/<br>user/month<br><br>Global: \$15/<br>user/month | Enterprise: \$15/<br>user/month<br><br>Global: \$17/<br>user/month | Enterprise: \$23/<br>user/month<br><br>Global: \$25/<br>user/month |                  |
| 100 - 999 Users        | Enterprise: \$11/<br>user/month<br><br>Global: \$13/<br>user/month | Enterprise: \$13/<br>user/month<br><br>Global: \$15/<br>user/month | Enterprise: \$21/<br>user/month<br><br>Global: \$23/<br>user/month | \$1,000 per cert |
| 1,000 - 9,999<br>Users | Enterprise: \$9/<br>user/month<br><br>Global: \$11/user/<br>month  | Enterprise: \$11/<br>user/month<br><br>Global: \$13/<br>user/month | Enterprise: \$19/<br>user/month<br><br>Global: \$21/<br>user/month | \$3,000 per cert |
| 10,000+ Users          | Enterprise: \$7/<br>user/month<br><br>Global: \$9/user/<br>month   | Enterprise: \$9/<br>user/month<br><br>Global: \$11/user/<br>month  | Enterprise: \$17/<br>user/month<br><br>Global: \$19/<br>user/month | \$5,000 per cert |



## PRICING MODEL

### Product Tiers

All comes with  
Test Creation + Deployment

Additionally,

PURCHASE CERTIFICATES

Hire TEK0 TEAM DSGN CONSULTANT

- Specific Certificates
- Monthly retainers
- Custom projects

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CONTRACT SIZE

## FEATURE PACKAGE

|                        | Test Creation +<br>Data Lake                                       | Test Creation +<br>Insights  | Test Creation +<br>Insights + Data<br>Lake                         | Certifications   |
|------------------------|--|--|--|------------------|
| < 10 Users             | Enterprise: \$15/<br>user/month<br><br>Global: \$17/<br>user/month | Enterprise: \$17/<br>user/month<br><br>Global: \$19/<br>user/month | Enterprise: \$25/<br>user/month<br><br>Global: \$27/<br>user/month | \$750 per cert   |
| 10 - 99 Users          | Enterprise: \$13/<br>user/month<br><br>Global: \$15/<br>user/month | Enterprise: \$15/<br>user/month<br><br>Global: \$17/<br>user/month | Enterprise: \$23/<br>user/month<br><br>Global: \$25/<br>user/month |                  |
| 100 - 999 Users        | Enterprise: \$11/<br>user/month<br><br>Global: \$13/<br>user/month | Enterprise: \$13/<br>user/month<br><br>Global: \$15/<br>user/month | Enterprise: \$21/<br>user/month<br><br>Global: \$23/<br>user/month | \$1,000 per cert |
| 1,000 - 9,999<br>Users | Enterprise: \$9/<br>user/month<br><br>Global: \$11/user/<br>month  | Enterprise: \$11/<br>user/month<br><br>Global: \$13/<br>user/month | Enterprise: \$19/<br>user/month<br><br>Global: \$21/<br>user/month | \$3,000 per cert |
| 10,000+ Users          | Enterprise: \$7/<br>user/month<br><br>Global: \$9/user/<br>month   | Enterprise: \$9/<br>user/month<br><br>Global: \$11/user/<br>month  | Enterprise: \$17/<br>user/month<br><br>Global: \$19/<br>user/month | \$5,000 per cert |

## PRICING MODEL

### Product Tiers

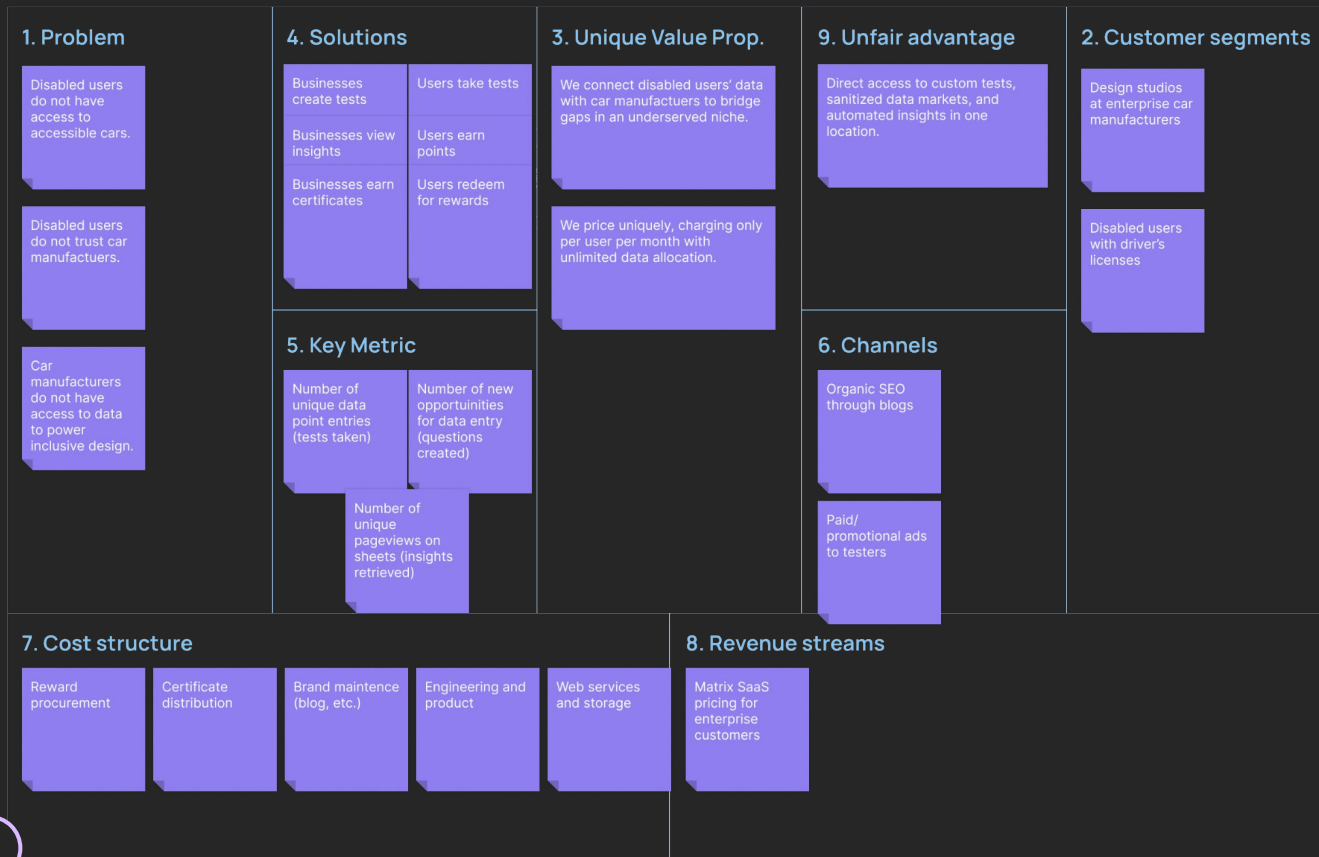
All comes with  
Test Creation + Deployment

All pricing is done on a  
scalable model **based on  
company size**

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|               |                        | FEATURE PACKAGE  |  |  |                  |
|---------------|------------------------|--|--|--|------------------|
| CONTRACT SIZE |                        | Test Creation +<br>Data Lake                                       | Test Creation +<br>Insights  | Test Creation +<br>Insights + Data<br>Lake                         | Certifications   |
|               | < 10 Users             | Enterprise: \$15/<br>user/month<br><br>Global: \$17/<br>user/month | Enterprise: \$17/<br>user/month<br><br>Global: \$19/<br>user/month | Enterprise: \$25/<br>user/month<br><br>Global: \$27/<br>user/month | \$750 per cert   |
|               | 10 - 99 Users          | Enterprise: \$13/<br>user/month<br><br>Global: \$15/<br>user/month | Enterprise: \$15/<br>user/month<br><br>Global: \$17/<br>user/month | Enterprise: \$23/<br>user/month<br><br>Global: \$25/<br>user/month |                  |
|               | 100 - 999 Users        | Enterprise: \$11/<br>user/month<br><br>Global: \$13/<br>user/month | Enterprise: \$13/<br>user/month<br><br>Global: \$15/<br>user/month | Enterprise: \$21/<br>user/month<br><br>Global: \$23/<br>user/month | \$1,000 per cert |
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# LEAN CANVAS



# PROBLEM

Disabled users  
do not have  
access to  
accessible cars.

Disabled users  
do not trust car  
manufacturers.

Car  
manufacturers  
do not have  
access to data  
to power  
inclusive design.

# SOLUTIONS

Businesses  
create tests

Users take tests

Users redeem  
for rewards

Businesses earn  
certificates

Businesses view  
insights

## UNIQUE VALUE PROP

We connect disabled users' data with car manufacturers to bridge gaps in an underserved niche.

We price uniquely, charging only per user per month with unlimited data allocation.

# UNFAIR ADVANTAGE

Direct access to custom tests, sanitized data markets, and automated insights in one location.

# KEY METRICS

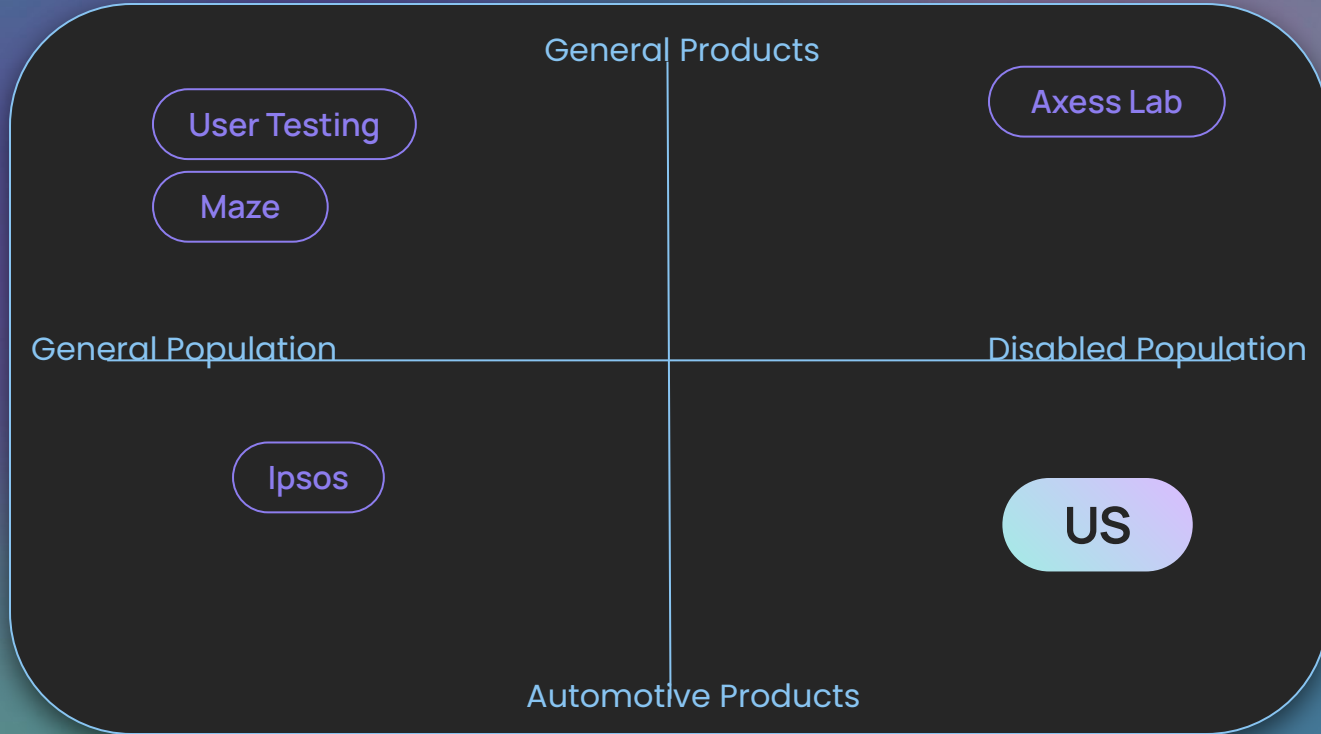
Number of  
unique data  
point entries  
(tests taken)

Number of  
unique  
pageviews on  
sheets (insights  
retrieved)

Number of new  
opportunities  
for data entry  
(questions  
created)



## COMPETITOR ANALYSIS



## PRICING COMPARISON

|                             | OTHERS                            | TEKO                             |                                      |
|-----------------------------|-----------------------------------|----------------------------------|--------------------------------------|
| User Testing                | \$30~\$100<br>(per Tester)        | \$7 ~ \$27<br>(per User + Month) |                                      |
| Surveys                     | \$0.1~\$10<br>(per Respondent)    |                                  |                                      |
| Business Intelligence Tools | \$0 ~ \$200<br>(per User + Month) |                                  |                                      |
| Design Consulting           | \$10~1000 Million                 | \$150<br>(per Hour)              | \$100<br>(per Hour with certificate) |
| Certificate                 | \$10~100 Thousands (per Cert)     | \$750 ~ \$5000 (per Certificate) |                                      |

**HMW**

Connect disabled users and their data with car manufacturers?

**BY**

Providing direct and easy to access channels to crowdsource, view, and process user testing data

**HMW**

Provide transparency into the car design/manufacturing process?

**BY**

Sharing which companies are using specific types of data

**HMW**

Provide incentives to car manufacturers to design inclusively?

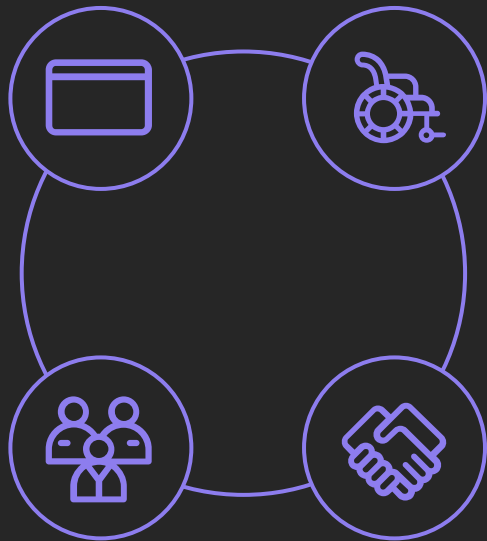
**BY**

Promoting companies that use data and earn certifications

# EXPECTED OUTCOME



number of disabled users  
eligible for driver's  
licenses owning cars



number of accessible  
features in mainstream cars

market size for accessible  
vehicles

trust and NPS in car  
manufacturers from  
disabled populations



# Problems

Disabled individuals make up fifteen percent of the world's population, yet they face daily struggles finding independent, reliable transportation. *When searching for their own accessible vehicles to own*, disabled individuals report feelings of distrust in car manufacturers *and feel that their individual needs are not accounted for in mainstream practices*. This distrust is rooted in fact: car manufacturers admit to a lack of inclusive and accessible design processes stemming from a lack of available data on disabled individuals. *We know* disabled populations are ready to share their information in exchange for inclusive transportation, *but they don't have the channels to do so*.



# Solutions

*Teko provides the infrastructure to connect data to delivery. Teko is an enterprise solution for accessible automotive user testing. Corporate manufacturing partners can partner with Teko to gain access to the dedicated user testing audience, create tests and activities, view global data, gain natural language insights, and consult with Teko's certified experts. Teko's users, comprised of both disabled and non-disabled individuals, complete tests and activities in a gamified format, allowing data to be exchanged for real-world points. These data points are then compiled and cleaned through a proprietary ETL (extract-transform-load) process, resulting in easy-to-understand natural language insights – providing designers with the discoveries, not the data.*

# Data Privacy

As a data-driven business, Teko provides ultimate transparency and control to its user testers, giving testers confidence in their submissions and brand opportunities for promotion. User testers can see which brands are viewing their data points and how their responses are contributing to global product insights. Car manufacturers also have the opportunity to earn Teko Certifications to display and promote their inclusive design processes. Certifications are earned through data analysis, interaction on the platform, and certification-specific checklists. Manufacturers aren't alone in this process, either – our Teko Team of accessibility experts is ready for hire to personally analyze any certificate, process, or product.

## Enterprise

- Test creation
- Natural language insights
- Business intelligence tool integration
- Data visualization
- Accessibility certification
- Teko Team consulting

## User Testers

- Test access
- Gamified point system
- Monetary rewards
- Data privacy insights