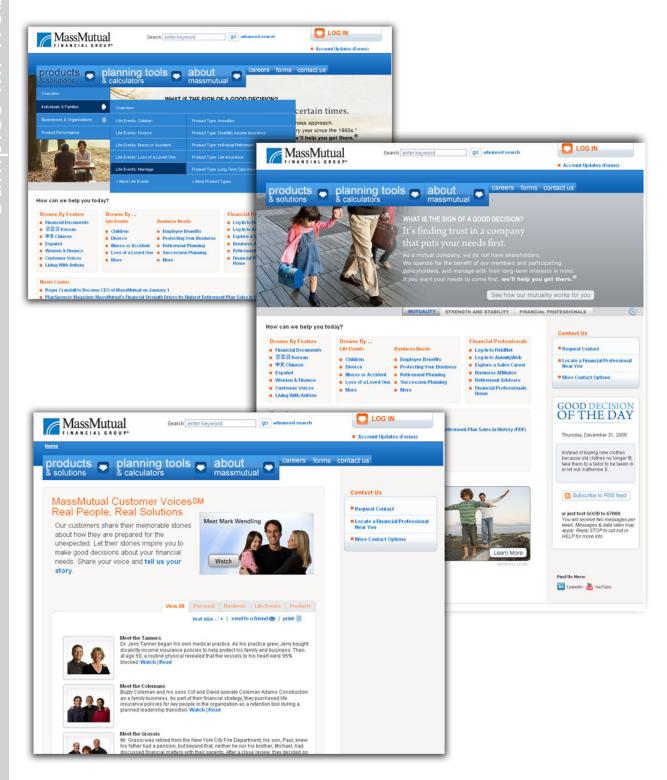
## **MassMutual**



## MassMutual.com redesign

Worked collaboratively with the business, internal designers and developers as well as agency designers and developers to overhaul the MassMutual.com website. New site is cleaner, friendlier and easier to use than old site. Added new functionality like video testimonials and flash featured areas.

## 10 Questions for Financial Security

Created an interactive Flash piece to both emotionally and intellectually connect with the user. It encourages them to start thinking about what they need to secure their financial future and why they need to do that as well. The user can skip to any question that they want, contact a financial professional, or download the PDF of the 10 Questions. Tracking was built into the piece to gauge the effectiveness of the piece. After initial launch, links to the contact a financial professional increased by 8%. The piece was supported by print material and referenced in MassMutual's commercial advertising.



## Streaming Video

Researched current company capabilities and worked with a team to implement streaming video both internally and externally through Flash. Cut cost of providing video and increased quality and user experience.



# LSHD Advertising

## Tyco ECG Sales Aid

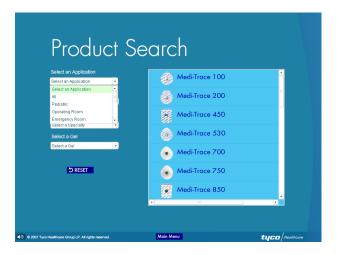
Tyco, a world leader in medical supplies, was looking for a way for its international electrodes sales team to better market their product. A self running Flash application was created in multiple languages to highlight the benefits and specs of their products, along with a "search" application that would allow the sales teams to find the appropriate product for each client based on 5 different criteria. All of this was distributed on a CD that also highlighted the Tyco brand promise.







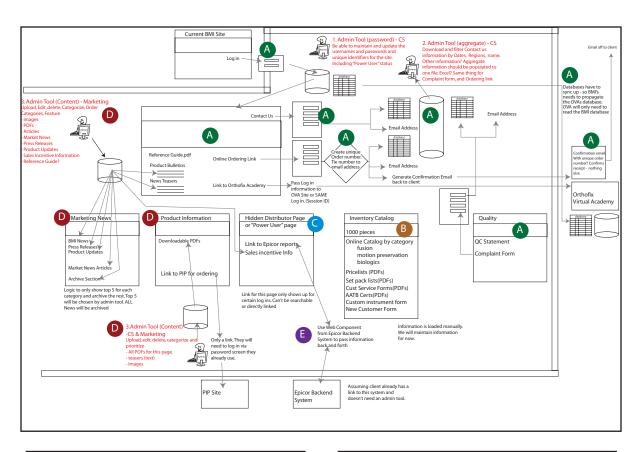






### BlackStone Medical

Created a wire frame diagram for the construction of the BlackStone distributor site. This allowed all the teams involved to understand everything that needed to be done and helped to avoid any misunderstandings. Project launched on time and on budget. Followed up with a Flash Marketing piece to promote the new site to the distributors



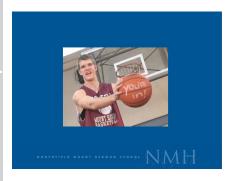




## KineticMotion

## NMH "You're in"

I worked with a local ad agency to create a "welcome" video for new students that were accepted to the Northfield Mount Hermon School. Applicants were sent an email with a link to the web page that told them that they were "in."

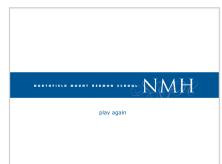












## VCI Brand Roll Out web presentation

I worked with a local ad agency to create a brand rollout web video for their client, VCI. The video was an animated representation of their new look, their new philosophy and a way for their employees to get an idea how that new look would permeate their day to day lives.





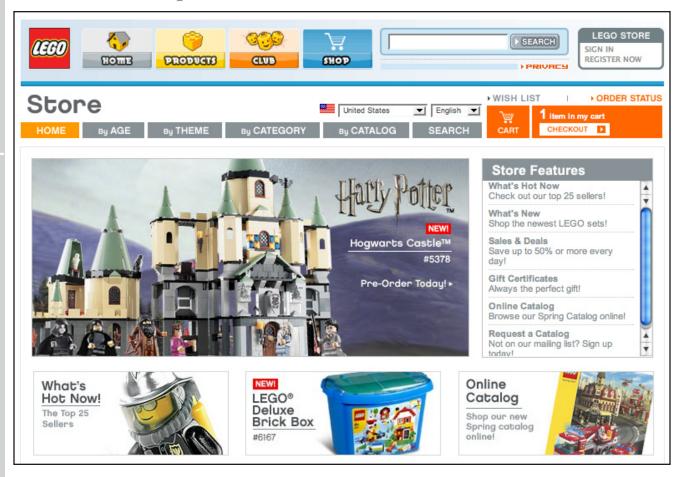








# LEGOShop.com



## Web Design for the LEGO e-commerce site

I worked for over 6 years on the LEGO e-commerce site. Starting with building the site from the ground up, I was responsible for the continued growth and evolution of this site gaining much unique experience from designing and managing a site of this size. There are too many features to go over thoroughly here, but here are some of the more interesting projects and accomplishments associated with my experience. For more in depth samples, please visit http://www.mariopereira.com

## Accomplishments/Features

#### **International Site**

Available in 19 countries in 3 languages in every country

#### **Search Optimization**

Both within the site and for outside search engines.

#### **World Class Checkout**

4 step checkout process with 6 different pyment methods available

#### **Email Campaigns**

Managed the design and distribution of over 100 emails a year internationally

#### **Affiliate Program**

Advertising LEGO site on other websites

#### **Gift Certificates**

Selling and redeeming both Paper and Electronic Gift Certificates on the site.

#### **Order History**

User can see past orders regardless of whether they were placed online or offline

#### Wish List

Users can add products to their wish list and even email their wish lists to friends

#### **Online Auctions**

Developed online auctions to be sold on eBay and purchased through the LEGO website

## Customized Products Customizable Train

The ability to configure your own train from existing LEGO trains and then order it online

#### **LEGO Factory**

Users build custom models using a proprietary LEGO 3D program and they can upload their creation, post it for others to see, or buy it (or other builders' custom models) from the site.

#### **LEGO Mosaic**

Upload any picture and order a "pixelized" LEGO mosaic of your image with building instructions

### Accomplishments/Features (continued)

#### **360 Product Spins and Zooms**

Because of the nature of LEGO products, it was important to allow the user to see the product from all angles. We used photography and Flash to create a 360 spin that acheived this and also highlighted important details and features of the models.









#### **LEGO Club Loyalty Program**

When LEGO launched their LEGO club loyalty program, they needed an easy way to communicate all the features and benefits of joining this club. A flash piece was created combingin video and animation to easily explain the benfits of the program. Sales exceeded expectations after implementation of the presentation.



#### **LEGO Factory Box Designer**

LEGO needed a quick way to explain how their new "Box Designer" worked. This application allowed people to customize the packaging of their own "custom products." This Flash piece was put together to communicate not only what the product was, but also how to use it.









#### **LEGO Product Videos**

LEGO had an archive of TV commercials that could be used to further enhance the product presentation on the web. We wanted to leverage this content, but because the web site's minimum requirements dictated that we be compatible with Flash 7, which had minimal video support and no prepackaged video player, I created a video player from scratch. Player included a customized scrub bar that could jump to any part of the video.



## LEGO Mindstorms Mini Site (Gold Addy Award)

Created a Mindstorms 2.0 Mini site to support the launch of the next version of LEGO's robotic offering. Site used video, animation and user interaction to demonstrate the new features of the product. Site won a regional Gold Addy Award.

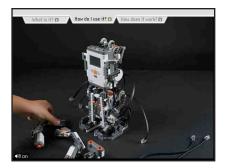


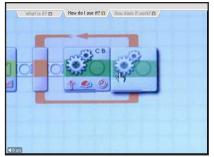
Addy Award























#### Interface evolutions

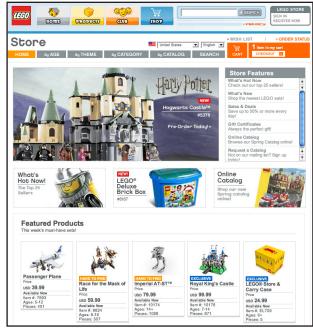
The following are examples of how the homepage (and the whole navigation) on LEGOShop.com evolved after usability testing, metrics and user feedback.





2001 2003





2004 2006

#### Checkout Revision -

#### Old Checkout





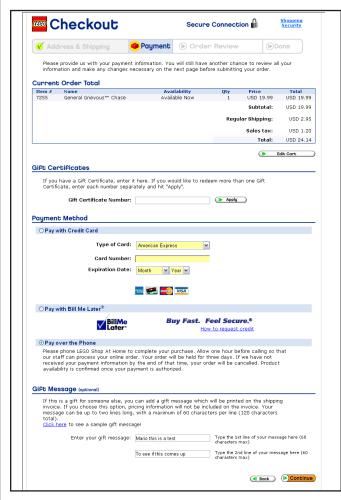
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C UPS Second Business Day USD 15.70		5.70	Estimated Shipping Time: 3 Business Days (includes 1 day to process your order)				
C UPS Next Business Day USD 33.95		3.95	Estimated Shipping Time: 2 Business Days (includes 1 day to process your order)				
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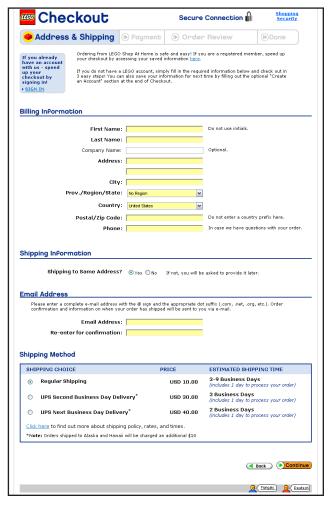
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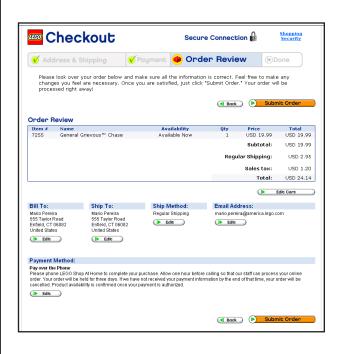
## Checkout Revision (continued) -

#### **New Checkout**



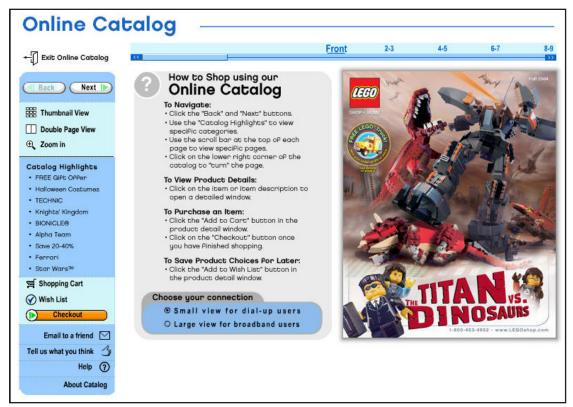






## **Online Catalog**

Since the online shop was used to support the direct to consumer catalog, we leveraged that recognition and offered the user a more "familiar" way to browse through the LEGO products by putting the print catalogs online. We worked with RichFX to create the online catalog and to give it added functionality and the LEGO branding.









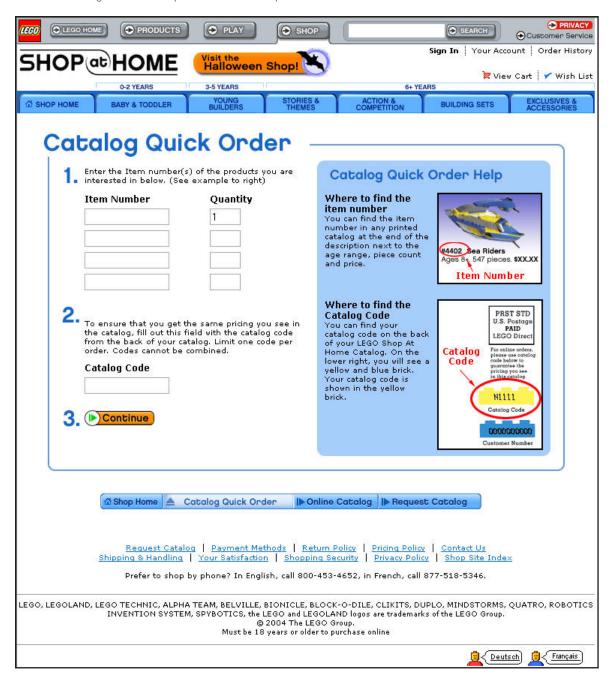






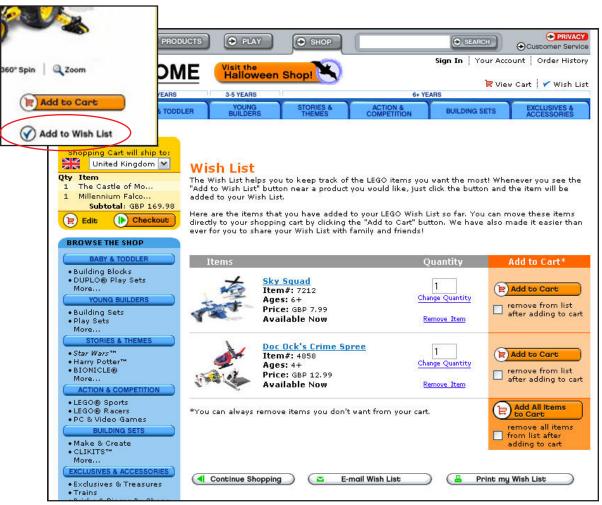
## Catalog Quick Order

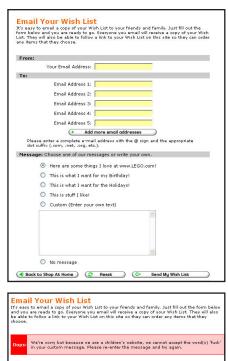
For catalog shoppers who knew what they wanted, we created an easy way to use the catalog item numbers and enter in multiple items at once. Making their online experience easier and quicker.



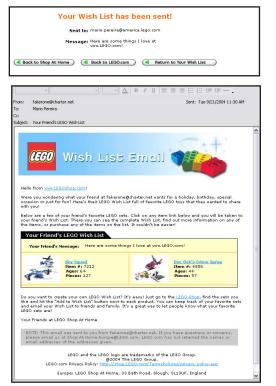
## Online Wish List - with email capability

Understanding who our audience was, we wanted to make it easy for kids and adults to use the online shop to easily create and share a wish list. Add to Wish List functionality was implemented along with an "email a Wish List"





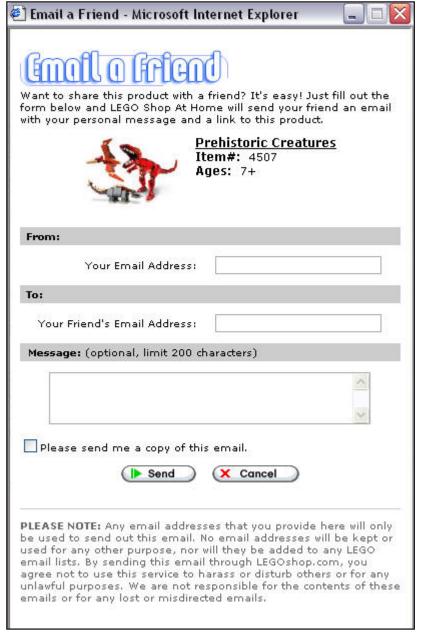
Your Email Address: mario.pereira@america.lego.cc



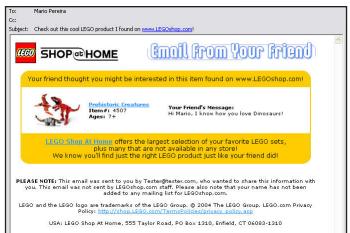
#### **Email a Friend**

After doing some usability tests on the Wish List functionality, we found that users would also like a less "formal" way to share their love of LEGO products. The idea of "email a friend" came up and was implemented.



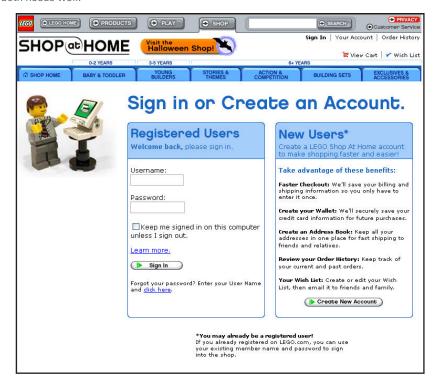




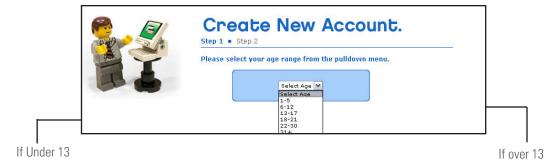


#### Create an Account

Because we were a kid's website, we needed to balance the "fun" look and feel of the LEGO site with the real world issues of staying COPPA compliant (Children's Online Privacy Protection Act). Account creation was particularly challenging because the same account could be used both on the "kid's" side and on the shop side. So after some usability tests and work with the FTC, we came up with a solution that balanced both needs well.



The age identifying feature did not give away what the cut off age was for COPPA, which was a requirement by the FTC

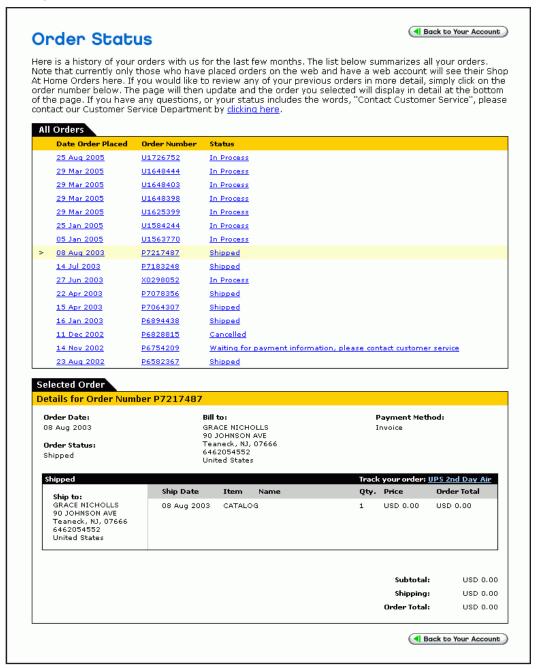






## **Order History**

This functionality was challenging because it had to integrate the front end interface, the web backend and the legacy backend order processing system. Working closely with the tech team, we created a order history that not only provided online order history - but also tracking information and phone orders as well.



## LEGO "Factory" Customized Products

Worked on a project that allowed users to use a custom LEGO 3D application that used actual LEGO bricks to create their own virtual creations that they can then buy or share with other users. Worked on implementation as well as marketing of the product concept.



## Affiliate Marketing

Worked with the marketing team to creat banners used in Affiliate marketing efforts.









## eBay Auctions

To support our LEGO fans and to create buzz around the LEGO product line, eBay Auctions were used to auction off one of a kind models as well as some of our regular stock (this was done to help safeguard people from buying what they thought was a one of a kind product, when in fact it was a new product launch. We found that people were taking advantage of LEGO fans by selling new products for more money on eBay). We used our own shop checkout to process eBay Auctions.

