# 1 Thryff

# The Marketplace for

Used Furniture



## Introduction

Prompt: App for crowdsourcing made or resale furniture needs of residents.

Final Design Frame: Designing an app for New York City residents that need to find second-hand furniture.



# Secondary Research

**Defining crowdsourcing** - "the practice of obtaining needed services, ideas, or content by soliciting contributions from a large group of people and especially from the online community rather than from traditional employees or suppliers"

### **Comparative Analysis:**

- Compared against: AptDeco, Etsy, Facebook Marketplace, Reddit and eBay
  - Factors compared: resale furniture, E-commerce, crowdsourcing, delivery structures, fees

### Laws/Regulations:

- New York SHIELD Act (Stop Hacks and Improve Electronic Data Security Act)
- General Business Law § 349 Consumer Protection Against Deceptive Practices



# Empathize, Define and Ideate

### **Archetypes of Seller**

Time Driven

Money Driven

# User Journey for Sellers

User Journey for Buyers



### **Archetypes of Buyer**

Bulk Furniture Seekers

Deal-Driven Buyers

Unique Needs

# Mental Models for Sellers

Mental Models for Buyers

### Challenges

- Buyers are struggling with finding a specific product.
- Buyers need more flexible delivery and transaction options.
- Sellers struggle with setting the most competitive price.
- Sellers struggling with attracting more audience.
- Both parties have safety and privacy concerns.
- Both parties suffer from painful negotiation process.
- Information transparency and trust building between two parties.

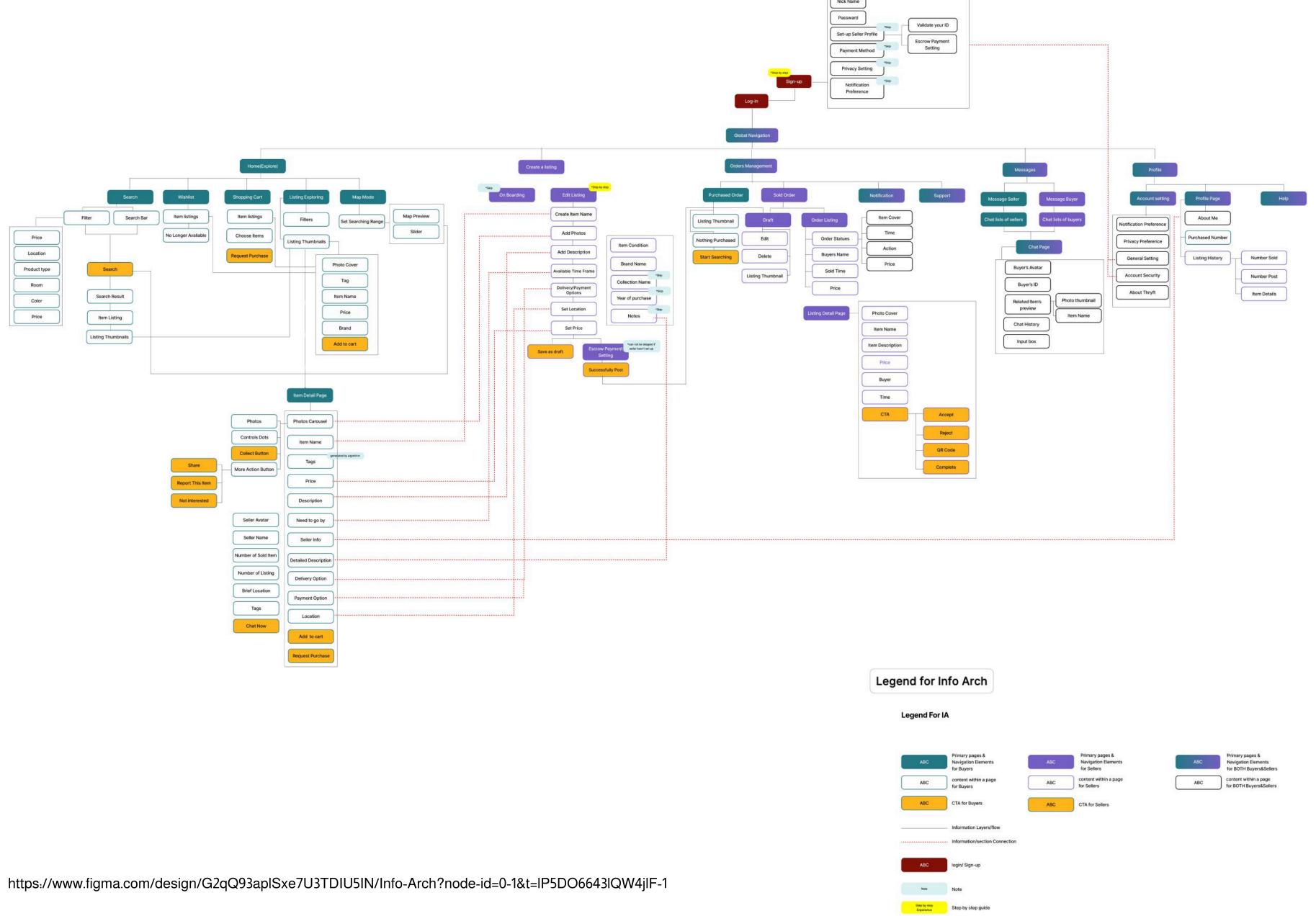


# Design Decision

- User-Friendly and Detailed Item Filter
  - Easily find deals or discounts and delivery options selected by sellers.
- Pickup & Delivery Settings
  - Sellers choose whether they offer pickup only or seller-provided delivery in their listing
  - Buyers can filter listings through delivery preferences
- Escrow Payment Process (Thryft SecurePay)
  - Buyer's payment is held in escrow until the item is delivered or picked up
- Onboarding for Seller Listings
- Shopping Cart

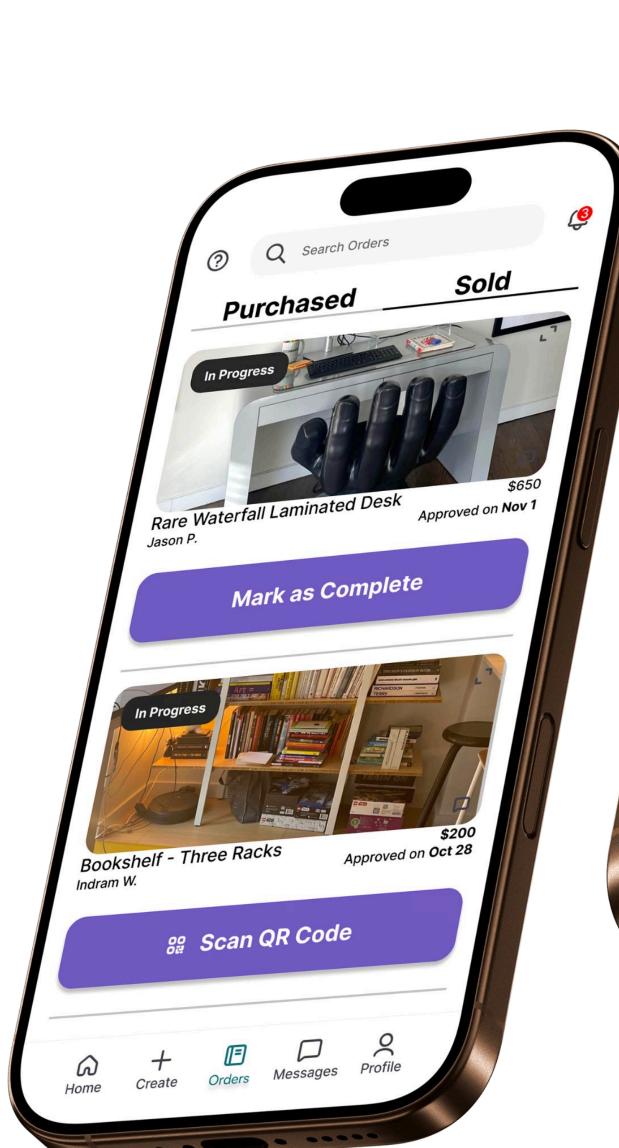


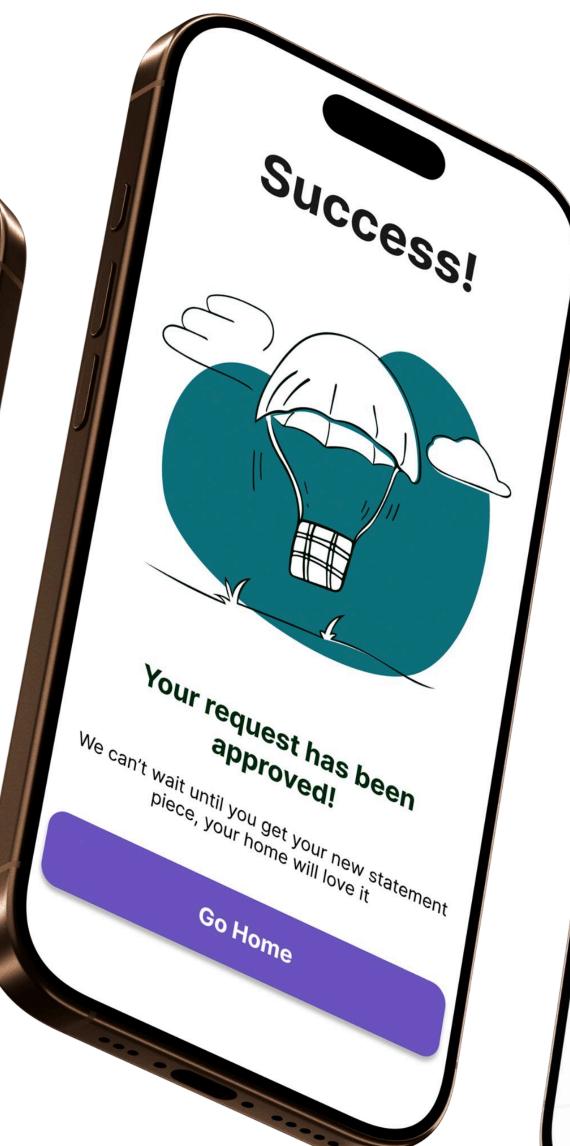


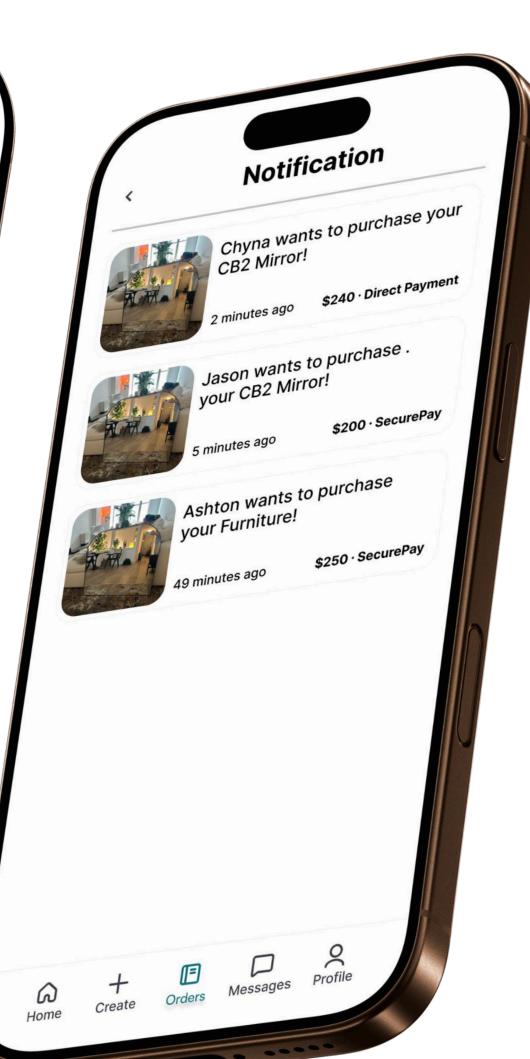


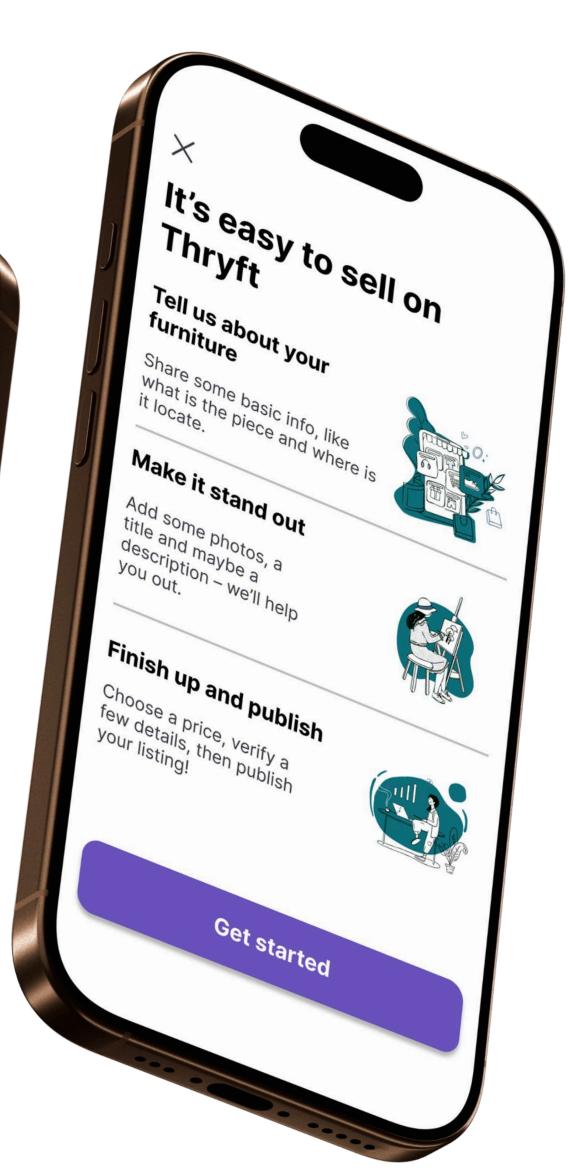


# Design Solutions



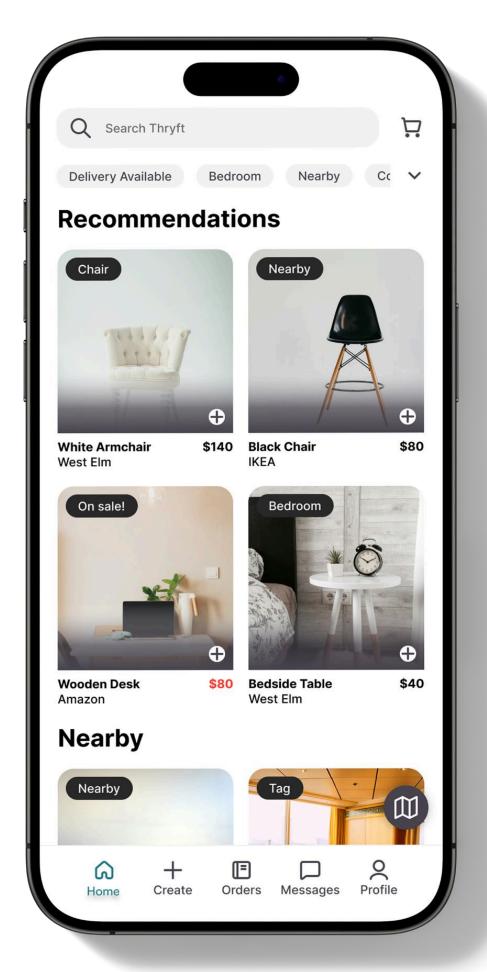




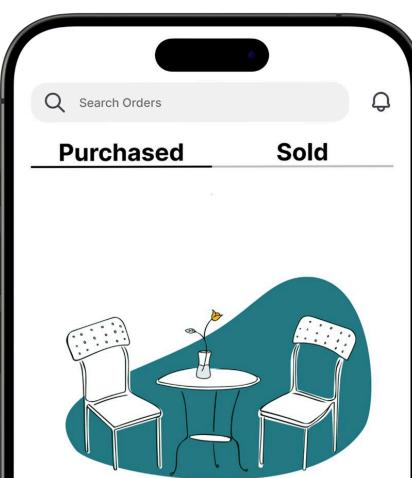


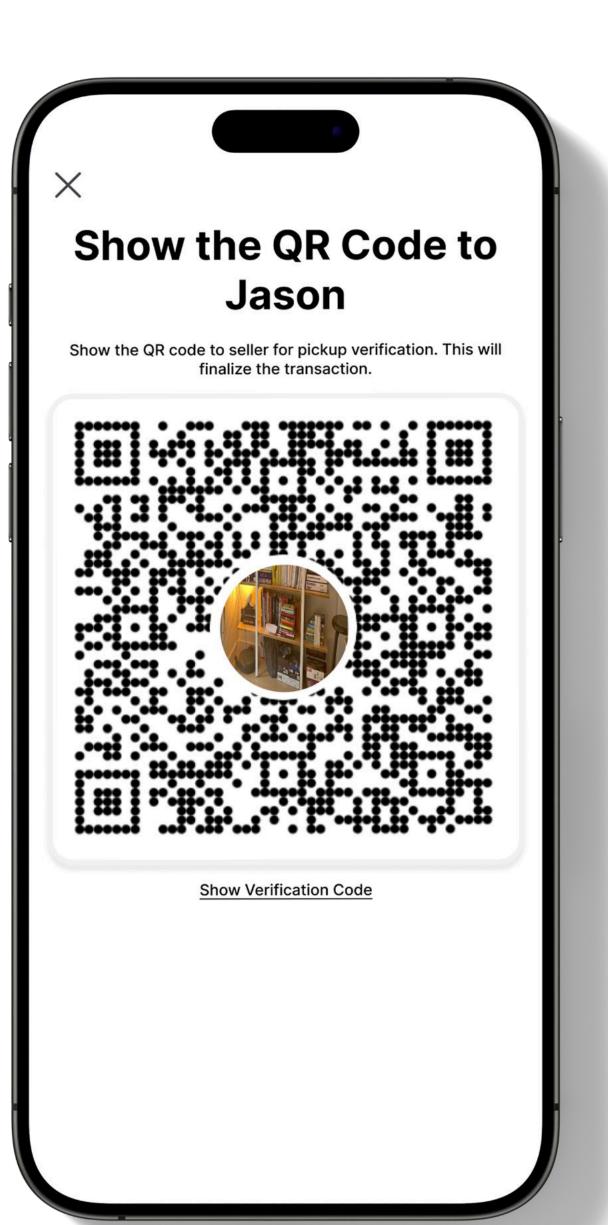


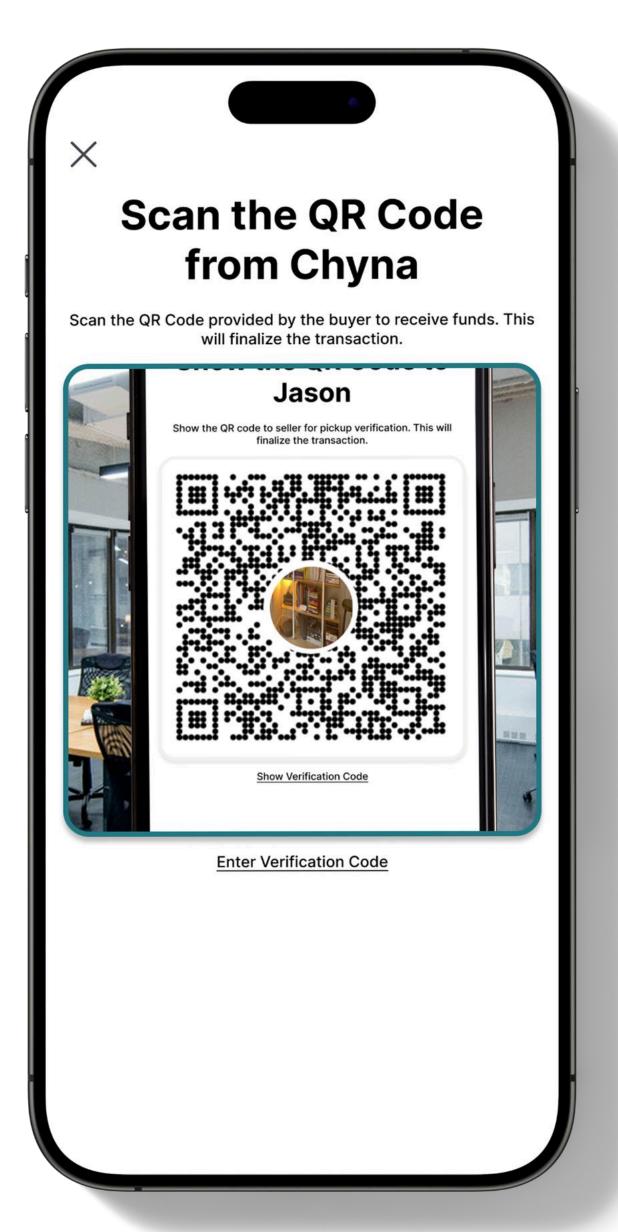
# Design Solutions













# Conclusion & Next Steps

### **Key Learnings**

- User's want a more secure product that offers higher user support
- Users wants detailed transactions, easy navigation and pleasant aesthetics

### **Next Steps**

Continue collecting user and stakeholder feedback



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