PROJECT PROPOSAL

A PEER-TO-PEER PLATFORM FOR SHARING PHOTOGRAPHIC EQUIPMENT

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PART

01

DESIGN PROPOSAL

DESIGN OPPORTUNITY

THE PROBLEM

One of the greatest challenges for professional and serious amateur photographers and videographers is the cost of acquiring the proper equipment for their craft. Photographic gear is expensive and requires constant upgrades to remain current. In addition, many pieces of photographic equipment are specialized and are only seldom used.

Rental houses (both online and brick and mortar) have existed for many years as a great option for photographers. Unfortunately, the high cost of rentals can reek havoc on a professional photographer's profits for a job.

Gear acquisition is especially challenging for new, part-time, and lower-rate photographers. Buying gear is a huge up-front cost. Every day that gear goes unused represents a loss of a return on that photographer's investment. Renting gear is also tougher for these photographers since they face lower budgets with slimmer margins.

THE IDEA

Every moment that piece of photographic equipment sits on a shelf represents an inefficiency society's consumption of this expensive gear. A platform that allows photographers to facilitate peer-to-peer rentals would help close this inefficiency.

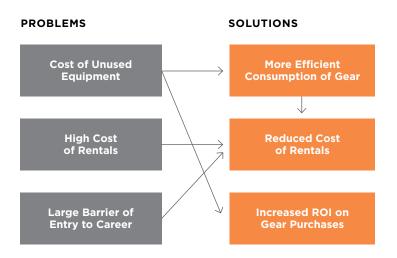


PROJECT SUMMARY

THE SOLUTION

A peer-to-peer photographic equipment platform would allow photographers to make money on their unused equipment, thereby allowing them extra return on their gear investment and lessening the hardship during slow periods. It would also lower the overall cost of equipment rentals, thereby reducing the barrier of entry for new photographers or photographers looking to expand into new specialties.

SOLUTION MAPPING



TARGET AUDIENCES

Experienced Photographers - Ages 35-55, Skews Male

Experienced photographers would use the platform to gain extra money from their vast collection of gear. They would also use the platform to rent specialized gear for certain jobs.

Aspiring Professionals - Ages 20-33, Male and Female

New professional photographers would use the platform to rent gear for jobs, reducing the barrier to entry into the industry. It would also allow them to try out expensive gear before making purchasing decisions.

Serious Amateurs - Ages 30-45, Skews Male

The platform would allow serious amateurs the ability to try out professional-grade gear for important projects.

Small Studio Heads - Ages 35-55, Skews Male

Small studio heads would use the platform to rent their unused gear. This would allow them to lessen the hardship caused by equipment and labor expenses during slow periods.



JEFF

Title

Wedding Videographer

Employer

Self-Employed

Age

45

Income

\$55,000 / year

Location

Los Angeles, California

Narrative

As my business has grown, I've had to invest more and more in expensive equipment. I don't mind laying down the cash, but I hate when it goes unused. Despite the fact that I'm pretty busy, the wedding business is quite seasonal. I also have had trouble with the cost of renting specialty equipment or extra equipment for jobs that require a second shooter.

Goals and Motivations

- Increasing margins on jobs
- Accessing specialized equipment
- Putting his unused equipment to work
- Helping new photographers

Fears and Pain Points

- Investing in equipment that goes unused
- Frequently paying for expensive rentals
- Not having the right equipment for a job
- Depreciation of equipment

FEATURES/SOLUTIONS

Earn Money from Gear

Jeff's fear of investing in equipment that goes unused is addressed by this feature, because it allows him to see some return on gear when he isn't using it. This feature also addresses his fear around depreciation of gear, because it gives extra return from gear, lessening the hardship of having to make equipment upgrades.

Peer-to-Peer Rentals

Jeff's fear of having to pay for expensive rentals is addressed by this feature, which will provide cheaper rentals by lessening the inefficiencies that exist in the way we currently consume equipment. This feature will also address Jeff's fear of not having the right equipment for the job by allowing him to rent more often, due to the cheaper cost of rentals.



FRANCISCO

Title

Business Owner

Employer

Small Portrait Studio

Age

51

Income

\$95,000 / year

Location

Miami, Florida

Narrative

During my busy season, both of my studios are booked up. Unfortunately, during my slow season, my equipment and employees don't have much to do. I've tried bringing in more seasonal contractors, but I'm worried about a decrease in the quality of my product. Putting my equipment and employees to work during my slow season would greatly reduce the hardship of those several months.

Goals and Motivations

- Keeping his staff busy
- Reducing the financial hardship of his off season
- Maintaining high standards for his work
- Utilizing his vast collection of equipment

Fears and Pain Points

- Operating his business at a loss during the slow season
- Buying equipment that goes unused
- Not keeping his staff busy

FEATURES/SOLUTIONS

Earn Money from Gear

Francisco's fear of losing money during his slow season will be addressed by this core feature of the app. Francisco can leverage his unused gear to create extra income for his studio. This feature also addresses his fear of buying equipment that goes unused, by allowing him to see some return, even when equipment sits around. This feature also addresses his fear of not keeping his staff busy, because manpower can be redirected towards the management of gear rentals during slow periods.



LINDSAY

Title

Photography Student

Employer

Part Time Freelance

Age

21

Income

\$25,000 / year

Location

Atlanta, Georgia

Narrative

I want to take on more freelance work, but often times my profits are completely eaten up by my equipment costs. I'd love to work with what I have, but I'm obsessed my work meeting professional standards. It's also embarrassing to show up to a job without the correct gear. Renting specialized equipment also sometimes requires deposits that are hard to facilitate. It's hard to make purchase decisions without trying the gear first.

Goals and Motivations

- Having the right gear for the job
- Having professional-quality work
- Accepting as many jobs as possible
- Building an equipment base

Fears and Pain Points

- Losing money on professional jobs
- Investing in the wrong gear
- High cost and high deposits for rentals
- Being embarrassed by her amateur gear

FEATURES/SOLUTIONS

Peer-to-Peer Rentals

Lindsay's fear of losing money on professional jobs will be lessened by this feature, which will unlock cheaper rentals for her. This feature will also address her fear of investing in the wrong gear, because it will provide a cost effective way of trying gear before making purchasing decisions. This feature also addresses her fear of gear embarrassment by providing her a cost effective way to bring professional gear to her jobs.

Community Feedback Scores

This feature will address Lindsay's fear of high deposits for rentals. By relying on Community Feedback Scores for trust, deposits and insurance requirements are not needed for most rentals.



MICHAEL

Title

Film Student

Employer

Student

Age

24

Income

Unemployed

Location

Los Angeles, California

Narrative

While I try to mostly focus on my cinematography and direction, it's hard to be taken seriously when production quality isn't at a certain level. It's tough to balance spending money on rentals versus spending money on sets, actors, and crew. Also, many rentals houses don't want to deal with my small orders or require expensive business insurance. I'd love to find a way to up my production quality within budget.

Goals and Motivations

- Increasing production quality
- Making his budget go as far as possible
- Having the right gear for his crew
- Getting his films accepted into festivals

Fears and Pain Points

- Having his films look amateurish
- Deposits and insurance requirements at rental houses
- Making a film with a low budget
- Cost of rentals

FEATURES/SOLUTIONS

Peer-to-Peer Rentals

Michael's problem with high-cost rentals will be addressed by this feature, which will decrease the cost of rentals by lessening the inefficiency in the way we currently consume expensive camera equipment. This feature will also help Michael meet budget requirements on his films, but reducing his equipment costs. The feature will also allow him to readily access high-end equipment, addressing his fear of his films looking amateurish.

Instant Insurance

This feature will address Michael's pain point around insurance requirements at rental houses. Although many peer-to-peer equipment rentals may not have insurance requirements, this service allows him to purchase insurance for gigs that do.



MAXINE

Title

Part Time Blogger

Employer

Self-Employed

Age

38

Income

\$55,000

Location

Portland, Oregon

Narrative

My basic equipment gets the job done for most of my work, but I'd love to rent some more professional equipment for my upcoming tour of Europe.

Unfortunately, the cost has made me wonder whether it's worth the expense. I've also considered upgrading my equipment, but it's hard to figure out what to buy without trying it first.

Goals and Motivations

- Having attractive photos for her blog
- Increasing readership of her blog
- Staying within budget for trips

Fears and Pain Points

- The high cost of rentals
- Buying the wrong gear
- Losing readership to blogs that look better

FEATURES/SOLUTIONS

Peer-to-Peer Rentals

Maxine's problem with high-cost rentals will be addressed by this feature, which will decrease the cost of rentals by lessening the inefficiency in the way we currently consume expensive camera equipment. The feature will also address her fear of buying the wrong gear by allowing her to more easily try gear out before she makes purchasing decisions. Lastly, the feature will address her fear of losing readership to blogs that look better because it will allow her to rent any specialized equipment she needs to increase the production value of her blog.

COMPETITIVE RESEARCH



KITSPLIT

Peer to Peer Rental Platform

- Renters are prescreened.
- Offer a damage coverage insurance policy to renters for an additional fee.
- Relies on community feedback and ratings to judge the quality of renters and owners.
- Inventory seems to be focused primarily on high-end equipment and video equipment.
- Inventory is somewhat sparse outside of Los Angeles.
- Offers a concierge service that helps studios list their rentals for competitive prices.
- Currently in Beta.



LENSRENTALS

Online Rental House

- Minimum 4 day rental.
- Offers insurance for gear damage and theft.
- Shipping costs are considerable, but they offer a subscription plan similar to Amazon Prime that grants 2-day free shipping.
- Limited inventory of video equipment.
- Some rentals require a deposit for new renters.
- Relies on robust information blog for marketing.
- Has some support equipment, but is limited to lightweight and smaller pieces due to the limitations of shipping carriers.

COMPETITIVE RESEARCH



SHAREGRID

Peer to Peer Rental Platform

- The largest peer-to-peer rental platform.
- Currently available in only 8 markets.
- Offers insurance for both renters and owners of equipment.
- Has a renter verification process.
- Requires renters and owners to meet to exchange gear (no shipping allowed).
- ShareGrid takes care of the payment and insurance (similar to AirBnB)
- Has 40,000 registered members.



LENSPROTOGO

Online Rental House

- Similar features to LensRentals.
- Offers rewards for frequent renters.
- Offers many coupon codes and specials.
- Has a rent-to-buy program for keeping gear.
- Offers a larger inventory of video and audio gear compared to LensRentals.
- Also uses a blog for marketing, but it is less informative.

COMPETITIVE MOODBOARDS



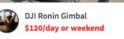


\$240/day or weekend













HOW IT WORKS

READ OUR BLOG

PROS & PARTNERS



SHIPPING IS INCLUDED

SHOP Browse our exhaustive inventory until you find the perfect gear.

PELICAN CASES

Need we say more? We ship in har shell Pelican Cases so your gear remains safe on the way to you.



SHIP YOUR ITEMS

We'll ship your order to arrive on the day you ask to receive it.



"ShareGrid makes renting

equipment a breeze! Clients are

insured, vetted, and payment is

handled up front. It eliminates a

lot of risks and challenges for

local owner ops looking to make

a passive income on their gear. It

has also saved me by sourcing

hard to find kits that bigger rental

houses just don't carry. It's the



Canon 8-15 f/4L Fisheve

\$83.00 4 DAY RENTAL

MORE INFO ADD TO CART



Canon 10-22 f/3.5-4.5

\$62.00 4 DAY RENTAL

MORE INFO ADD TO CART

Canon 15.5-47 T2.8 CN-E L S

Cinema Zoom Lens with

Duclos PL/EF Mounts

\$745.00

4 DAY RENTAL

MORE INFO ADD TO CART



Canon 11-24 f/4L

\$126.00

Canon 16-35 f/2.8L II

\$85.00

4 DAY RENTAL

4 DAY RENTAL

MORE INFO ADD TO CART



Canon 14 f/2.8L II

MORE INFO ADD TO CART





MORE INFO ADD TO CART

4 DAY RENTAL MORE INFO ADD TO CART



"I use ShareGrid because I believe it is absolutely revolutionizing the film rental industry. By allowing anyone to both become a renter and rentee it helps balance the scales, because it makes filmmaking more affordable. I haven't looked anywhere else for my rentals since I found ShareGrid, and the inventory is

Airbnb of film equipment!" - Doug B. >

growing everyday!"

- Corey T.>



Lens

\$222.00 4 DAY RENTAL

MORE INFO ADD TO CART

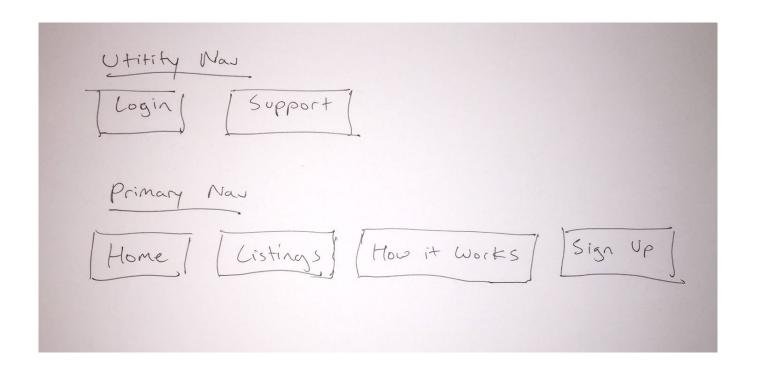




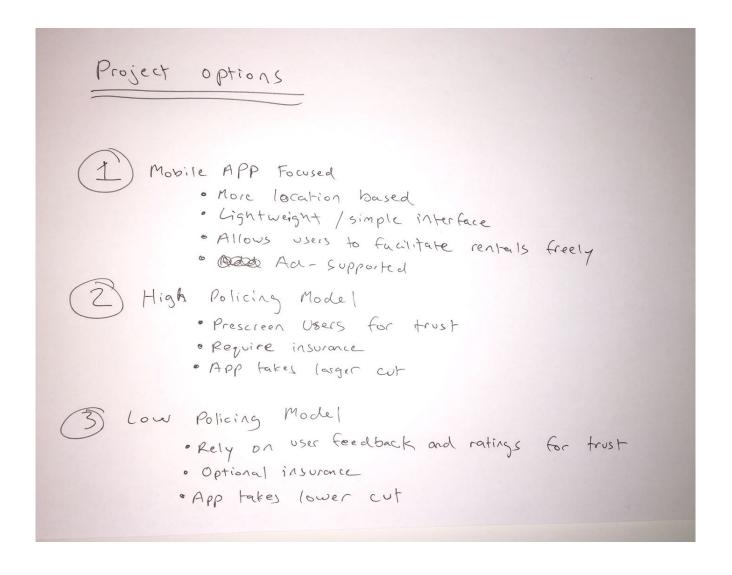




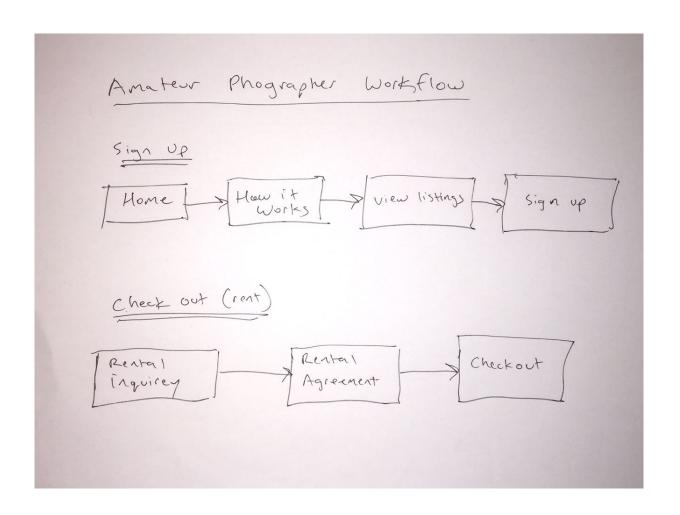
SITEMAP



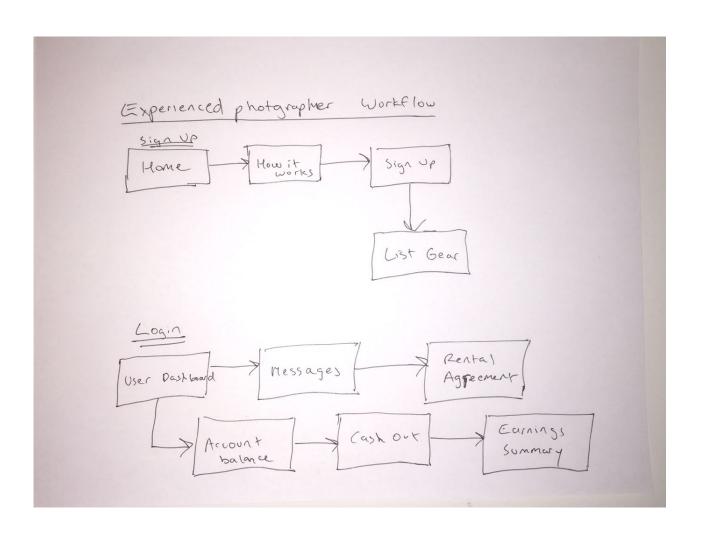
CONCEPT PITCHES



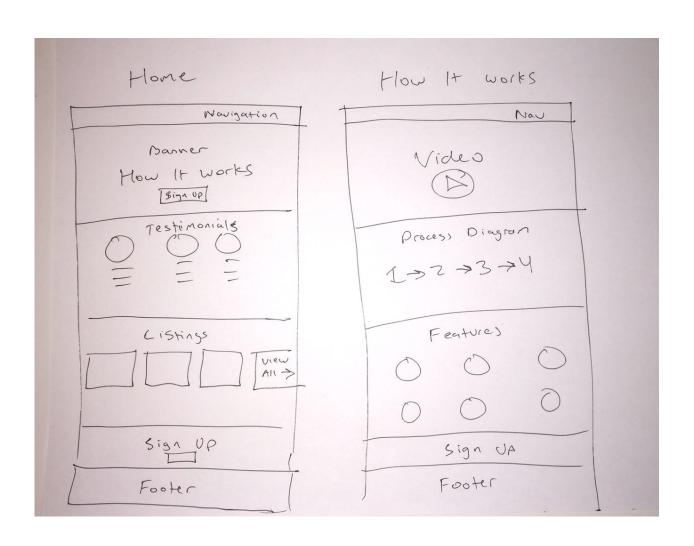
WORKFLOW 1



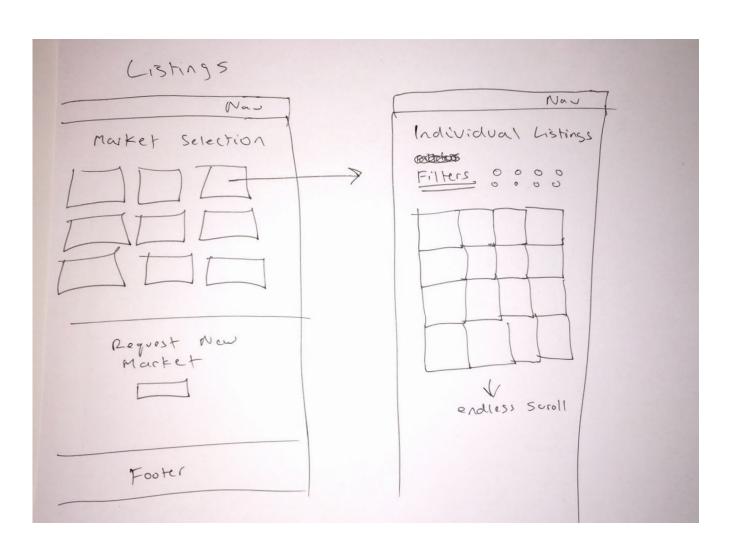
WORKFLOW 2



USER INTERFACE CONCEPTS



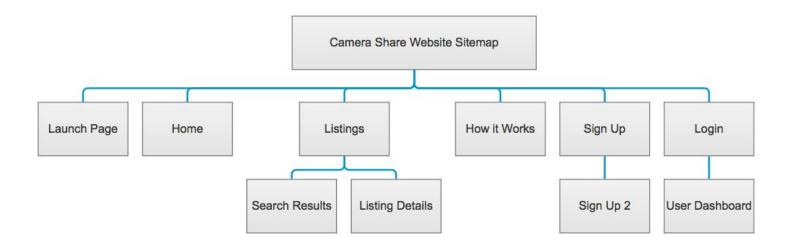
USER INTERFACE CONCEPTS (CONT)



PART 02

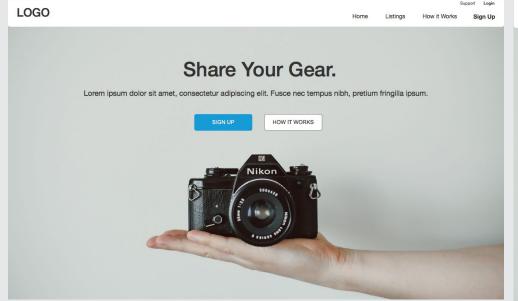
WIREFRAMES

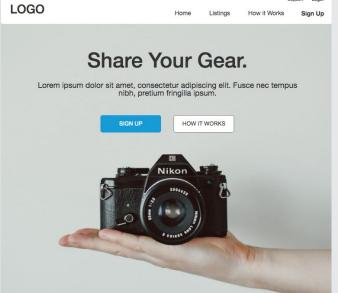
AXURE SITE MAP/PAGE FLOW



LINK TO AXURE PROTOTYPE https://9d3vy4.axshare.com/#c=2

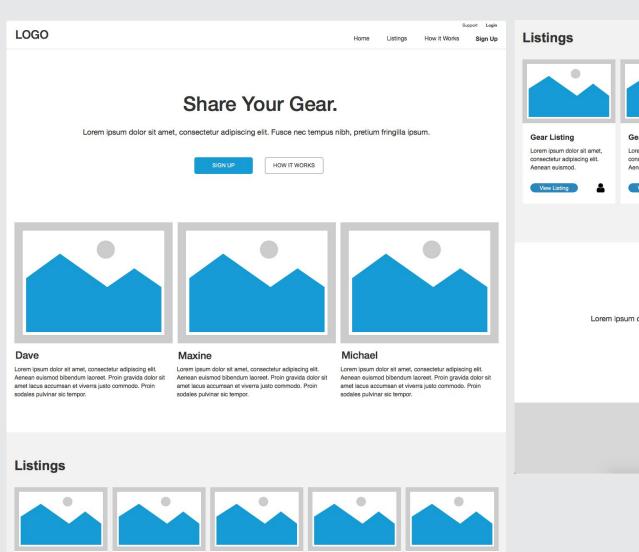
WIREFRAME: LAUNCH PAGE







WIREFRAME: HOME



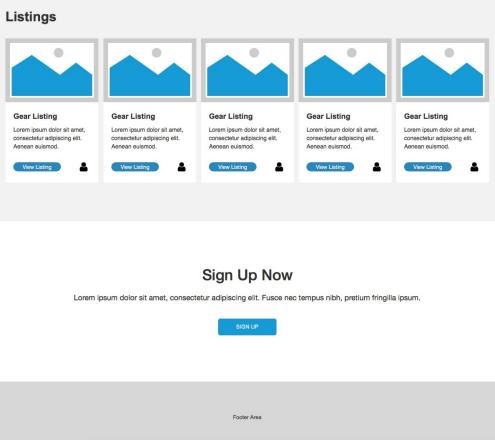
Gear Listing

Gear Listing

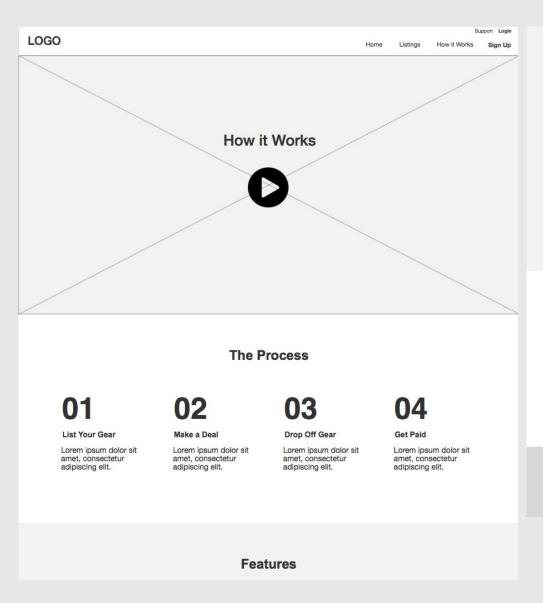
Gear Listing

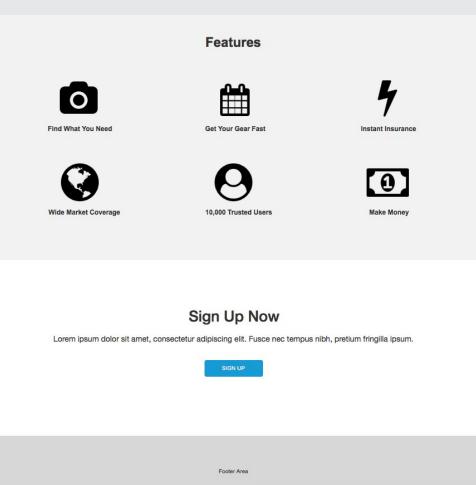
Gear Listing

Gear Listing

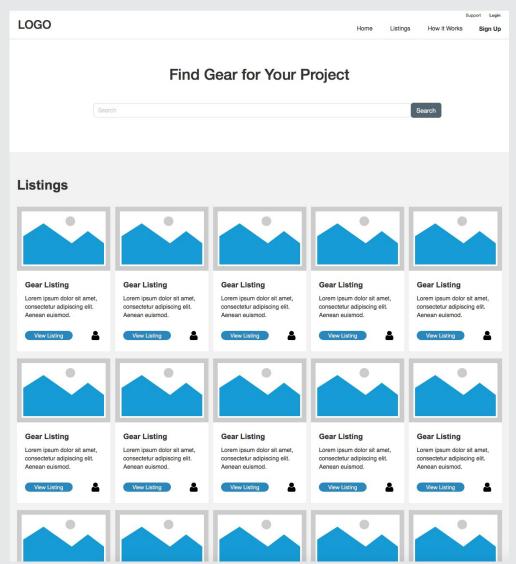


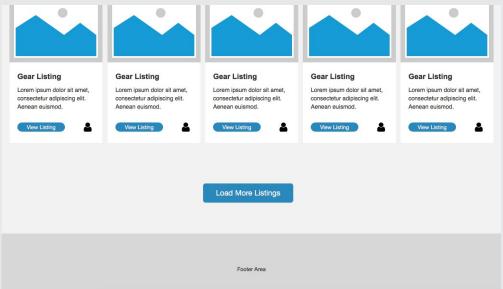
WIREFRAME: HOW IT WORKS



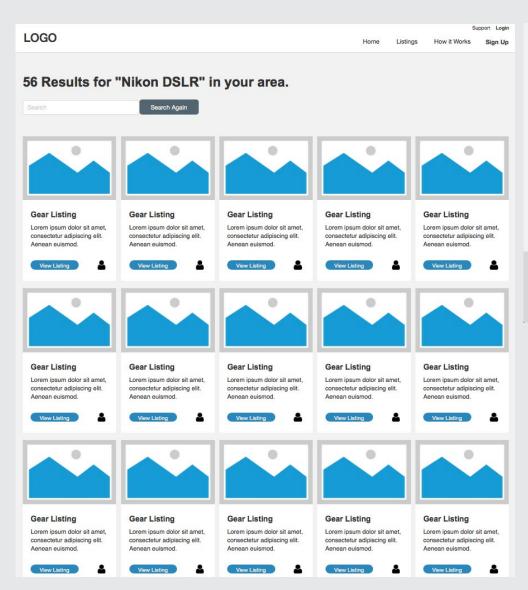


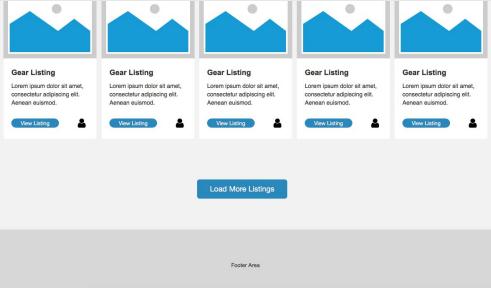
WIREFRAME: LISTINGS



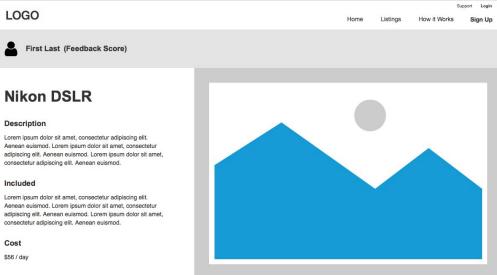


WIREFRAME: SEARCH RESULTS

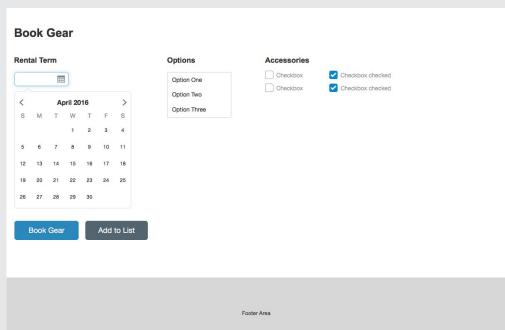




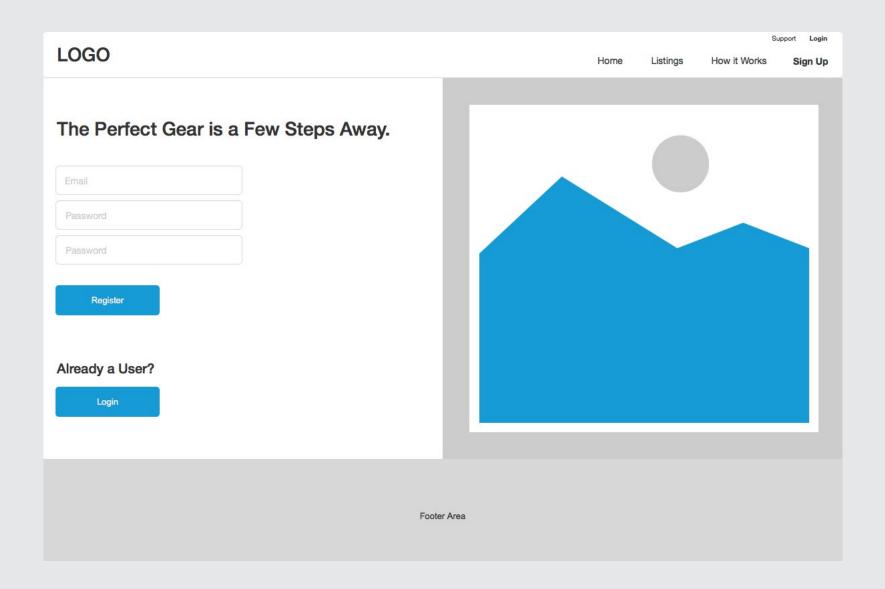
WIREFRAME: LISTING DETAILS



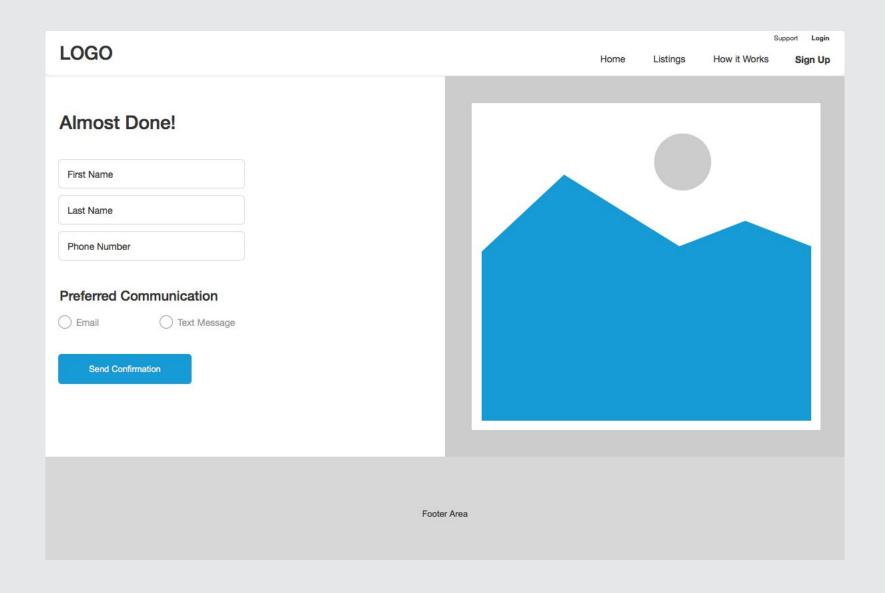
Specifications Specification Lorem Ipsum Dolor Lorem Ipsum Dolor Specification Specification Lorem Ipsum Dolor Specification Specification Lorem Ipsum Dolor Lorem Ipsum Dolor Lorem Ipsum Dolor Specification Lorem Ipsum Dolor Specification **Book Gear**



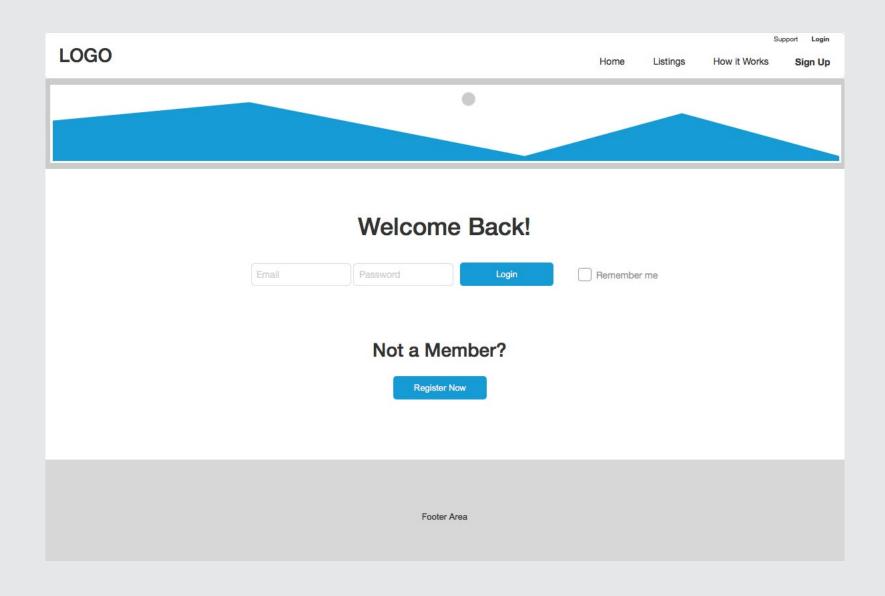
WIREFRAME: SIGN UP



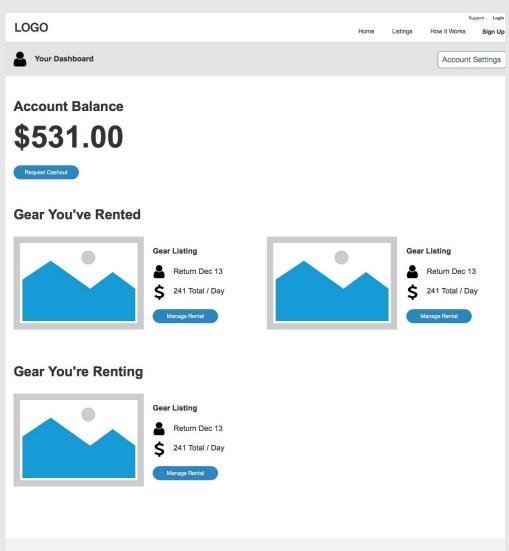
WIREFRAME: SIGN UP 2

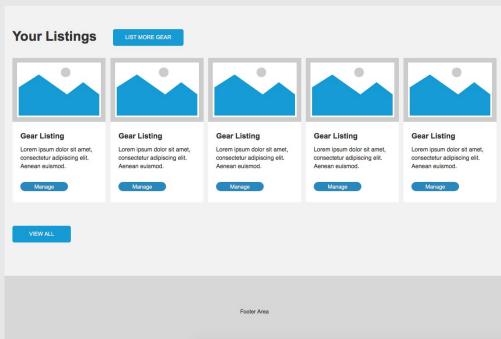


WIREFRAME: LOGIN



WIREFRAME: USER DASHBOARD

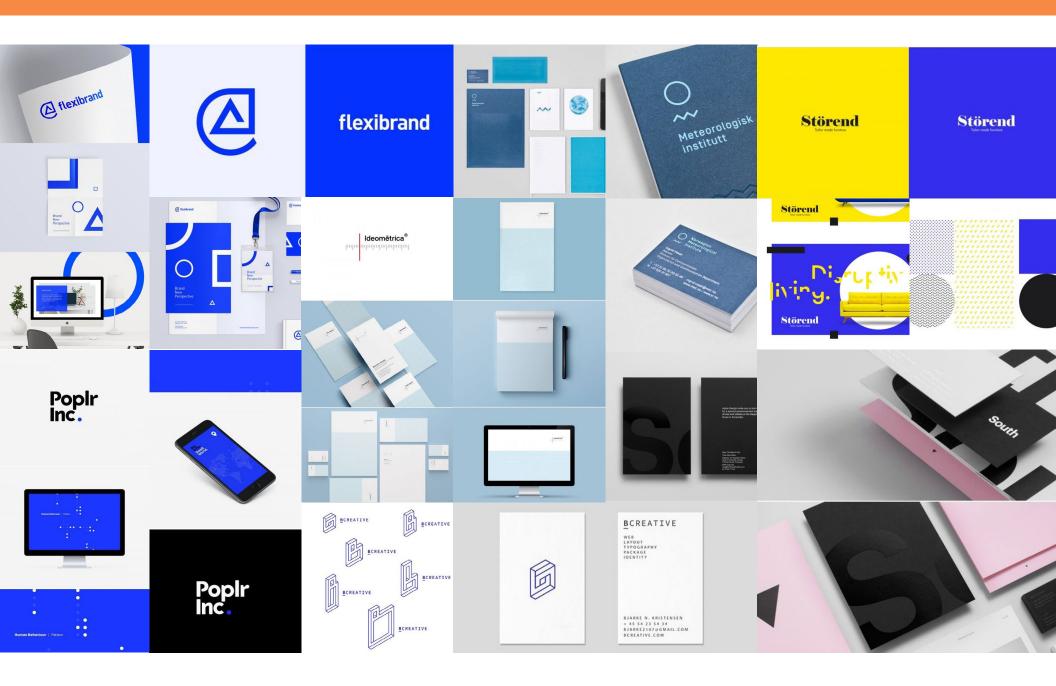




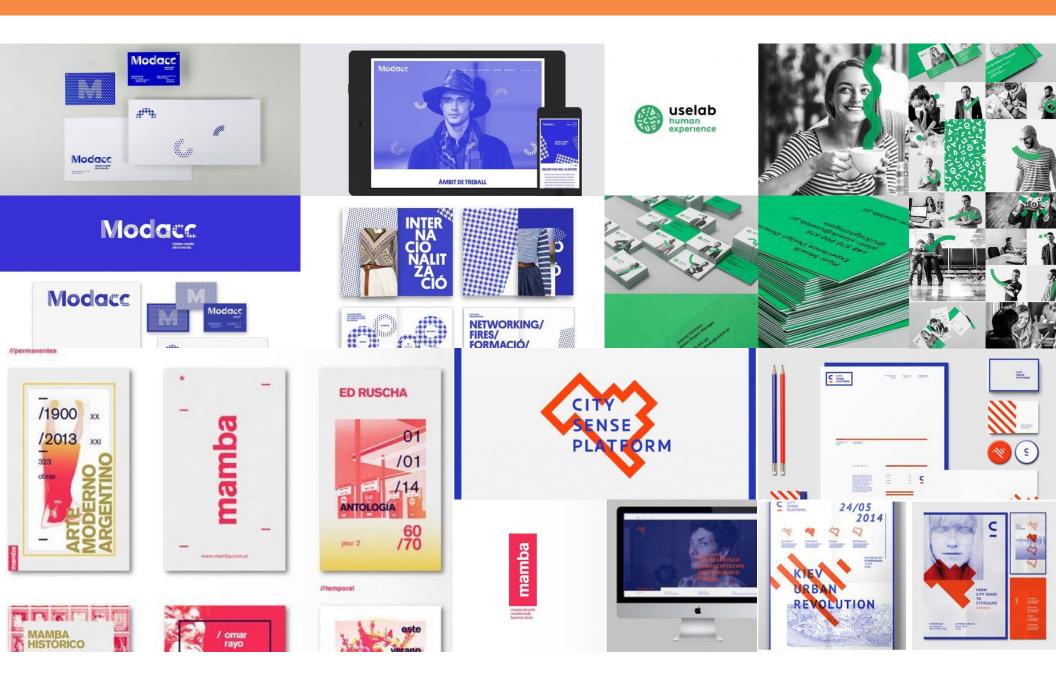
PART 03

VISUAL DESIGN

MOODBOARDS



MOODBOARDS



DESCRIPTIVE KEYWORDS

Photography

- Equipment
- Gear
- Cameras
- Lenses
- Support
- Tripod
- Lighting
- Backdrops
- Film
- Video Support
- Slider
- Jib
- Drone
- Steadicam
- Audio Equipment
- Microphone
- Recorder
- Lav

Sharing

- Peer-to-peer
- Education
- Tryout
- Learn
- Practice
- Experiment
- Trust
- Community
- Social
- Meet
- Explore
- Style
- Specialty

Interface

- Intuitive
- Easy
- Open
- Accessible
- Grid
- Images
- Videos
- Dynamic
- Big
- Fun
- Responsive
- Mobile

Brand

- Inspirational
- Creators
- Artists
- Photographers
- Videographers
- Local
- Community
- Exploration
- Vivid
- Fun
- Dynamic
- Expert
- Culture

NAMING

Photoshare Sharegear gearexchange gear lend V gear friends photo friends Romera Friends Cornera kato buddies Photo buddies Lens Lend V Cens Friends V Lens Buddies Lens Exchange

Lens Trade Lens Bay V Lens List Lens House Comera Bay Camera Trade Lensnation Lensation Lers Lender Find Lens Lens Grid lens Pod Camera Pod

Cens Xchange Cameron X change (amera X Camera Community Camera Together V Lens Together we lens We Comera We Gear Genely Genrology Lansology Cameraology

BRAND IDENTITY

LENS GRID LENS GRID

TYPOGRAPHY & COLOR

MAKE SOMETHING BIG.

HOW IT WORKS

THE FEATURES

SONY A7 CAMERA BODY WITH KIT LENS

DESCRIPTION

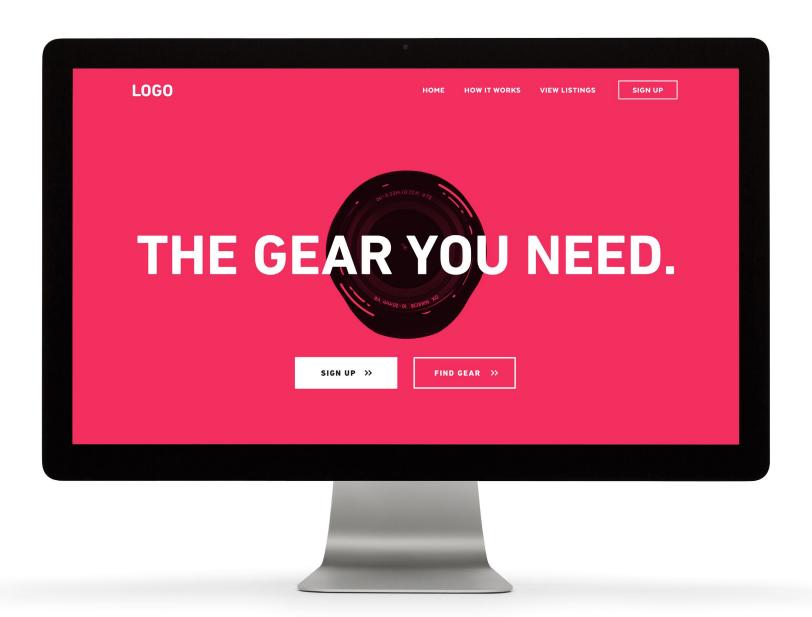
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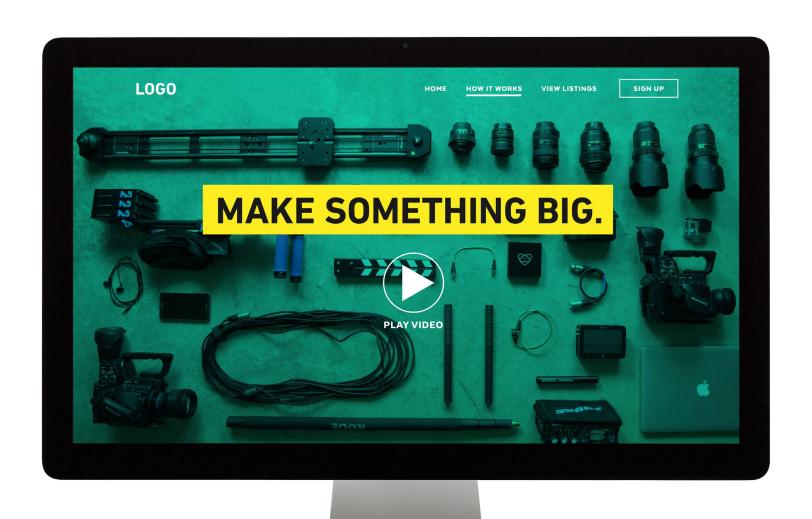
LIST YOUR GEAR

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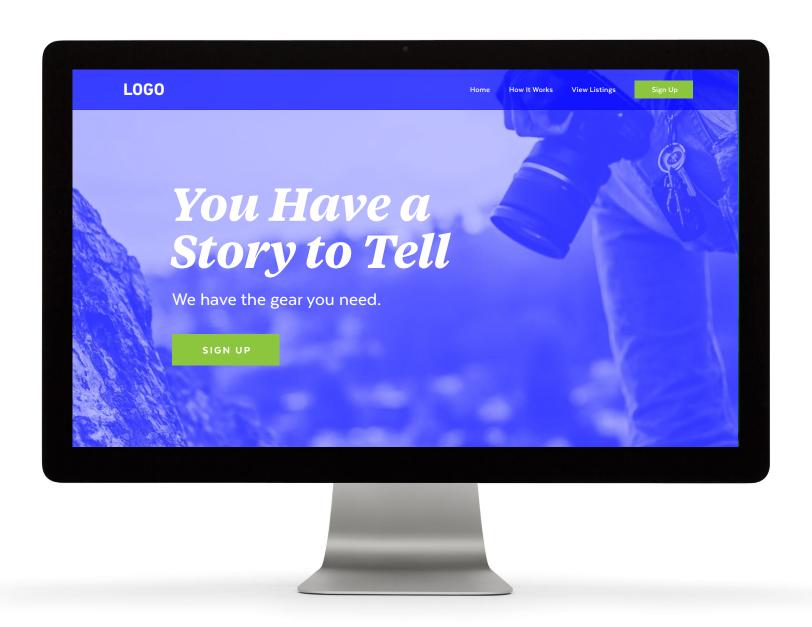
PRELIMINARY MOCKUPS



PRELIMINARY MOCKUPS



PRELIMINARY MOCKUPS



FINAL MOCKUPS: LAUNCH PAGE

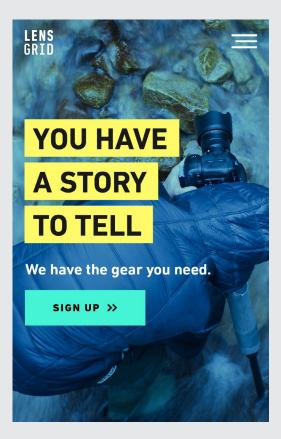


LAUNCH PAGE

The Launch Page uses a large banner photograph that fills the browser window. H1 text has a special highlight effect that is used throughout the site.

FINAL MOCKUPS: LAUNCH PAGE





FINAL MOCKUPS: HOME



HOME

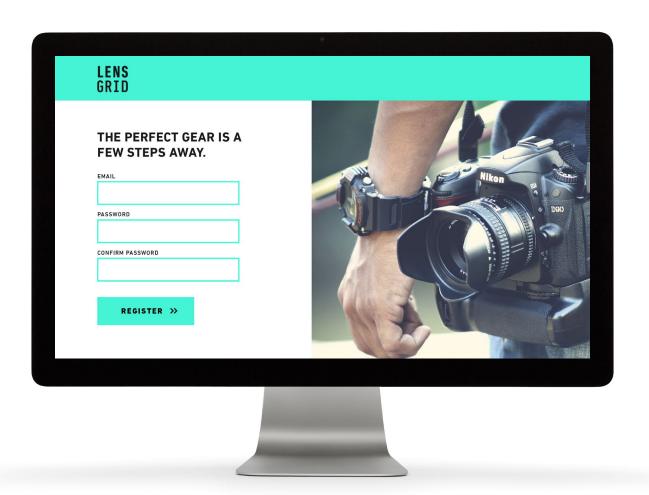
The Homepage, called "How It Works" on the site, uses a large banner video that fills the browser viewport for desktop breakpoints. All UI elements disappear when the video is played. After the banner, there is a content block to explain the process in a step by step manner. Then, comes a content block to summarize some of the special features of the platform using icons. Last, is a Call to Action content block that urges users to sign up.

FINAL MOCKUPS: HOME





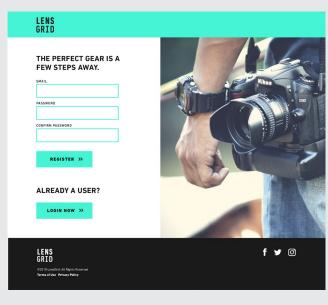
FINAL MOCKUPS: SIGN UP

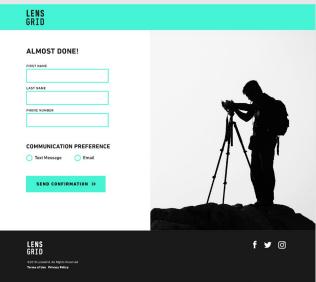


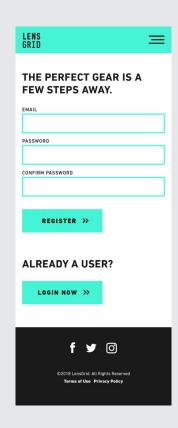
SIGN UP

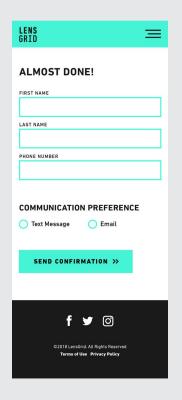
The Sign Up process is split between two pages to give the design a visual simplicity. Users are first asked to provide their email and password. A login link is provided in case an existing user reached this page by mistake. On the second page, the user is asked to give their first and last name, phone number, and communication preference. The sign up process is complete after the user verifies their account through email or text. On the mobile breakpoints, the images are hidden.

FINAL MOCKUPS: SIGN UP

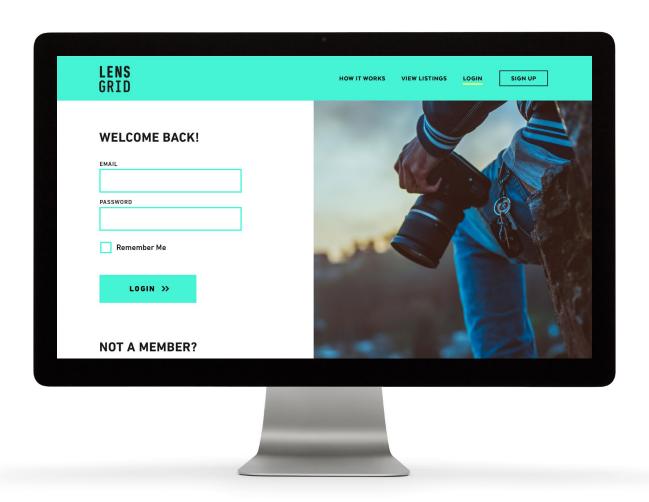








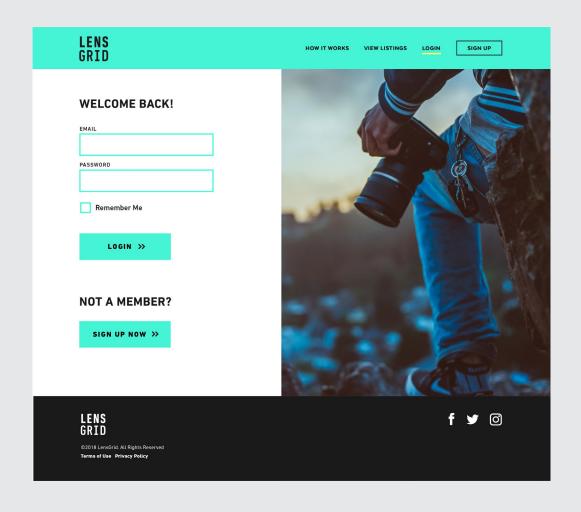
FINAL MOCKUPS: LOGIN



LOGIN

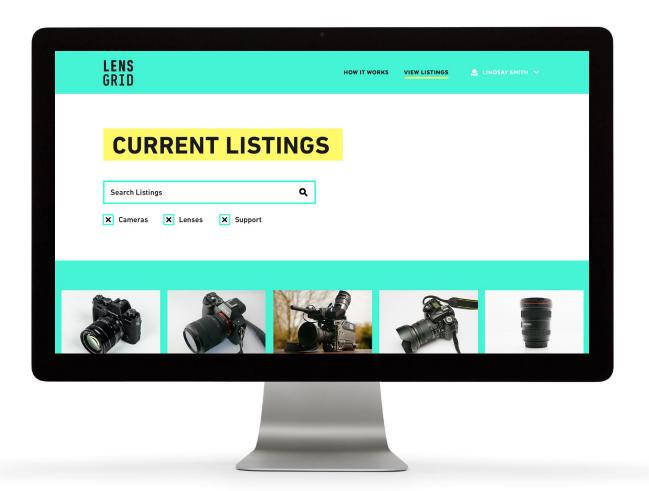
The Login page uses the same template as the Sign Up page, for a reduction in development costs. A link is provided to go to the Sign Up page in case a new user reaches this page by mistake.

FINAL MOCKUPS: LOGIN



LENS GRID	\equiv
WELCOME BACK!	
EMAIL	
PASSWORD	_
Remember Me	
LOGIN >>	
NOT A MEMBER?	
SIGN UP NOW >>	
f 💆 🖸	
©2018 LensGrid. All Rights Reserved Terms of Use Privacy Policy	

FINAL MOCKUPS: LISTINGS

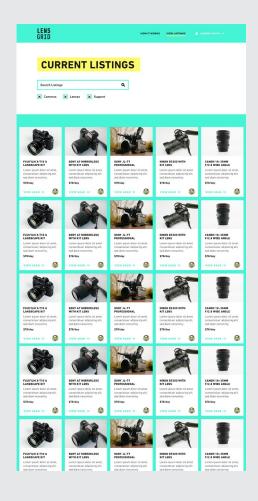


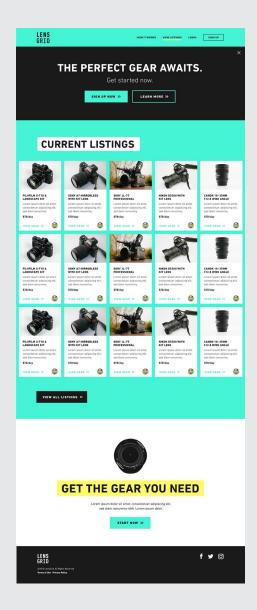
LISTINGS

The listing page looks different depending on whether the user is logged in or not. If the user is not logged in, a large call to action appears at the top to increase conversion. The listings are also limited in quantity. If the user clicks "View All Listings" at the bottom, he/she is prompted to register. Another large call to action is located at the bottom of the page.

If the user is logged in, the listing page uses an infinite scroll design—more listings populate the page when the user scrolls to the bottom. There is also a search and filter system at the top.

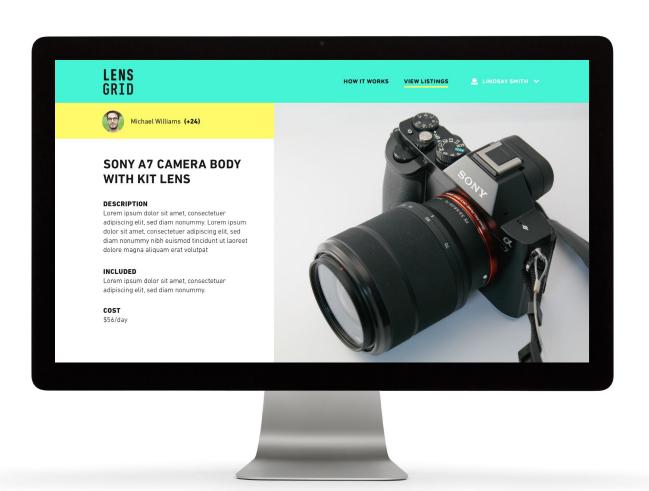
FINAL MOCKUPS: LISTINGS







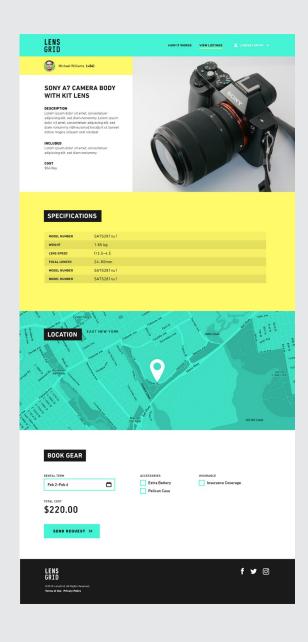
FINAL MOCKUPS: RENTAL DETAILS



RENTAL DETAILS

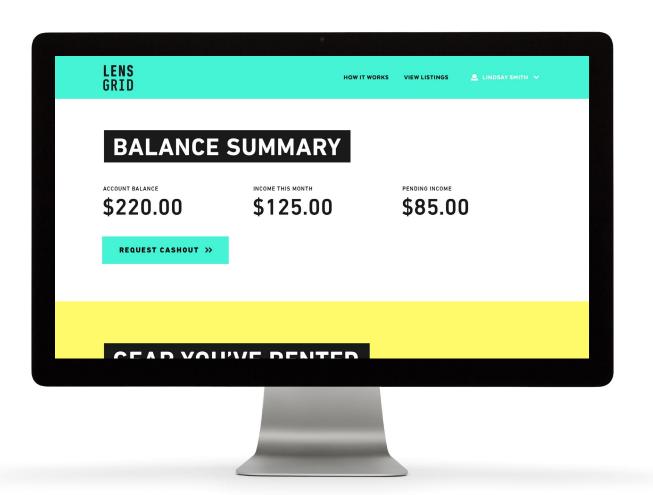
The rental details page gives all the information that a user needs to initiate a rental. The top content block gives the renter's username and trust score, followed by a description of the rental terms. The second content block contains details specifications about the product to be rented. The third content block shows the area of town in which the rental is located. The last content block is the booking area, where the user makes decisions about the rental length, date, and options.

FINAL MOCKUPS: RENTAL DETAILS





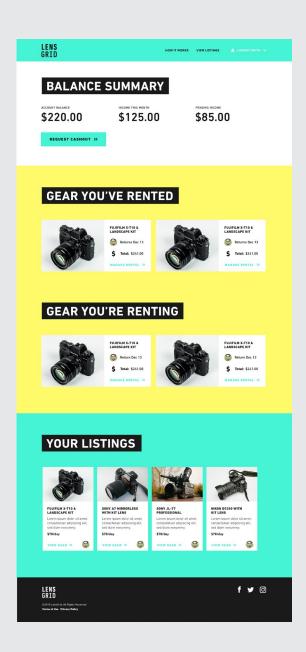
FINAL MOCKUPS: USER DASHBOARD



USER DASHBOARD

The dashboard gives the user all the information about their account activity. The first content block gives their balances and income numbers and provides a link to initiate a cash-out. The second content block gives a list of gear that the user has rented to other users with links to manage those rentals. The third content block lists the rentals that the user has purchased from other users. The last content block lists all the gear listings that the user has active.

FINAL MOCKUPS: USER DASHBOARD

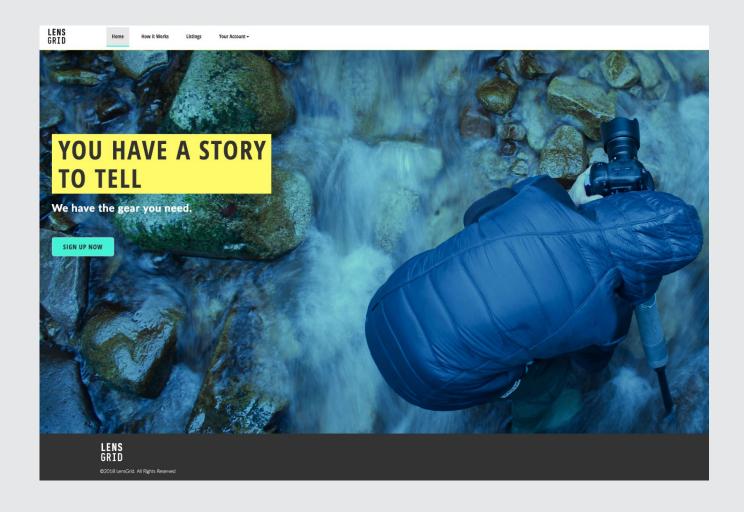




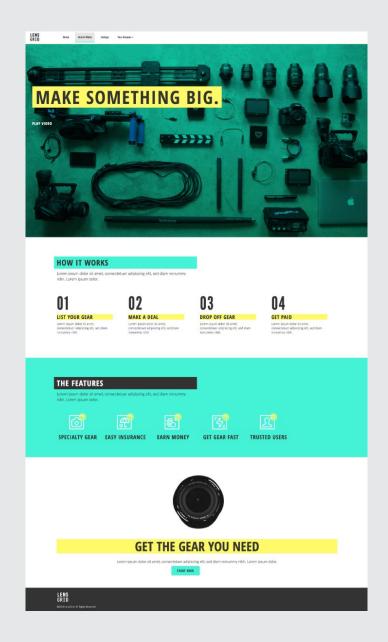
PART
04

DEVELOPMENT (ROUGH)

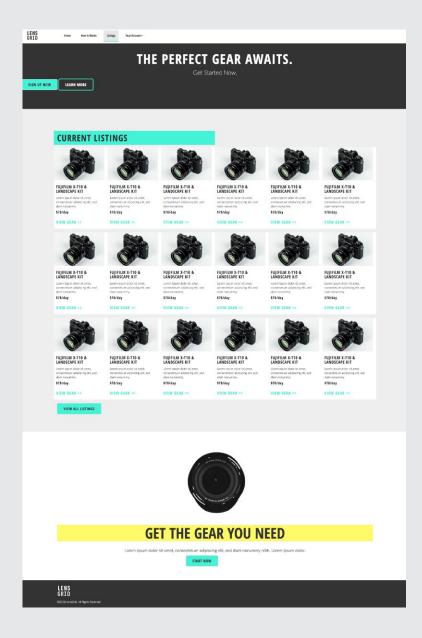
HOME (Rough)



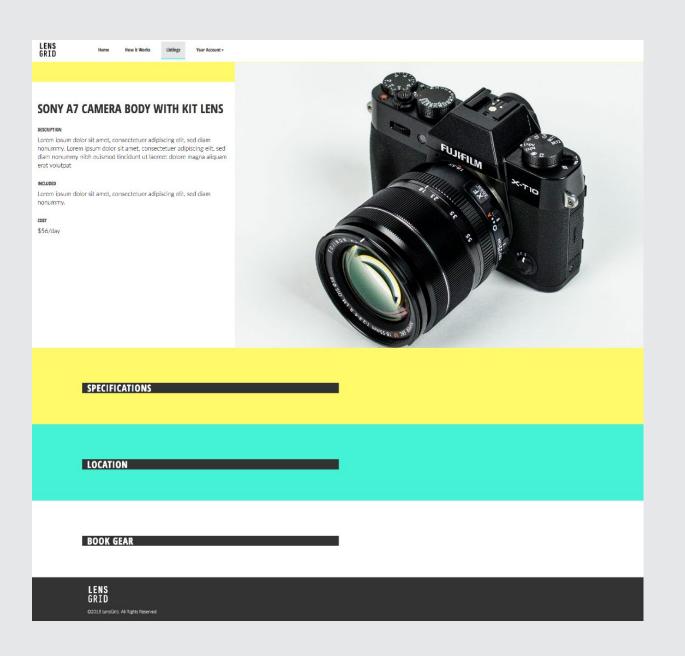
HOW IT WORKS (Rough)



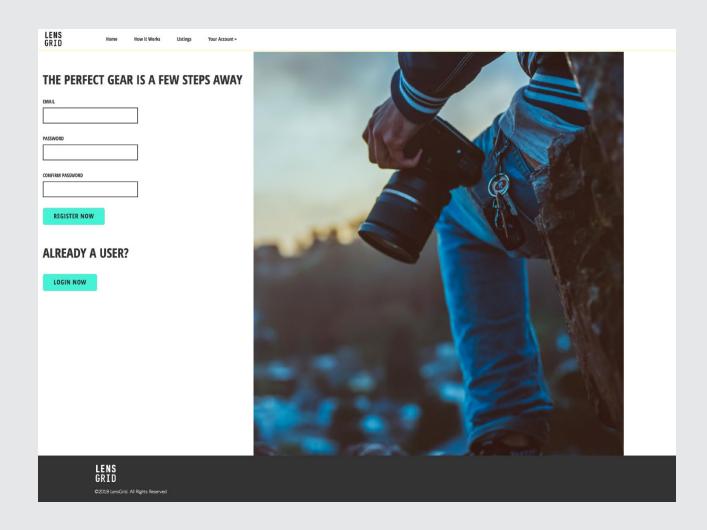
LISTINGS (Rough)



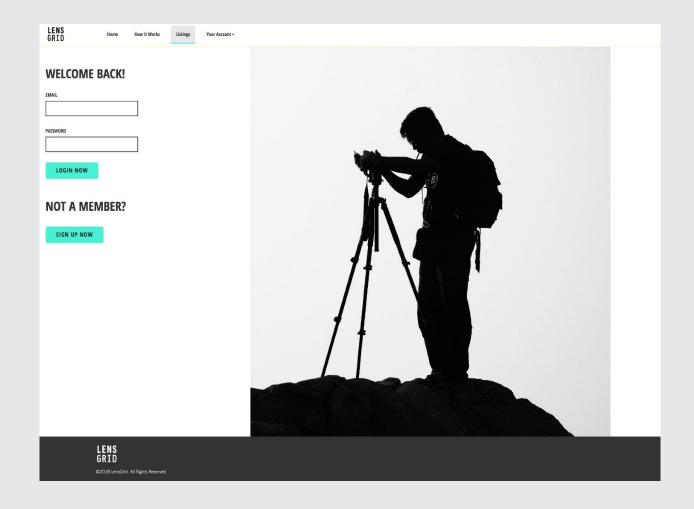
DETAILS (Rough)



SIGNUP (Rough)



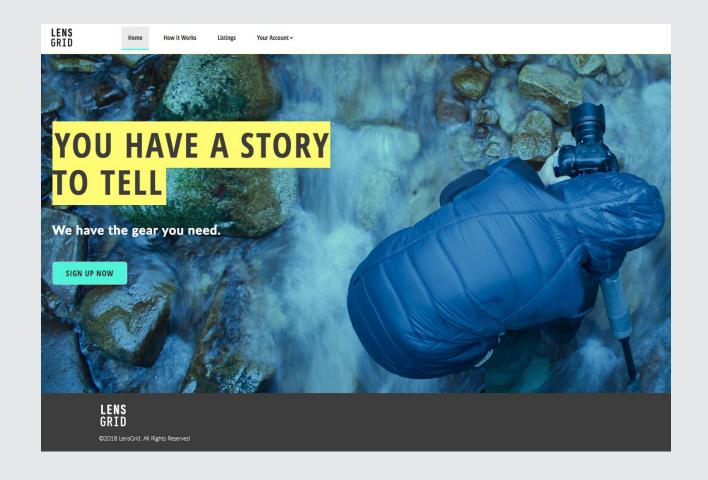
LOGIN (Rough)

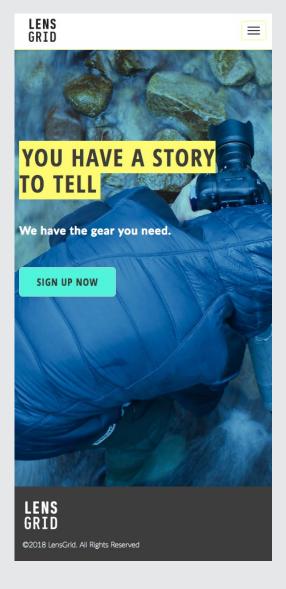


PART 05

DEVELOPMENT (FINAL)

HOME





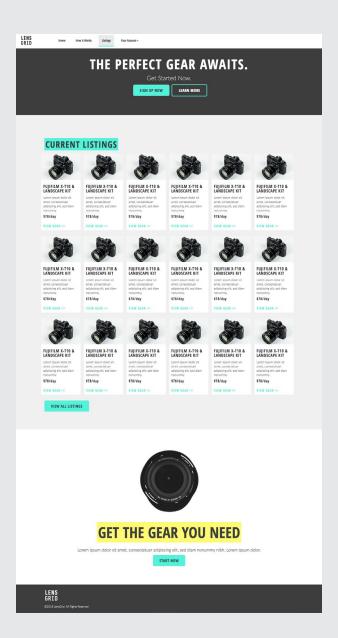
HOW IT WORKS





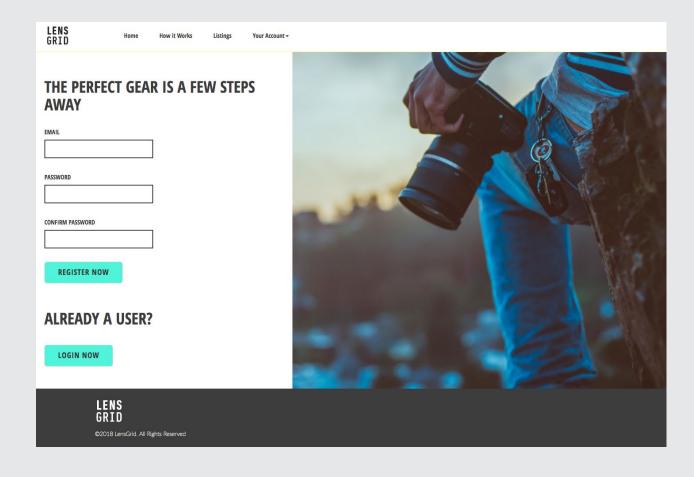


LISTINGS



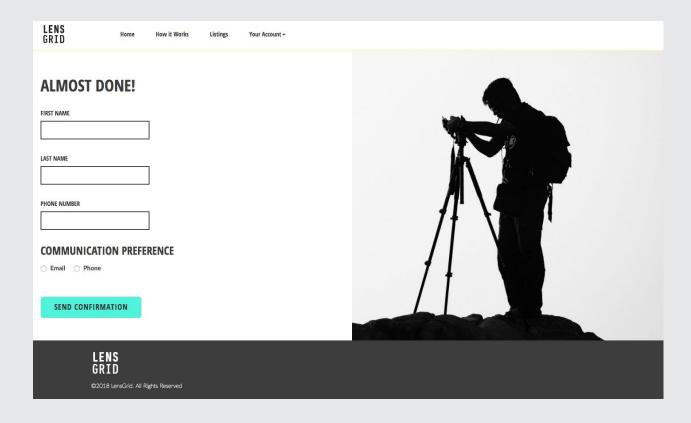


SIGNUP 1



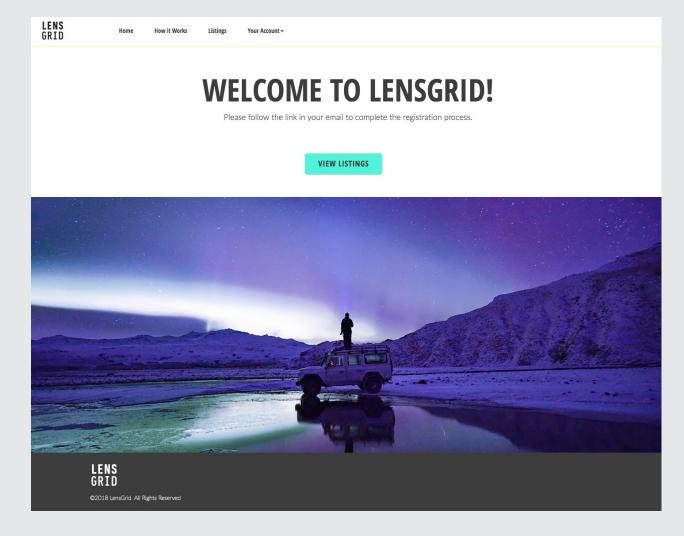
LENS GRID	
THE PERFECT GEAR IS A FE STEPS AWAY	W
EMAIL	
PASSWORD	
CONFIRM PASSWORD	
REGISTER NOW	
ALREADY A USER?	
LOGIN NOW	
LENS GRID ©2018 LensGrid. All Rights Reserved	

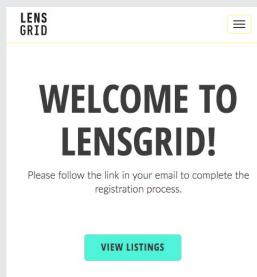
SIGNUP 2

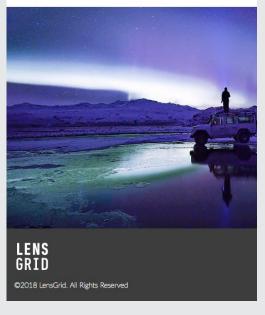


LENS GRID	
ALMOST DONE!	
FIRST NAME	
LAST NAME	
PHONE NUMBER	
COMMUNICATION PREFERENCE	
○ Email ○ Phone	
SEND CONFIRMATION	
LENS GRID	
CONTROL SERVICE	
©2018 LensGrid. All Rights Reserved	

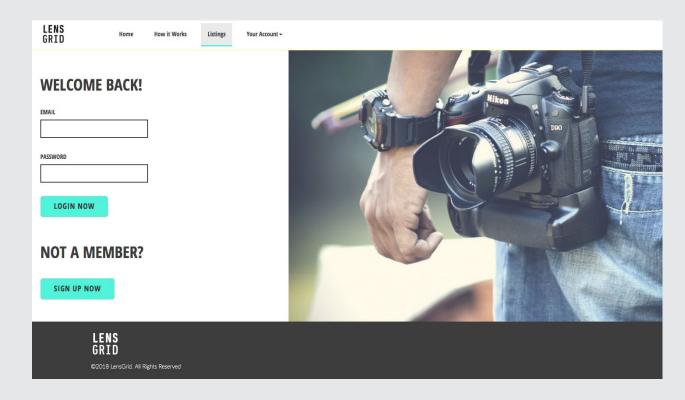
THANK YOU PAGE

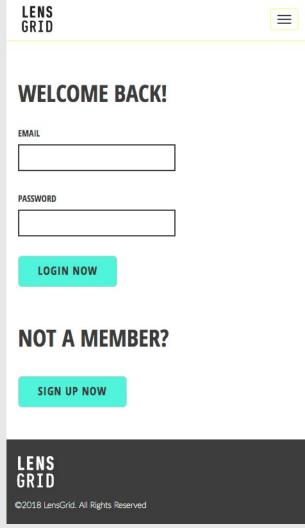




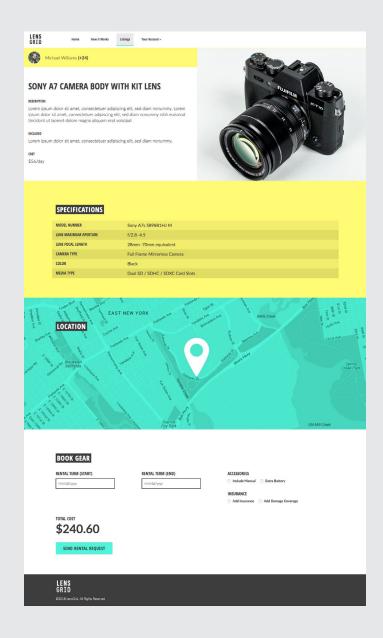


LOGIN PAGE



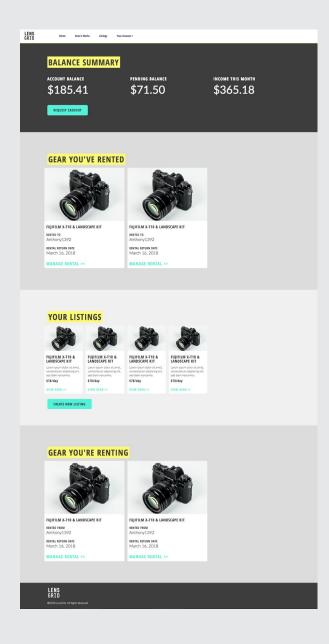


DETAILS PAGE





USER DASHBOARD





THANK YOU!

VIEW LIVE WEBSITE

https://studentpages.scad.edu/~bprair20/index.html