

User-centred design  
case studies

Rob Gillham

# This is me ↷



I've worked in user experience design and research for twenty years — both for huge global companies and fast-paced start-ups, across B2C and B2B products



I consider myself an all-rounder at design and user research. I remain close to the details of all projects, but I'm adept at delegation and giving people ownership of their work.



I've built and led UX teams in the full range of design and research activities, from explorative discovery research, product strategy and planning to delivery of full-spec interaction designs and design systems



I'm a passionate internal advocate for user-centric culture and an effective communicator of compelling stories about design to align teams and stakeholders around ideas



My approach to people management: hire amazing individuals, provide them with an environment where they can do their best work and let them own it



For me, the role of a UX lead is to grasp both the fine detail and the big picture simultaneously, provide governance to drive consistency and scalability of work and ultimately to ensure that research and design is always supporting overall business objectives



# Case studies

<u>Design leadership at ComplyAdvantage</u>	4
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<u>User research: HM Courts &amp; Tribunals Service</u>	33

# COMPLY ADVANTAGE

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## The leader in AI-driven fraud and AML risk detection

- ✓ Improve compliance workload efficiency
- ✓ Reduce false positives by 70%
- ✓ Shorten onboarding cycle time by 50%

Request Demo

Case study

Design leadership at  
ComplyAdvantage 2019-2023

ews

**Anti-Money Laundering  
Program: Why Good Software  
Implementation Is Critical**

Resource

**A Practical Guide to AI for  
Financial Crime Risk Detection**

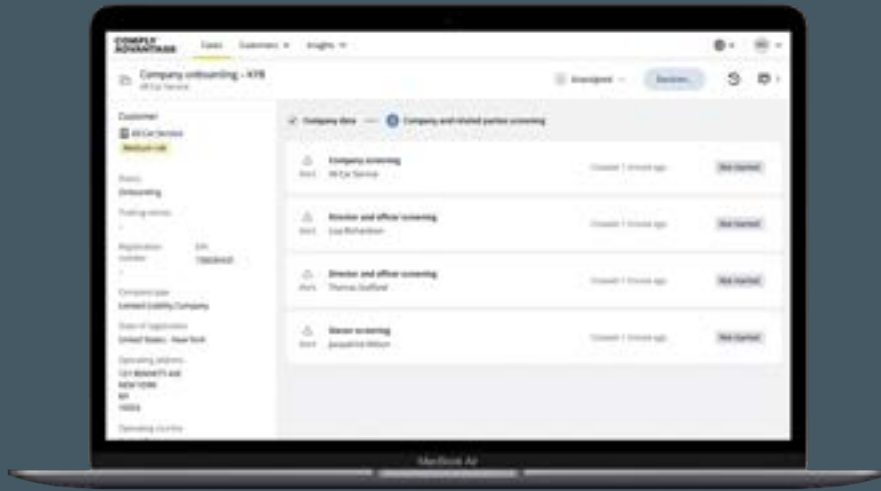
Resource

**Holvi Deploys AI-Driven Risk  
Detection to Fight Financial  
Crime More Effectively and  
Efficiently**

News

**Launching Fr  
Powered by A**

# COMPLY ADVANTAGE



Allianz 

 OakNorth  
Bank

Ebury

 Santander

Munich RE 

TransferMate  
GLOBAL PAYMENTS

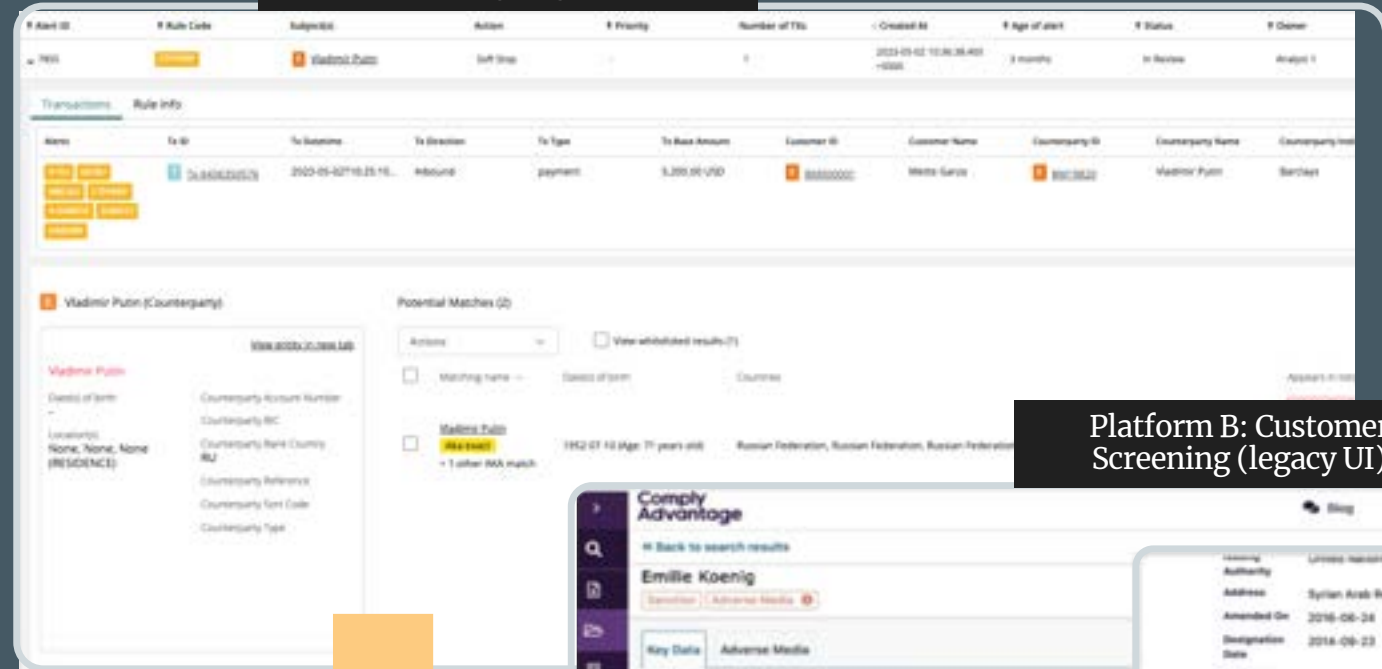
ComplyAdvantage is a fintech scale-up creating SaaS apps that help banks, fintechs and other financial service providers (FSPs) detect evidence of money-laundering

- It is a regulatory requirement of FSPs in most countries to ‘Know your customer’ and determine the risk they represent before you onboard them — and then continue to monitor their account transactions for risk flags
- This includes performing checks to establish a new customer is not on any sanctions lists, politically exposed (holds office) or represents a risk in some other way
- Anti-money laundering (AML) checks are time-consuming, but necessary as the fines for non-compliance are huge
- Time spent on AML checks and transaction screening can create delays in people receiving money and providing new customers with accounts, creating a poor experience leading to drop-out and churn
- ComplyAdvantage apps automate aspects of AML checks, allowing FSP’s compliance teams to be *both* a) more effective in meeting regulations *and* b) faster in completing checks so new customers can be onboarded and send and receive money in a timely fashion

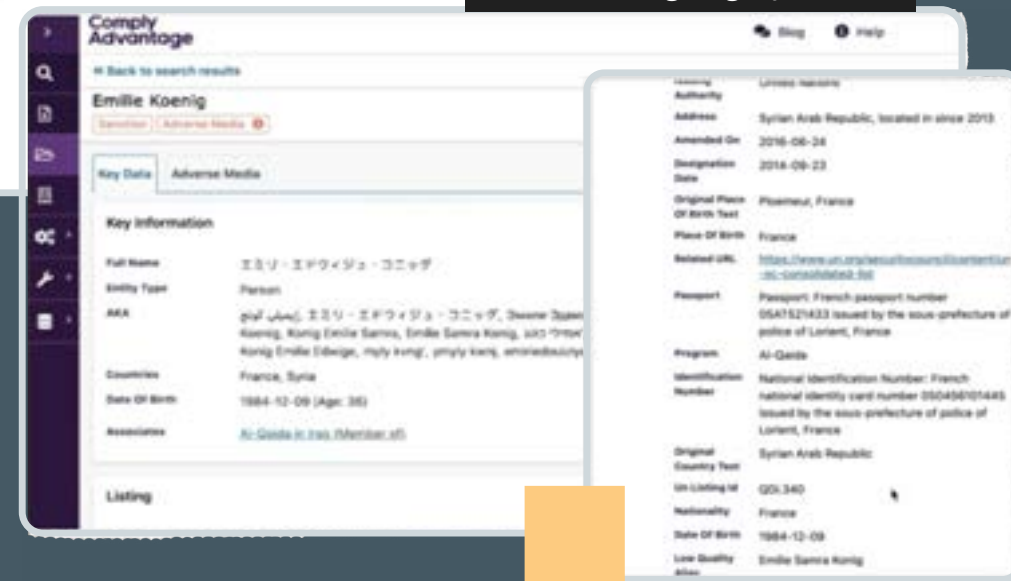
## I started at ComplyAdvantage in 2019 in an initially hands-on role with one designer reporting to me

- We were CA's first ever UX hires — there was no established processes. We performed all design and user research ourselves.
- Apps were hosted on one of two legacy platforms, each based on different tech stacks.
- UI of both platforms was hard coded HTML — no reuse of components meant an inconsistent, sub-optimal user experience within-app, and across platforms. Visually neither bore any relation to the company's official brand identity.
- There was no culture of evidence-driven product decision making based on structured user insights, and no analytics. Updates were driven by which customer complained the loudest.
- Accessibility of both platforms was essentially zero.

Platform A: Transaction Monitoring (legacy UI)



Platform B: Customer Screening (legacy UI)





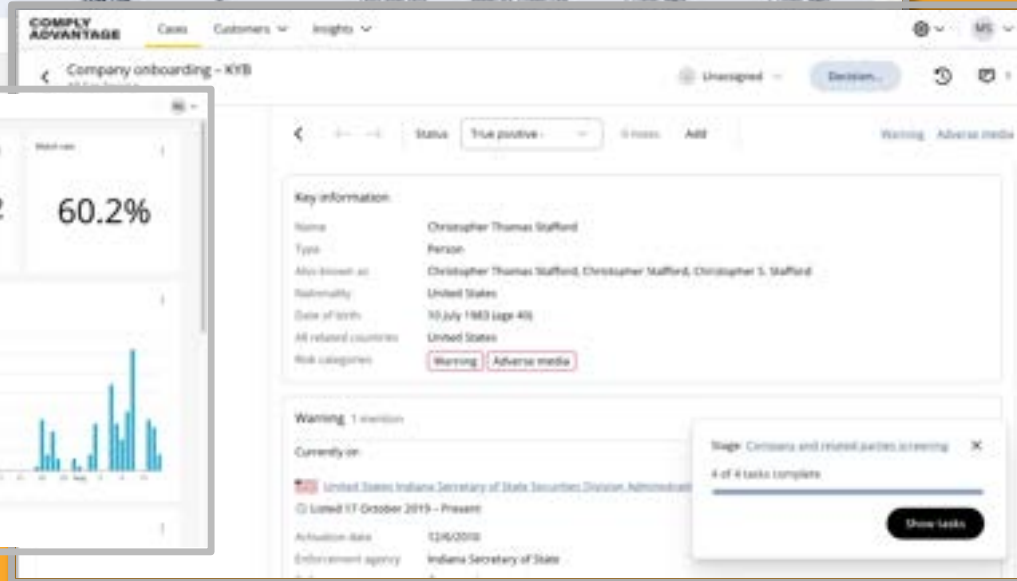
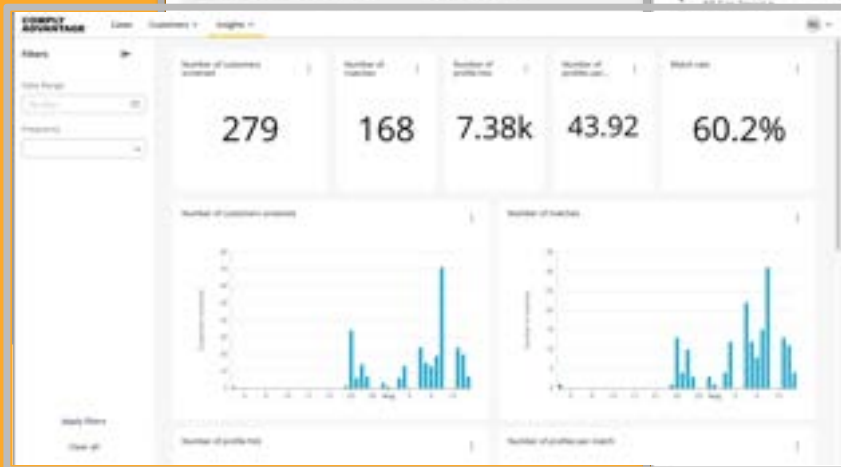


Platform A: (React) design system v1



Platform B: (React) design system v1

Unified 'Mesh' platform (design system v2)

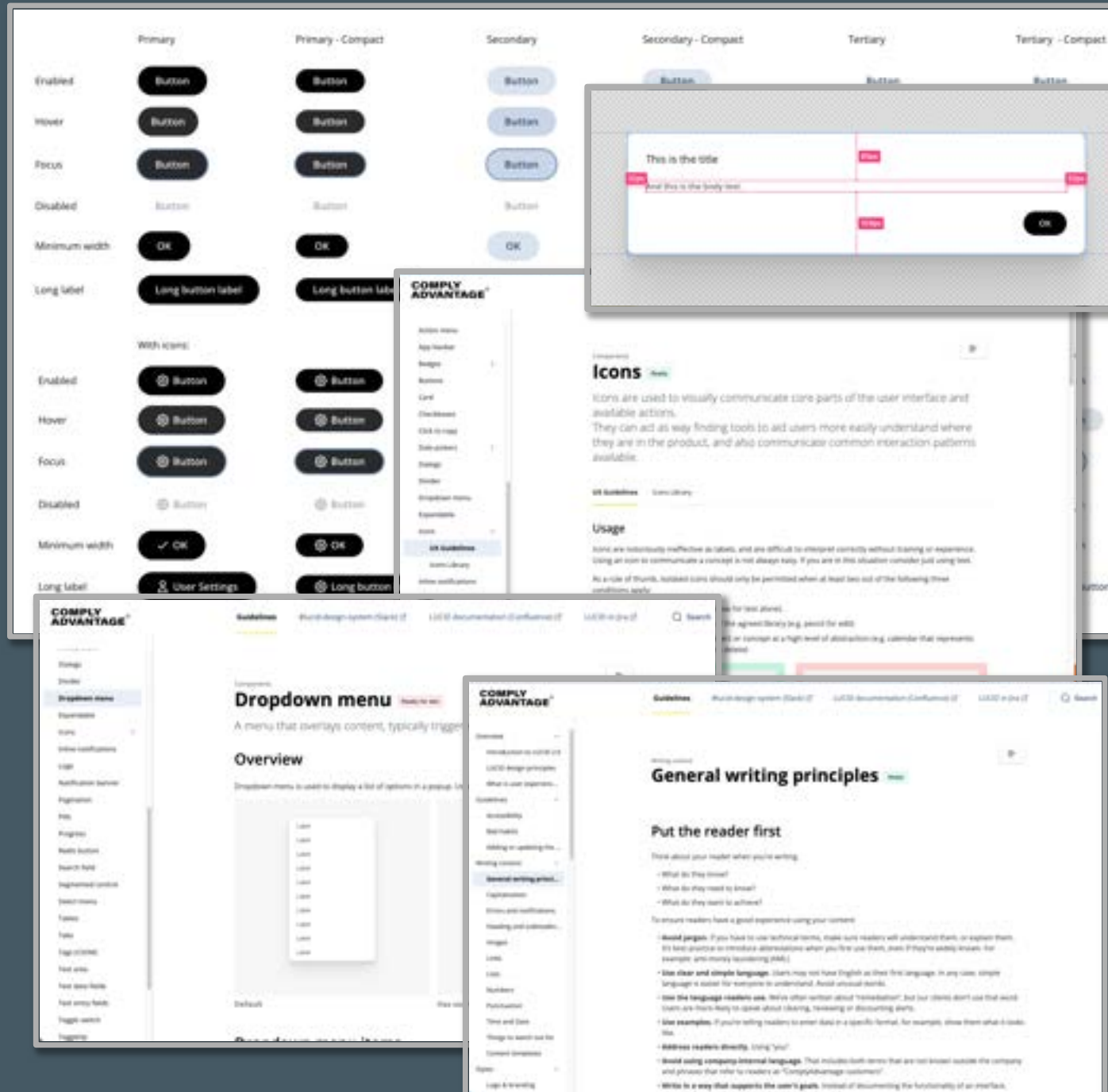


By early 2023, we'd changed that picture (several times over):

- All legacy UI was replaced using React components, driven by the design tokens in our single design system, increasing design control over the user experience and massively increasing developer velocity.
- We'd launched the first slice of a new, unified app reframing the old apps within an end-to-end casework flow, solving wider business problems for customers and enabling sales to the enterprise market.
- All design now subject to multiple iterations of user testing.
- Analytics required to track user task-completion rates and recreate user issues.
- 94% conformity with Web Content Accessibility Guidelines AA standard.
- CA is regularly singled out in customer feedback and industry reviews for being 'user-friendly' and 'intuitive'.

# The achievements on the frontend were possible due to the rigorous internal standards my team established for user experience

- Both versions of the design system were fully documented including not just pixel-level information on components, but usage guidelines, accessibility notes, keyboard operations and design tokens used.
- I successfully argued for the company to adopt certain checkpoints as non-negotiable elements of the ‘definition of done’:
  - Usability – all designs to have undergone a minimum level of testing with real end-users pre-build.
  - Accessibility – compliance of all UI code with WCAG level AA.
  - Design system – all new components had to correspond 100% with their design system versions.
- As we had no content writers within the Product team, I took this on and created a controlled vocabulary, guidelines and training for written content in the UI and user documentation.





Themes

Shift focus to user-evidence, identify quick wins, deliver value

Establish capability to research with strategic audiences, grow and equip team to design at scale, inform product vision, drive standards, measurable KPIs

Key Activities

**FOUNDATIONS**

- Optimise the legacy product UI
- Establish a user-centred approach as BAU
- Educate stakeholders: establish ways of working with product squads build case for further growth
- Establish design system v1 and component library in collab with devs
- Begin swapping out legacy UI for new components
- Establish user insight log and evidence-based user personas

**SCALE-UP**

- Decentralise UX team: designers and researchers embedded in product squads
- Implement toolset for rapid design at scale; versioning, prototyping, documentation
- 'Close the loop' with product leadership, feeding research findings back into product vision and roadmap
- Legacy UI 100% replaced by design system v1

**STRATEGIC FOCUS**

- Create vision for redesign of all legacy product
- Deliver vision prototype and design system version 2 to support
- User testing of all new design as standard
- UI Definition of Done includes design audit, accessibility and content review
- Measurement tools for internal and external UX KPIs in place



Size of team

**2019**

April 2019  
I start work at CA  
2 x designers (1 + me)  
Serving 2 x product teams

**2020**

June 2020  
2 x designers (not incl. me)  
1 x user researchers  
Serving 6 x product teams

**2021**

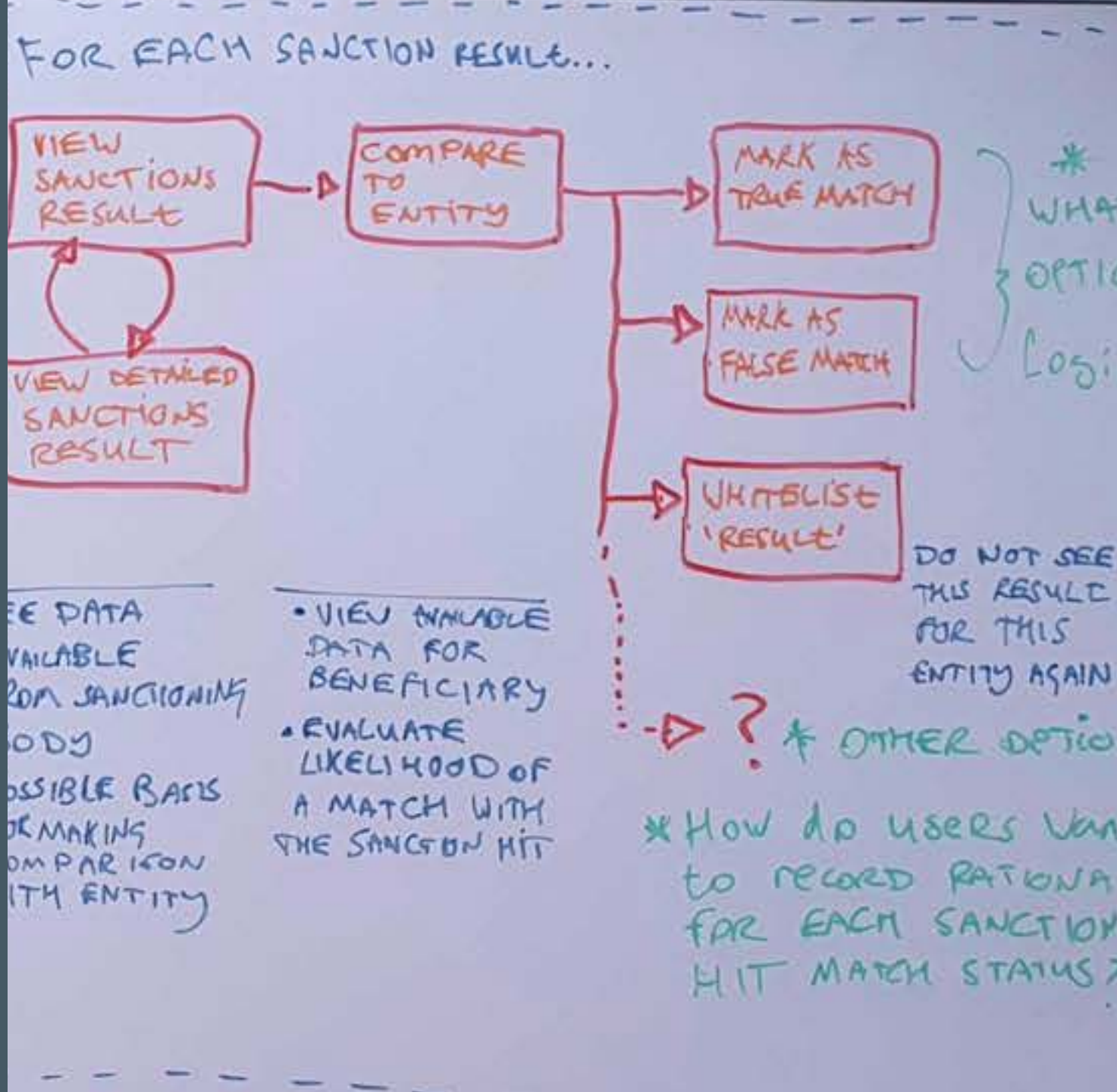
June 2021  
4 x designers  
2 x user researchers  
Serving 8-10 product teams

**2023**

October 2023  
6 x designers  
3 x user researchers  
Serving 12-14 product teams

In developing the UX practice at ComplyAdvantage, I consistently applied these four overarching principles:

1. Place evidence about users at the heart of decision making
2. Align the business to a clear vision for the user experience
3. Create a culture of delivery
4. Always make the team the top priority



# The Analysts

“ I need to make a simple decision based on data and show my reasons”



## WHO WE ARE

We are the frontline troops of any compliance organization. We match information using data, logic and our cultural and industry expertise. Our job is to remove false positives from the system accurately and efficiently. Focussing on the genuinely suspicious cases means customers can open accounts and use their money without restriction.

## DESIGNING FOR US

**Efficiency**  
Let us complete our tasks as quickly as possible - our performance is measured on speed and accuracy

## TYPICAL JOB TITLES

Compliance Analyst  
Onboarding Analyst  
AML Analyst  
Transaction Monitoring Analyst

## TASKS

In an alert/case, go through each potential match/risk and identify if it is a TP or FP

Document my actions and rationale for my decisions in enough detail to satisfy the regulator

## PROVIDER EXPECTATIONS

Provide a clear workflow of actions and at each step show me the information I need to make a decision

Automate as much of the audit trail as possible, adding all related comments, additional sources and actions to a single record

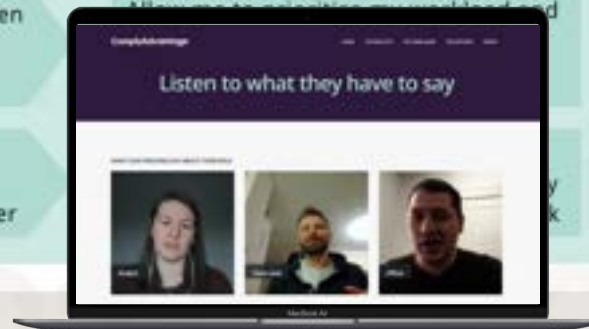
## MY TOP BLOCKERS

Am  
err  
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Poor system performance

docs, names and DOB, photos)

Regulatory & industry



## 1) Place evidence about users at the heart of decision-making

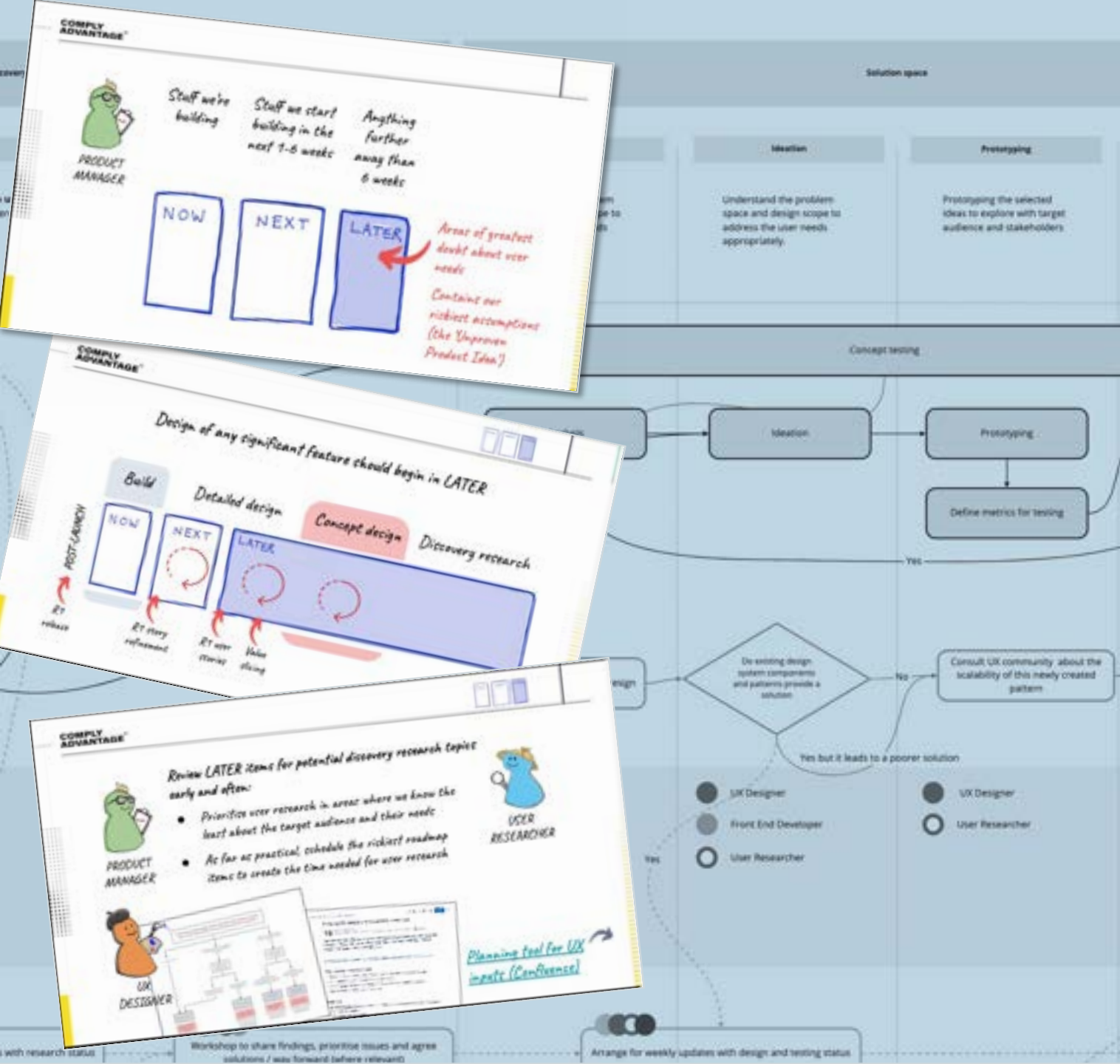
I introduced the following measures to shift product conversations towards evidenced user needs:

- Created a dedicated user researcher role – allowing us to hire specialists
- Established a tagged, searchable repository of all user insight collected
- In collaboration with account managers, I built a panel of signed-up end-users from customer orgs, allowing research to occur in a timely fashion and lowering the logistical overhead.
- Acquired a specialist B2B panel provider so we could recruit strategic target audiences (i.e. not just our existing customer base).
- Held fortnightly updates open to everyone in the company, where researchers would share their latest findings, play clips and tell stories about users
- Created user personas and shared them company-wide via a dedicated website. The materials became a part of onboarding training for all new CA staff.



# 1) Place evidence about users at the heart of decision-making

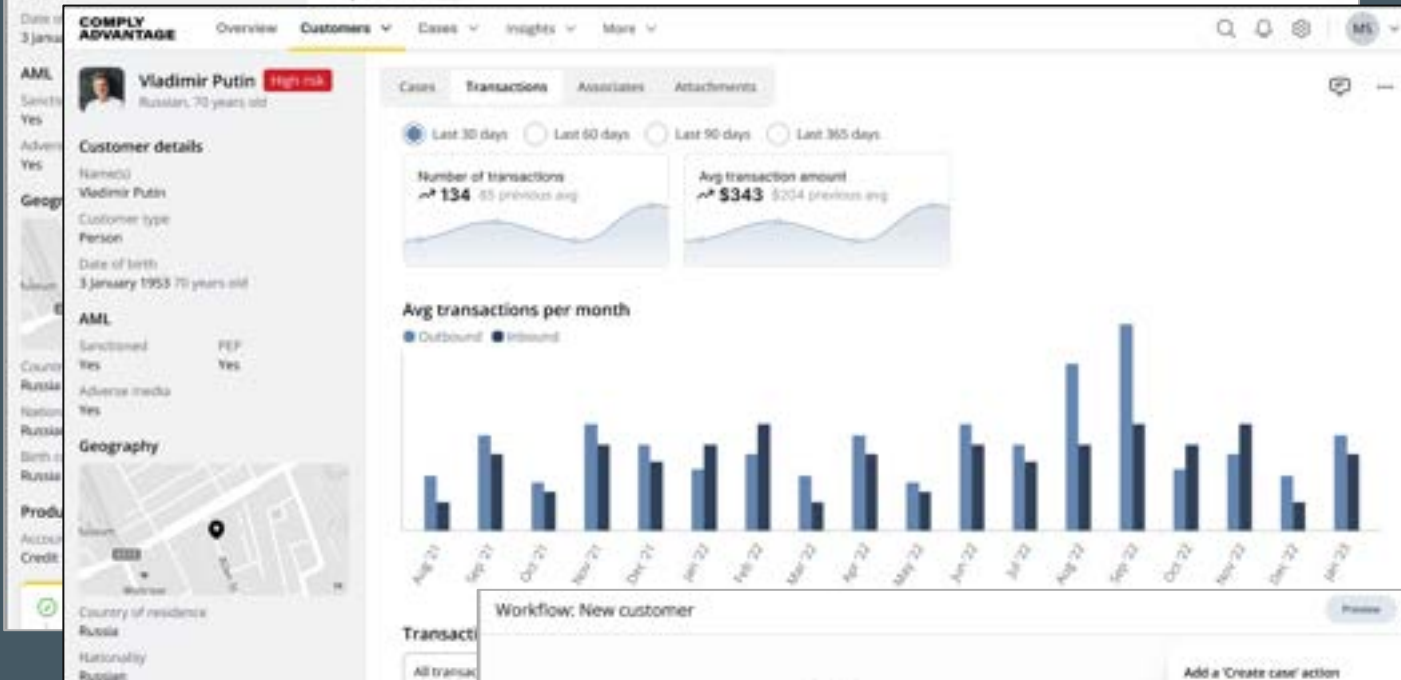
- I worked continuously with Product leadership and product managers to align the necessary steps of the design process with the requirements of teams and their roadmaps
- I dedicated a certain proportion of my time — and my team's — to continuous communication about *how*, *when* and *why* we performed user-centred design at CA.
- We produced materials in the form of documentation, presentations, planning tools and aids. I spoke regularly to PMs and devs to ensure this message was constantly reiterated. Eventually we built a training session into the onboarding for new product managers.
- It was time well-spent. Early discovery research on high priority roadmap items increased exponentially, while the incidence of features released without validation from users dropped to almost zero.



## 2) Align the business to a clear vision for the user experience

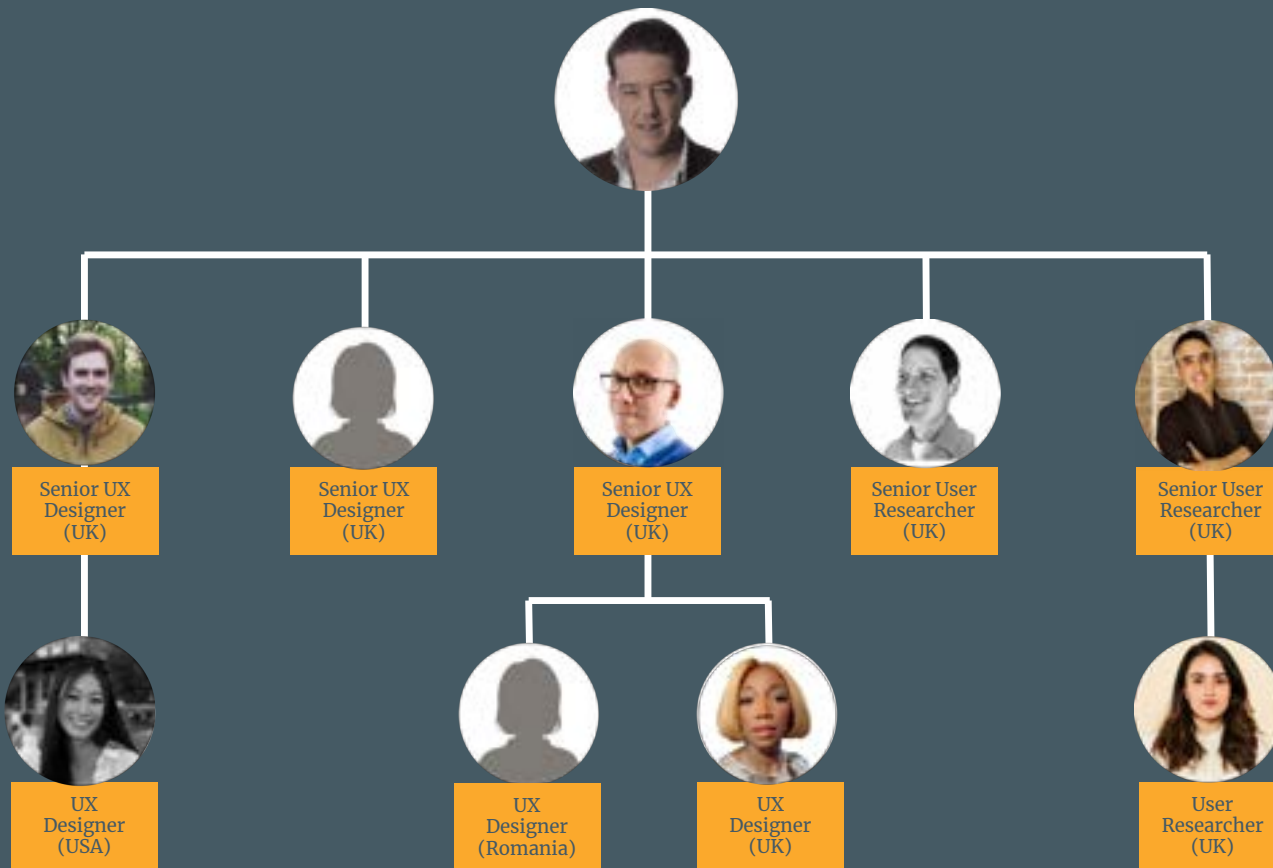
As the body of user insight from discovery and design testing grew, the UX team began to build a clearer vision about what the future might — or should — look like.

- At regular intervals, we produced ‘vision prototypes’ which took a step back from our legacy UI and workflow, and provided a holistic rethink of the solution.
- These were deliberately pitched as stretch challenges for the business — based on contemporary design best practices and the canvassed views of industry subject matter experts — but ignoring current tech stack and roadmap.
- They were intended to be inspirational *and* provocative — aligning stakeholders around attractive ideas, and allowing leadership to consider issues such as investment needed to realise these in their plans.
- The driving force behind the unification of our legacy apps was the proof of concept we developed (*left*) demonstrating that customers wanted a customisable end-to-end casework flow rather than point solutions.









I intended that UX should be a *community of practice* that supported individuals in being the ‘voice of UX’ within their product squads.

The group defined its own standards and ways of working: designers had to present their latest work to a weekly peer review session. Researchers had a similar session, changes to the design system were proposed and discussed in another.

Crucially, I wanted the community to be a ‘safe’ supportive space where people could discuss problematic situations without fear and where feedback was always constructive.

## 4) Make the team the top priority

I see my task as enabling the people I manage – allowing them to define and co-own the tools and standards they use and the ways they get their work done. People who are being treated like adults rarely let you down.

At CA, most weeks, I spent more time on team and individual reports management than any other task:

- I met with everyone in the team individually for 30-60 mins each week (whether direct reports or not).
- I created a skills matrix for UX design and research allowing individuals to benchmark their skills and self-reflect when considering their progression.
- Each person set their own personal development goals and I reviewed these with them quarterly and also collected 360 feedback to share with them regularly.
- A fast-changing fintech company environment, UX consistently had the highest staff retention rate and amongst the highest employee engagement and satisfaction scores of any team in the business.

# What my team say...



**Jamie Lovelace**  
Senior UX Designer

"Rob is a great leader, he puts his full trust in you to do your best work and will unblock you to do so wherever needed."

"He introduced embedding designers within product squads. It gives you the opportunity to become deeply specialised in your particular area of the product and allows you to really focus on the problem at hand."



**Daniel Escalante**  
Senior User Researcher

"Rob is an efficient and strategic leader who significantly enhanced the way we approached our work, resulting in a positive and lasting impact on our projects."

Process changes he implemented not only increased the efficiency of our workflows, but also elevated the overall quality of our output."



**Nancy Ketola**  
UX Designer

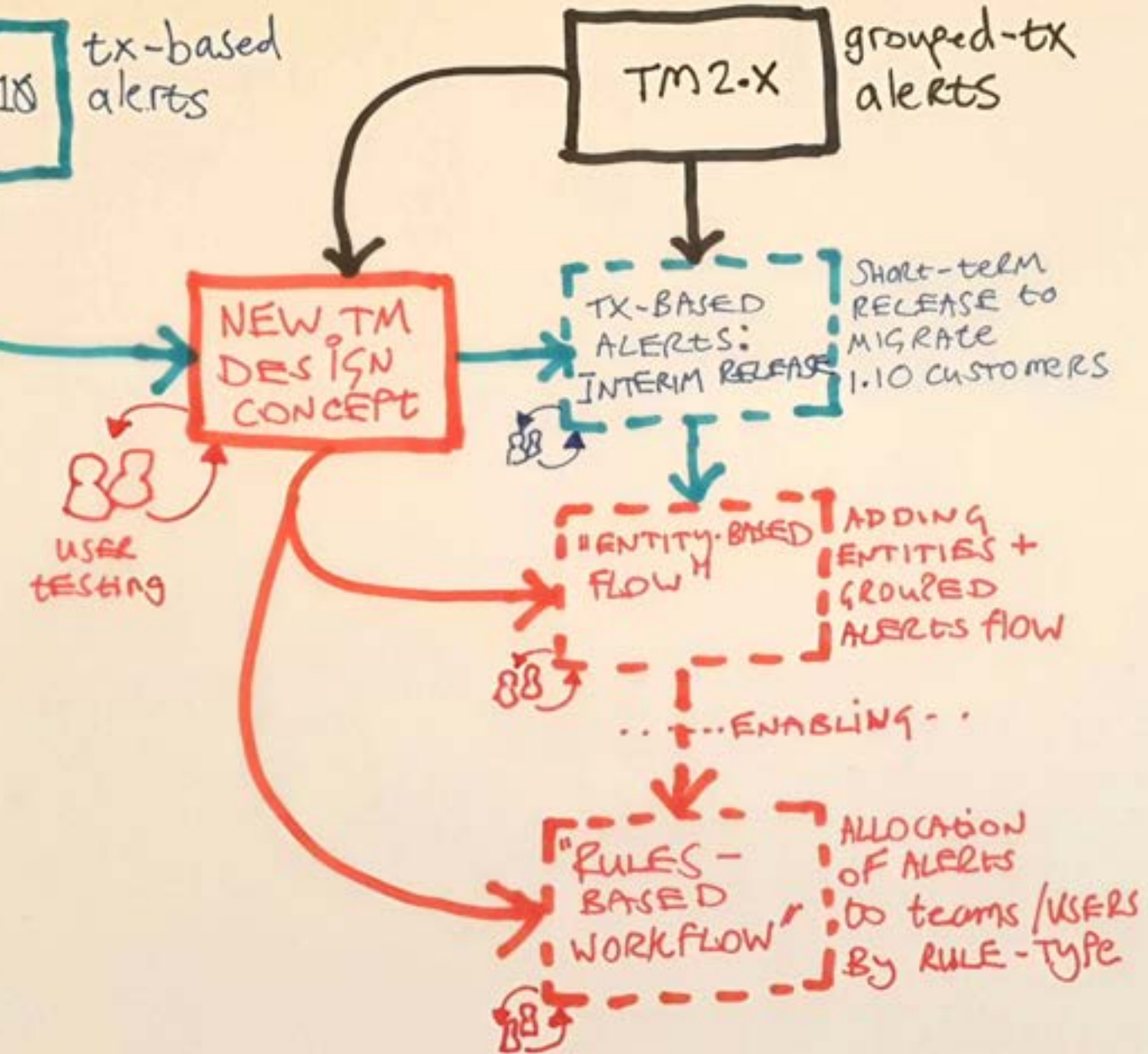
"Rob was always a call away if I needed anything. I particularly enjoyed our 1-2-1s and his advice on how to navigate politics and constraints within my projects."



**David Reis**  
Senior UX Designer

"Rob's tenure was marked by his exceptional leadership, creativity, and collaborative spirit, leaving a profound impact on our team and the company. He not only guided our design efforts but also served as a mentor and coach, nurturing the growth of team members, myself included."

"Under Rob's direction, our design team consistently delivered top-notch work, particularly during a critical phase where we aimed to unify our platform and enhance user experience.."



## What might I have done better? Reflections

- **Moved faster.** COVID was obviously a big disruptive factor to everyone's plans in 2020-21, but it still took me 3-4 years to achieve what I might have done in two. I often introduced new initiatives in pragmatic increments where more ambitious, wholesale change would have been better. It is a difficult balance to strike.
- **Communicated more widely and more often.** No matter how regularly and how widely you think you are communicating and sharing awareness of users and UX, there is always more that can be done to shift the culture and promote a more user-centric organisation.
- **Been more assertive.** We identified many of the product improvements needed years before they happened. User insight should have driven many of the eventual changes needed internally to tech and strategy to happen sooner.
- **Hired more user researchers.** User research became such a core part of our product design culture that we never had enough people to satisfy internal demand.

# Here's how I left things towards the end of 2023...

ComplyAdvantage annual revenue

2019: \$10.3m

2022: \$23.6m

“ComplyAdvantage offers a user-friendly interface that streamlines the compliance process.”

*Dotcom magazine , Sept 2023*

“I most appreciate ComplyAdvantage for its ease of use.”

“It was great to be involved in the process of designing the 'Search Profiles' feature with the ComplyAdvantage team.”

*Customer reviews, Jul 2023, capterra.com*

“Extremely intuitive and easy to navigate, making it ideal for operational and 1st line of defence teams.”

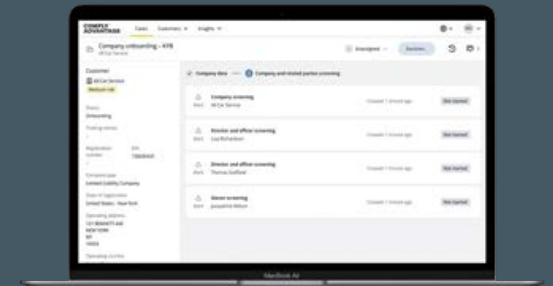
“An easy to use and bright interface that anyone in the industry or learning about the AML industry can easily grasp and understand. The snappiness of the menus and the straightforward results which will help you identify your matches quickly is an amazing feature to begin with.”

“The user interface is user-friendly and intuitive, making it easy for our team to navigate and use effectively.”

“The interface is very sleek and easy to navigate.”

“Their user interface was well designed and intuitive.”

*Verified customer reviews for the new ComplyAdvantage Mesh platform, g2.com, October 2023*



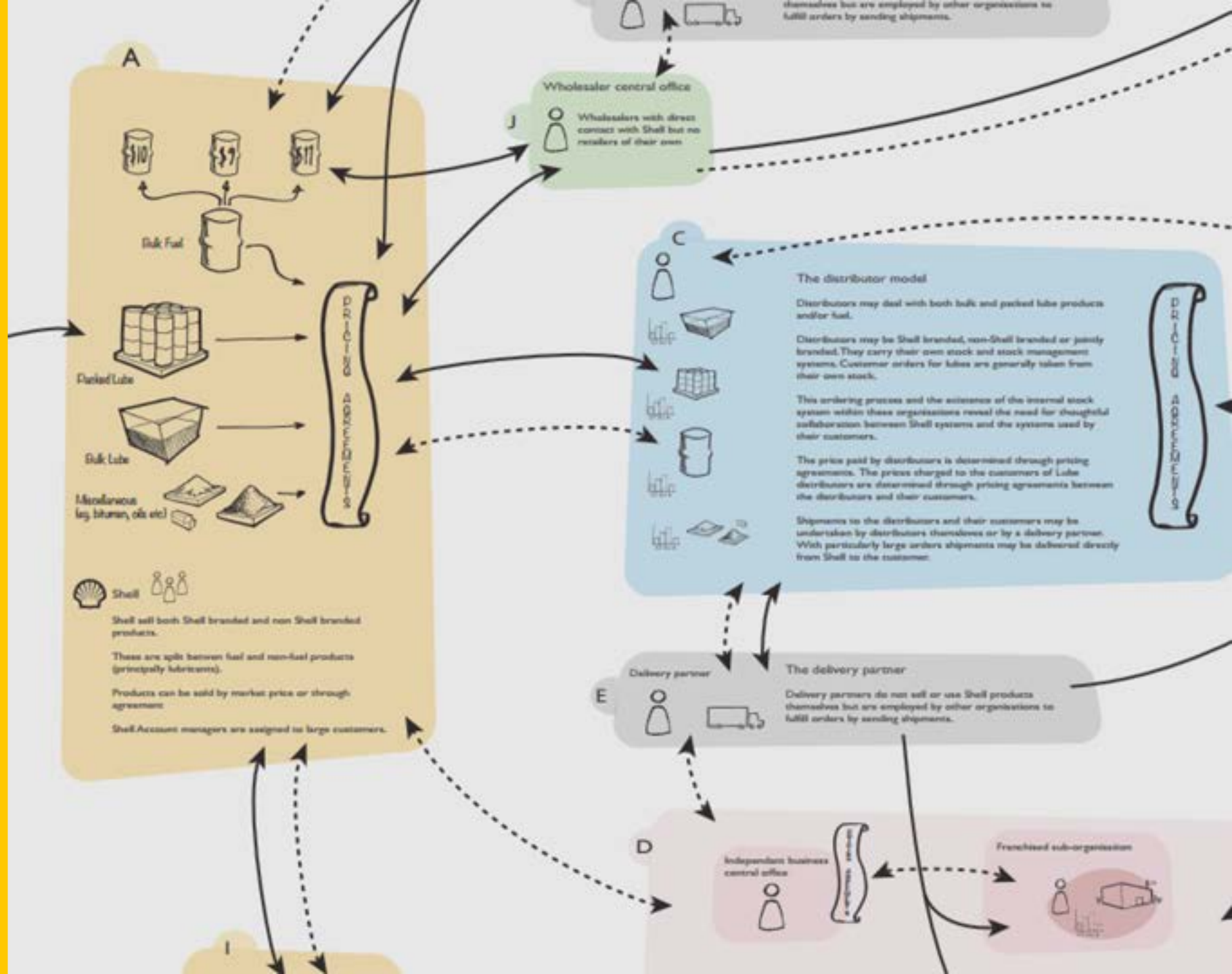




Case study

Design lead

Shell Markethub



Design principles — one output of workshops with stakeholders

<b>Consistent experience</b> Learn it once, use it anywhere	<b>Satisfying</b> The easiest part of my working day
<b>Relevant and personal</b> Gets better the more you use it	<b>Adaptable</b> Growing and changing with the business
<b>Contextual</b> Understands where you are and what you are doing	<b>Driving business</b> Never miss a business opportunity

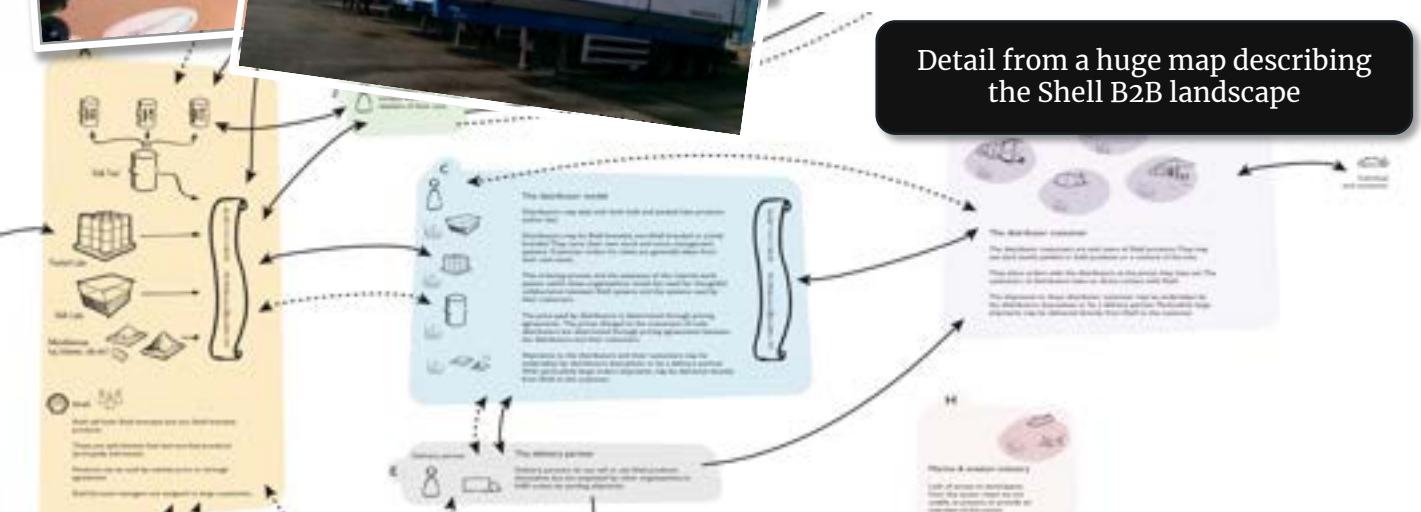


Storyboards of 'success stories' helping bring the vision for the customer experience to life

Onsite research with Shell Fleet customers in the Netherlands



Detail from a huge map describing the Shell B2B landscape



## Strategy & planning

- As Principal Consultant at Foolproof, I was responsible for the planning and delivery of all projects for Shell, the agency's largest client.
- I led the work to forge a user experience vision and strategy for a \$15m ecommerce, logistics and resources platform for Shell's B2B channel customers and partners globally
- Shell sought to unify a number of disparate B2B sites which were expensive, outdated and offered a poor and fragmented customer experience
- Challenges in the early stages included achieving a common vision and buy-in from a number of distinct and often very independent business areas within Shell
- In collaboration with senior stakeholders at global VP level within Shell, we identified a set of key customer experience principles for the new platform which we storyboarded to bring the vision to life
- Exploratory customer research with target audiences led to detailed user journey mapping, persona creation and the design of key concepts



## The Moneymakers

"We need a partner that helps us grow our business"

**Who we are**  
The service organisations for supporting the business. The one whom looking for new opportunities to maximize profit and sales.

**What we need**

- Strong and reliable customer information and feedback and analytics. These allow us to produce accurate, high-quality customer insights, help us reduce our customer attrition, and increase our loyalty.

**Designing for us**

Knowledge and expertise in customer experience and analytics. These allow us to produce accurate, high-quality customer insights, help us reduce our customer attrition, and increase our loyalty.

**Ready information**

Real-time customer insights and analytics. These allow us to produce accurate, high-quality customer insights, help us reduce our customer attrition, and increase our loyalty.

**Steve, Regional Sales Manager for a large wholesale petroleum distributor**

**My business goals**

- Maximize profit from existing customer value
- Reduce new customer and service life cycle

**My day-to-day activities**

Managing customer relationships, providing product recommendations, and ensuring customer satisfaction. I also manage the sales team and ensure they are up-to-date on product and market information.

**My relationship with Shell**

The relationship with Shell is a partner on all of our needs. We have a great working relationship with Shell as they are a Shell affiliate and a leading brand.

**My use of online tools**

I use Shell's online tools to manage customer relationships and ensure they are up-to-date on product and market information. I also use Shell's online tools to manage the sales team and ensure they are up-to-date on product and market information.

**My frustrations**

One of the biggest frustrations is the lack of integration between different systems. This makes it difficult to get a complete view of the customer and their needs. I also find it challenging to manage the sales team and ensure they are up-to-date on product and market information.

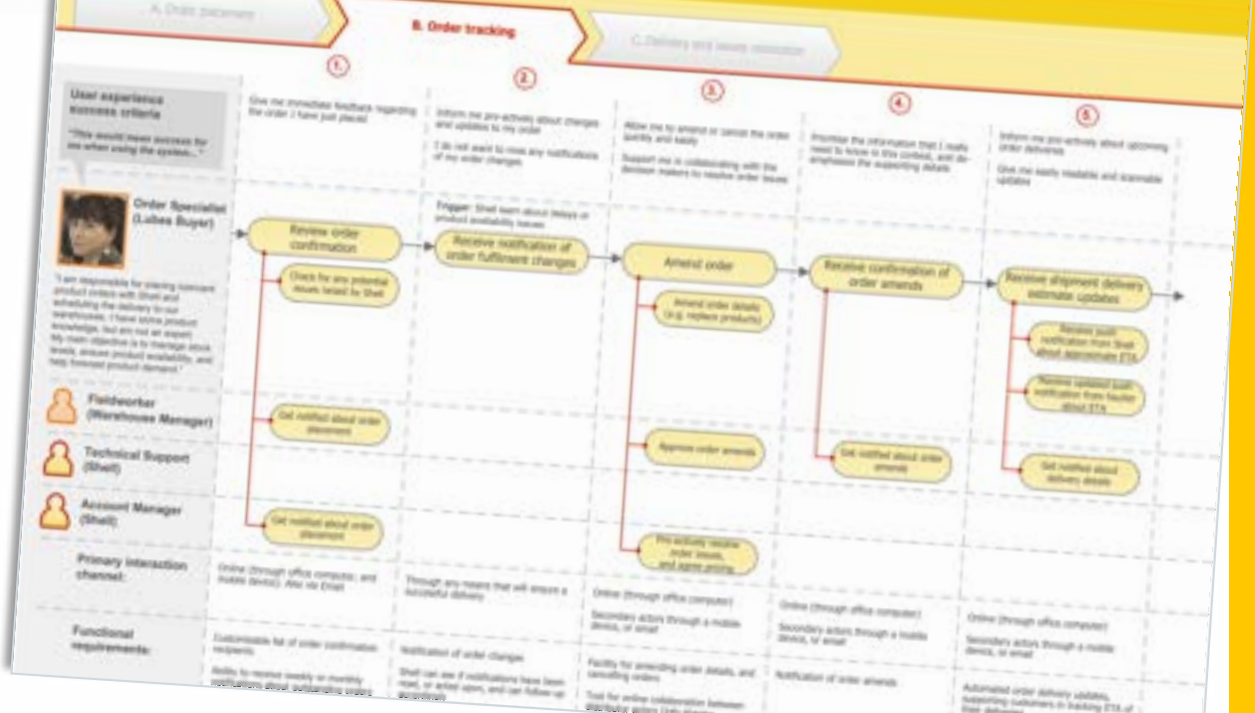
**What I want from online tools**

- Integration between different systems to get a complete view of the customer and their needs.
- Ability to manage the sales team and ensure they are up-to-date on product and market information.
- Real-time customer insights and analytics to help us reduce our customer attrition and increase our loyalty.

### Journey: Wholesaler – Pickup and delivery management

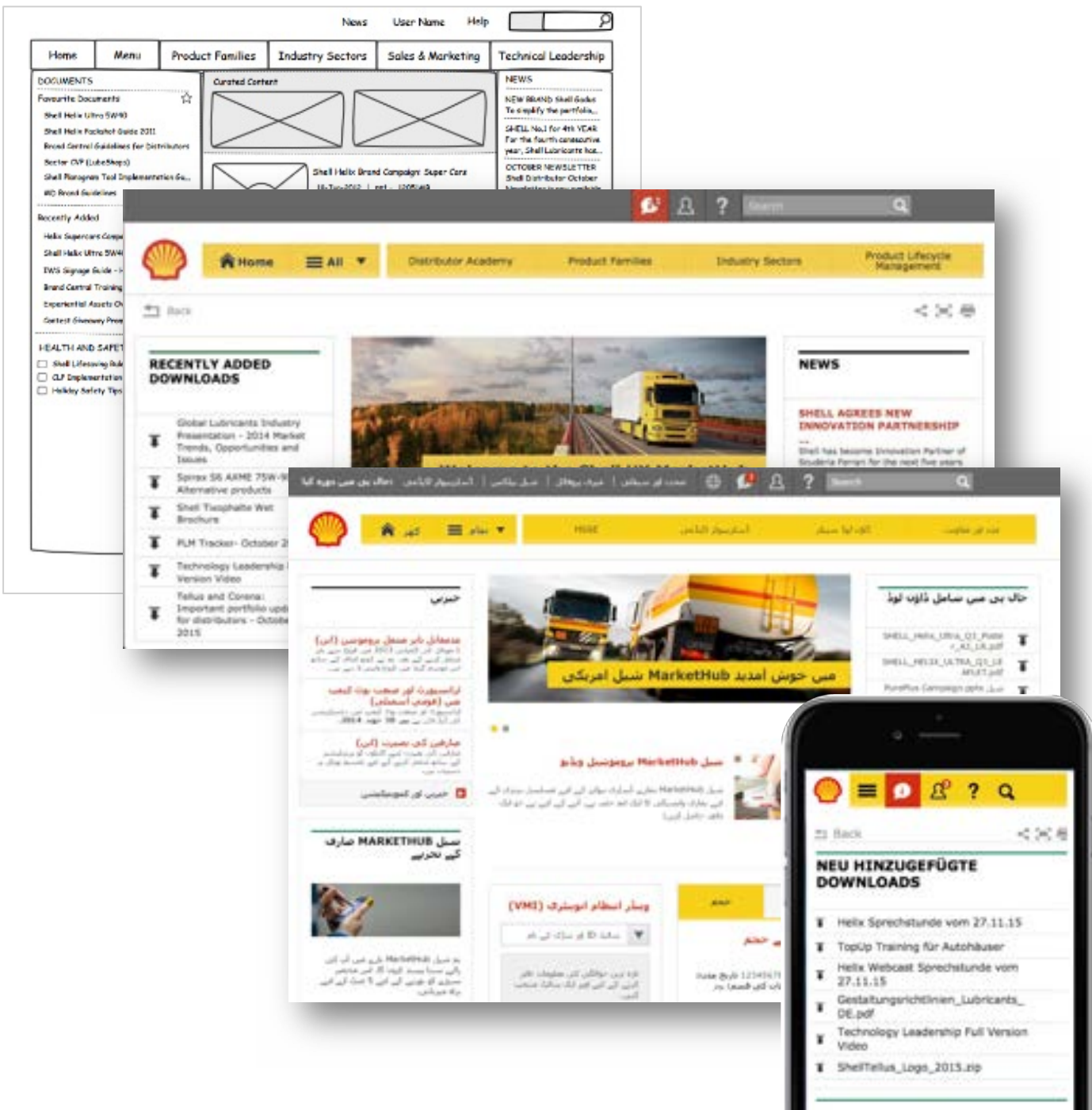
### Journey: Distributor – Accounts reconciliation

### Journey: Distributor – Order placement, tracking, and delivery



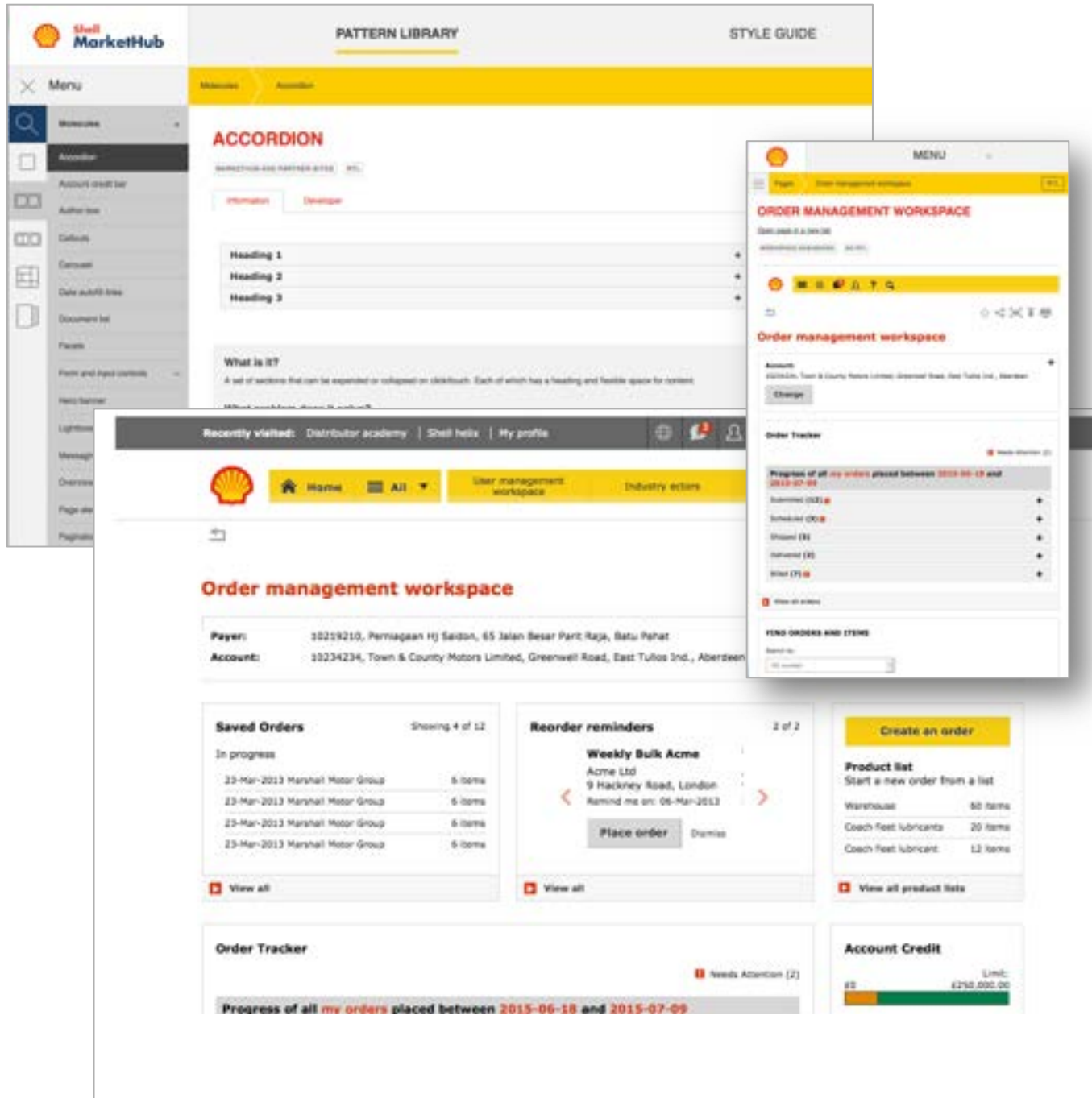
## Business requirements

- The new platform needed to deliver a best-in-class user experience to a varied set of customers around the world
- With a team of researchers, I created a set of persona 'classes' to capture the diverse user requirements.
- We documented detailed customer journeys showing customer organisations' workflows: including interactions between different users during tasks, user's information and support needs at each step - including touch points with Shell through various channels
- We highlighted user, business and system success criteria at each stage
- I created scorecards for task success criteria. Technology platform vendors were scored on how well their product met these UX challenges as part of Shell's procurement process



## User-centred design

- I led a team of designers and researchers following a sprint-based user-centred design process
- Each sprint included iterative testing with users and refinement of the design
- To meet the demand for rapid access to users, I worked with Shell's business marketing team to create a global panel of 170 Shell B2B customers across multiple markets and business areas who could be contacted for testing
- Design evolved swiftly from early wireframes and the majority done in rapid, hi-fidelity prototyping
- I ensured the test plan achieved comprehensive coverage of desktop, mobile and tablet experiences as MarketHub was a fully responsive site
- We also tested local variants of the site with users in different countries to assess the design with longer average word-length than English (e.g. German), left-to-right (e.g. Arabic) and character sets (e.g. Arabic, Chinese, Russian)



## Detailed design

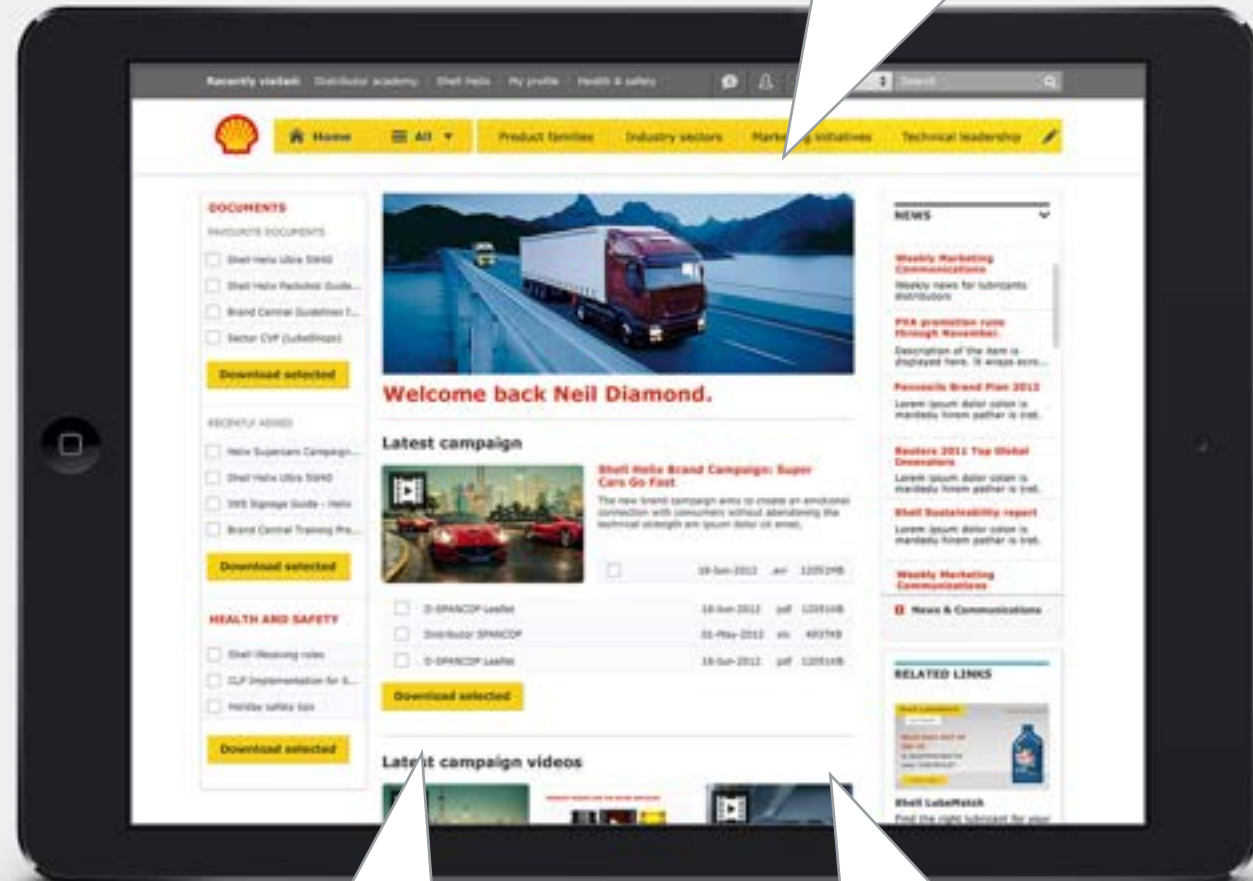
- I led the delivery of all UX design specifications and assets for build as a fully-functioning design system.
- Shell and their technology partners were not used to creating fully responsive sites, so we took it upon ourselves to deliver fully working HTML and CSS assets.
- Design patterns, visual style and UI components were delivered as a responsive HTML/CSS design system app using the atomic design framework.
- I acted as the custodian of design standards on the programme – defining updates for future releases and evaluating all frontend build against the screen designs and design system.



## Project outcomes

- MarketHub release 1 went live in November 2015 to 6,232 Shell distributors globally
- The distributor customer satisfaction score increased to 7.5 (out of 10) in the first quarter after launch from an average of 6.3 for the previous 12 months – and remained consistently high in subsequent quarters
- Q1 performance alone represented **\$4m in operational savings** due to improved online marketing and communications and reduction in customer calls
- Post go-live user research supported the internal view of MarketHub with overwhelmingly positive feedback from users

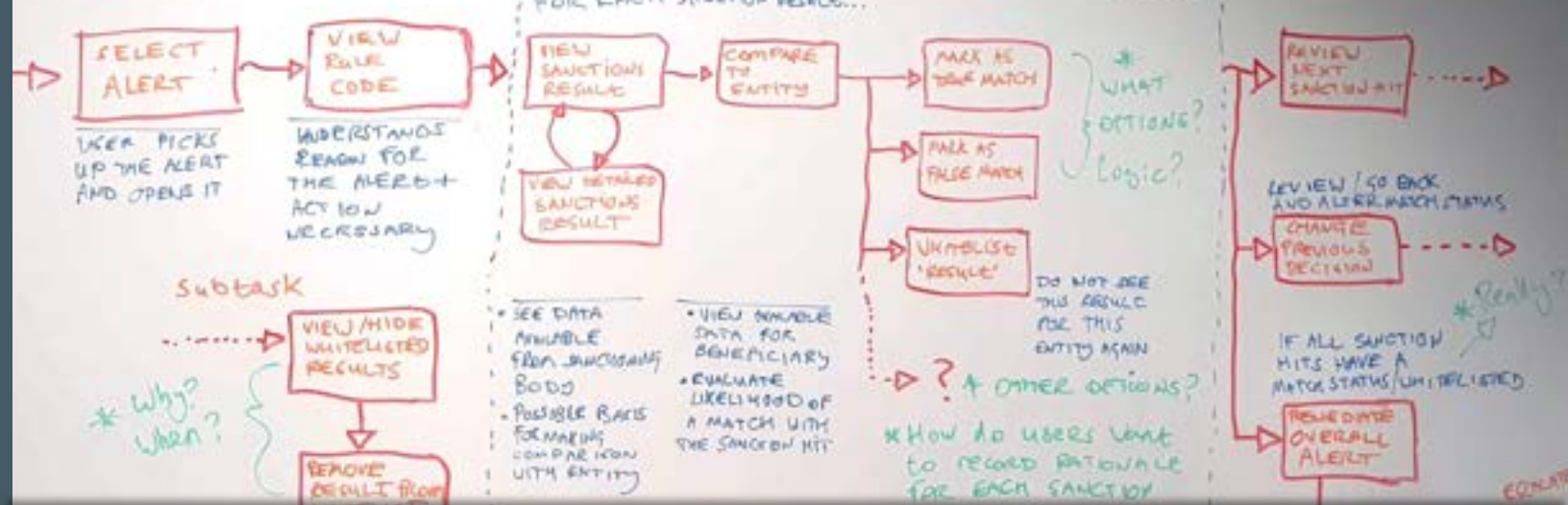
*“My fear in using the latest technology disappeared seeing how easy it is to use MarketHub.”*



*“It’s a game changer with its ease of use.”*

*“It’s so easy to navigate and find things; I was able to register in no time.”*

# COMPLY ADVANTAGE



Comply Advantage Cases Customer search Insights Settings Wendell K. Hillman  
Metropolis Capital Bank

### Alerts by entity

Search [ ] Not started In progress On hold Closed All assignees Page 1 of 2 Show 10

Alert ID	Alert
<a href="#">QB-022332</a>	
<a href="#">QB-082334</a>	
<a href="#">QB-562332</a>	
<a href="#">QB-022332</a>	
<a href="#">QB-022332</a>	
<a href="#">QB-022332</a>	
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**Comply Advantage** Dashboard Workspace Alert queue: Transactions **Alert queue: Entities** Data Insights

**a** Alert queue: entities  
Open alerts grouped by the subject name

Actions [ ]

Subject name Date received

**e** Claire Ringrose 31 0 17:3

**e** Ezra Banks 31 0 12:1

**e** JW Hart 31 0 17:3

**e** Alison Hunt 31 0 12:1

**e** Marrion Butler Jones 31 0 12:1

**e** Jennifer Lotterhamn 31 0 17:3

**COMPLY ADVANTAGE** Dashboard Workspace Alert queue: Transactions **Alert queue: Entities**

**a** Alert queue: entities  
Open alerts grouped by the subject name

Actions [ ] Search [ ] Filters [ ] Advanced filter Exports [ ]

Subject name	Datetime of most recent alert	Open Alerts	In Review	Age of oldest 'In Review' alert	Rule code(s)	Super Action	Alert Priorities	Owner
<input type="checkbox"/> <b>e</b> Everton Brown	03 March 2023 13:10	1	1	4 days	BENS-SP	0	MEDIUM	unass
<input type="checkbox"/> <b>e</b> Everton Brown	03 March 2023 12:54	1	1	4 days	BENS-SP	0		unass
<input type="checkbox"/> <b>e</b> Everton Brown	09 February 2023 15:06	1	1	26 days	BENS-SP	0		Jake M...
<input type="checkbox"/> <b>e</b> Everton Brown	09 February 2023 15:04	1	1	26 days	BENS-SP	0		unass
<input type="checkbox"/> <b>e</b> Everton Brown	09 February 2023	1	1	26 days	BENS-SP	0		unass

Case study:

User-centred design

Transaction Monitoring

In 2020, users of ComplyAdvantage's Transaction Monitoring (TM) app were unhappy with the solution and several clients were threatening to churn.

- Transaction monitoring is a regulatory requirement of financial service providers.
- Every transaction by a bank customer must be tested against a set of risk criteria or rules *e.g.* where transaction value => (1.5 \* average transaction value)
- Client organisations upload transactions nightly to the TM platform for processing.
- Any transaction that triggers one or more rules becomes the basis of an alert which must then be investigated by a human analyst.
- The analyst decides whether the alert can be safely dismissed or escalated for further investigation.
- Analysts are measured on efficiency, but they must do a comprehensive job, leaving a full justification of each decision on every alert.

The screenshot displays the ComplyAdvantage Transaction Monitoring (TM) interface. At the top, a table lists alerts with columns for Alert ID, Rule Code, Subject(s), Action, Priority, Number of TXs, Created At, and Age of alert. An alert for 'Vladimir Putin' is highlighted, with a 'Soft Stop' action and a priority of '-'. Below this, the 'Transactions' and 'Rule info' tabs are visible. The 'Alerts' section shows a transaction with ID 'Tx:6436350576', dated '2023-05-02T10:25:10..', with an 'Inbound' direction and 'payment' type, for an amount of '5,205.00 USD'. The customer is identified as 'Mette Garza' with ID 'BMO000001'. The counterparty is 'Vladimir Putin (Counterparty)'. A 'Potential Matches (2)' section shows a match for 'Vladimir Putin' with an 'AKA exact' match, born on '1952-07-10 (Age: 71 years old)' in the 'Russian Federation'. Below this, a 'Cases' sidebar shows a 'Transaction List' with a page size of 35. The main 'Transactions' section displays a list of transactions, including two for 'RYSZARD TEST' with a base amount of 4,000.00 GBP, dated '29/09/2020 18:26:48 (+0100)' and '29/09/2020 17:26:02 (+0100)'. Each transaction entry includes details for TX ID, TX Timestamp, TX Type, Direction, Amount, Currency, Base Amount (GBP), CLIENT (Client ID, Client Type, Client Name, Client Country, Client Bank Country, Client Risk), COUNTERPARTY (Counterparty ID, Counterparty Type, Counterparty Name, Counterparty IBAN, Counterparty Routing, Counterparty Swift Bic, Counterparty Country, Counterparty Bank Country), and Source format (IFX). The interface also includes a search bar, pagination controls (Page 1 of 1146 items), and an 'Export' button.



I initially created a problem statement, by collating client feedback from customer support and sales teams with previous user research findings:

1. The UI was a system-view of transaction monitoring: it reflected what the system *did* — not what the user wanted to *achieve*.
2. The UI was open-ended, allowing users to work in almost any way and not enforcing any type of workflow.
3. There was no clear task focus to screens or sense of what actions were required of the user.
4. Many users were exporting alerts to other apps rather than using the TM platform to complete tasks as a workaround.
5. TM looked dated and had poor usability. Hard-coded HTML updates added over time had left the UI riddled with inconsistencies and accessibility issues.

This consolidated view persuaded leadership a more in-depth investigation of the TM app and user needs was required.

The screenshot shows a transaction monitoring interface. At the top, a table lists alerts with columns: Alert ID, Rule Code, Subject(s), Action, Priority, and Number of TXs. The first row shows Alert ID 7855, Rule Code CTPYPEP, Subject Vladimir Putin, Action Soft Stop, Priority -, and Number of TXs 1. Below this, there are two tabs: Transactions and Rule Info. The Transactions tab is active, showing a table with columns: Alerts, Tx ID, Tx Datetime, Tx Direction, Tx Type, Tx Base Amount, and Custom. A transaction record is shown with Tx ID Tx:6436359576, Tx Datetime 2023-05-02T10:25:10..., Tx Direction Inbound, Tx Type payment, and Tx Base Amount 5,205.00 USD. To the left of the transaction table, there is a grid of rule codes: P-TLI, NCOU, NRCOU, CTPYPEP, P-SUMCCI, SUMCCI, and RASUM. Below the transaction table, there is a section for Vladimir Putin (Counterparty) with a 'View entity in new tab' link. This section lists various fields: Date(s) of birth, Location(s) (None, None, None (RESIDENCE)), Counterparty Account Number, Counterparty BIC, Counterparty Bank Country (RU), Counterparty Reference, Counterparty Sort Code, and Counterparty Type. To the right of the counterparty section, there is a 'Potential Matches (2)' section. It includes an 'Actions' dropdown and a checkbox for 'View whitelisted results (1)'. Below this, there is a list of potential matches with checkboxes. One match is highlighted: Vladimir Putin, Aka exact, 1952-07-10 (Age: 71 years old), Russian Federation. Below this match, it says '+ 1 other AKA match'. Red annotations include: a circle around the Rule Code 'CTPYPEP' with an arrow pointing to the text 'Selected alert rule code'; a circle around the grid of rule codes with an arrow pointing to the text 'All rules triggered by this tx record'; an arrow pointing to the 'Tx Type' field in the transaction table with the text 'Tx data fields'; and an arrow pointing to the 'Aka exact' match in the 'Potential Matches' section with the text 'Published sanctions list entry that contains a potential match with one or more tx fields'.

Alert ID	Rule Code	Subject(s)	Action	Priority	Number of TXs
7855	CTPYPEP	Vladimir Putin	Soft Stop	-	1

Alerts	Tx ID	Tx Datetime	Tx Direction	Tx Type	Tx Base Amount	Custom
P-TLI, NCOU, NRCOU, CTPYPEP, P-SUMCCI, SUMCCI, RASUM	Tx:6436359576	2023-05-02T10:25:10...	Inbound	payment	5,205.00 USD	

Vladimir Putin (Counterparty)

[View entity in new tab](#)

Vladimir Putin

Date(s) of birth: -

Location(s): None, None, None (RESIDENCE)

Counterparty Account Number

Counterparty BIC

Counterparty Bank Country: RU

Counterparty Reference

Counterparty Sort Code

Counterparty Type

Potential Matches (2)

Actions: [dropdown]

View whitelisted results (1)

Matching name

Date(s) of birth

Countries

Vladimir Putin

Aka exact

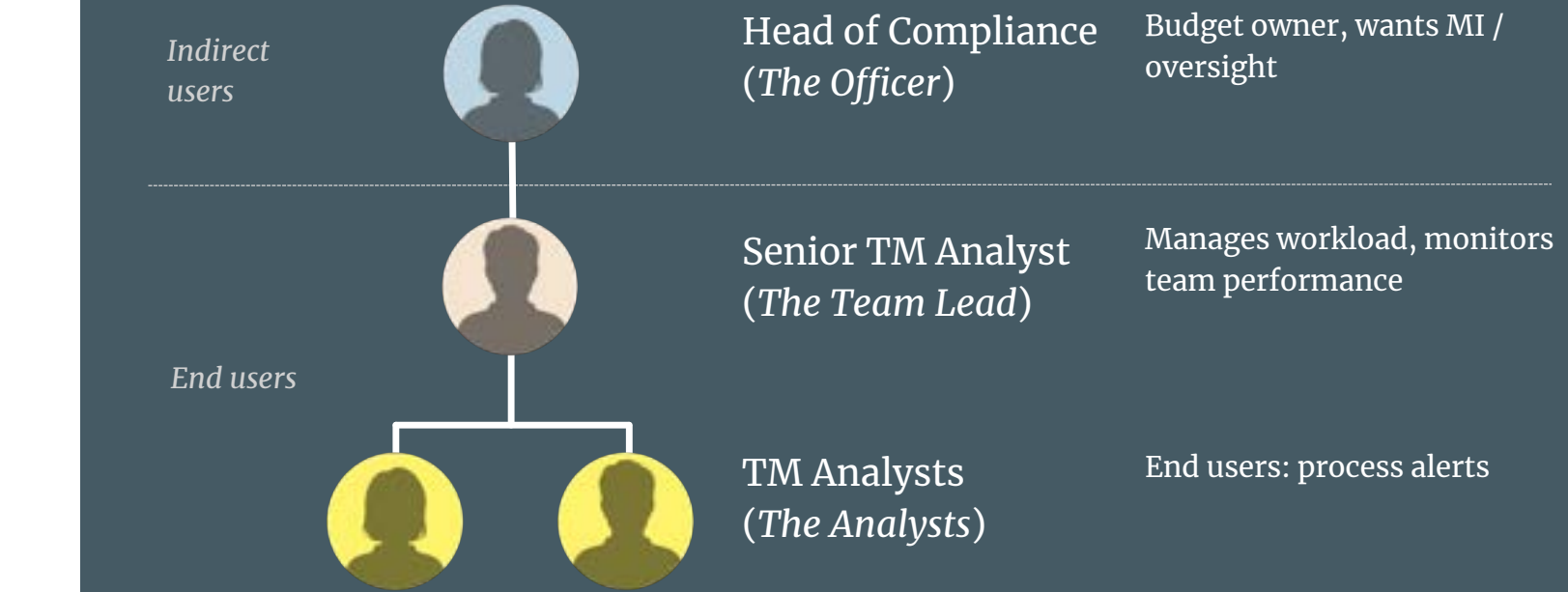
1952-07-10 (Age: 71 years old)

Russian Federation

+ 1 other AKA match

# Discovery research

- Working with the product team, I scheduled and performed 1-1 remote interviews with clients from the at-risk group.
- For balance I also conducted interviews with a range of other TM clients of different size and sectors. I also recruited a handful of users of competitor products.
- Interviews were open-ended, with the broad objectives of learning how transaction screening was done in each organisation, shortcomings and strengths of the current tool, and any learnings from competitor or analogous products.
- One shortcoming of CA's existing customer insight was feedback mostly came from people who weren't end-users: account managers spoke to senior staff in the client org and their views would then be passed on internally as "users say ..."
- In a workshop with internal subject matter experts, we identified three broad types of role within client orgs and interviewed as many people from each persona category as possible to gain a holistic view of our clients' needs.



## Discovery research

Our findings challenged a number of preconceptions and threw new light on what users wanted from the TM platform:

- *Officers* wanted an end-to-end case work tool, not a point solution for triaging alerts
- *Team Leads* preferred that one analyst be assigned all alerts relating to one customer rather than assign them in a taxi-rank manner as they were generated.
- *Analysts* spent far longer looking at the context of alerts and the customer's historical behaviour than we'd previously thought. Speed was secondary to doing the job properly.
- *Analysts* spent a lot of time filtering and exporting transaction data to spreadsheets in order to create useful heuristics like the customer's average transaction value or number of transactions per month

Above all, participants stressed that **the purpose of transaction monitoring was to understand the risk posed by individuals** — not to process alerts on a transaction-by-transaction basis as our app did.



Compliance  
Officer

I want my department to identify the risk that individual customers pose to the business through a case working approach — with the focus on people, not transactions



Team Lead

I want to spend less time assigning individual alerts to analysts so I can concentrate on monitoring and improving team performance



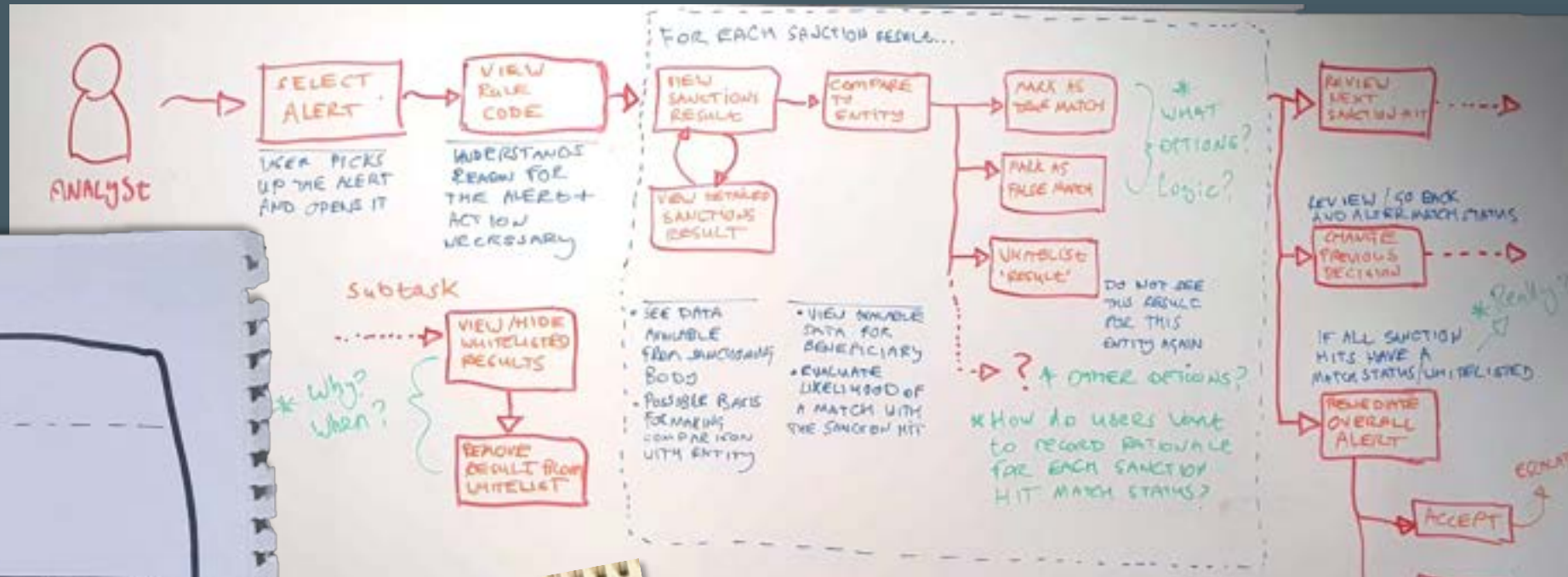
Analyst

- I want to see all current and past alerts associated with a customer and who's working on them
- Case notes for previous alerts should aggregate in the customer history so we have that audit trail in a single place
- I shouldn't need to do all the work of exporting data to Excel just to see customer transaction data and calculate benchmarks like 'average 30 day spend'



# Concept design & testing

I set about modelling an improved flow with the bank's customer as the central task focus, rather than the transaction record.



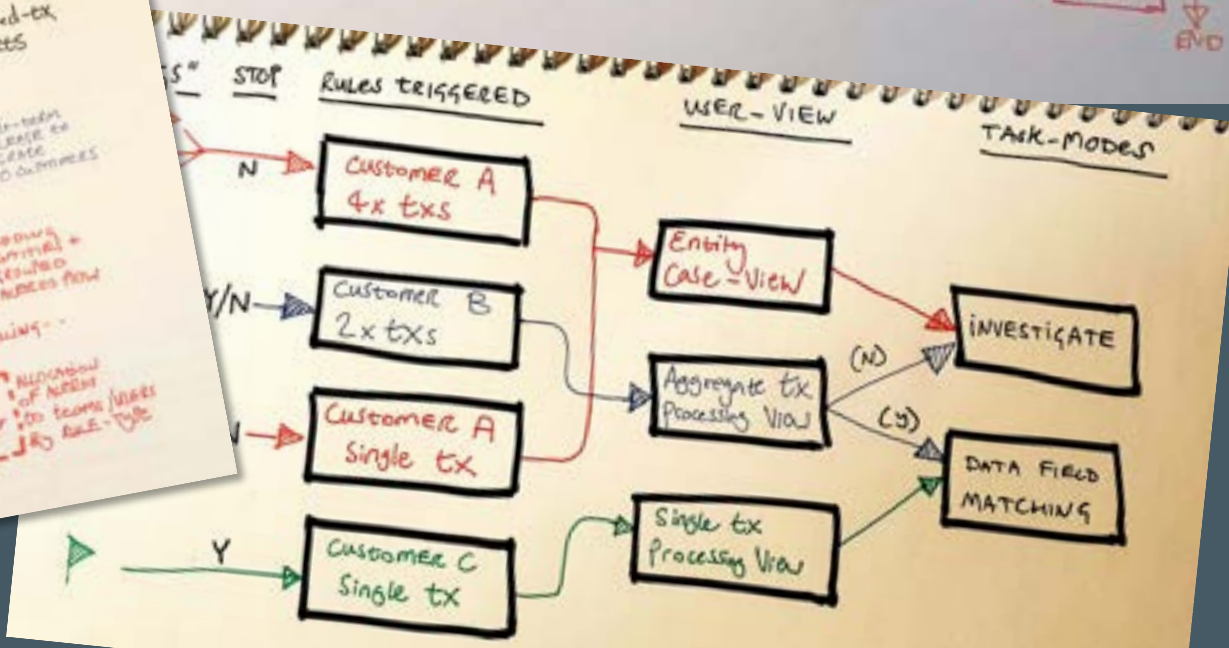
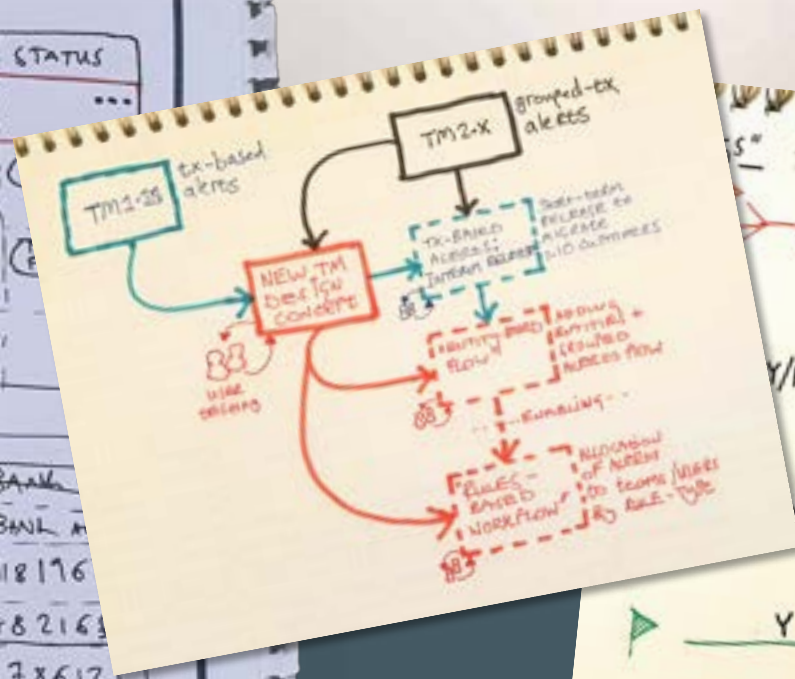
**JIM JONES**  
 Address, phone no...  
 Date of birth...  
 Social security # ▼ MORE

**ALERTS**

Date	Rules	Txs	TOTAL	OWNER	STATUS
06/06/20	HVC REF	5	10538.27	You	...
12/05/19	SWIC STWIC	2	2001.28	J SMITH	
01/04/16	HVC	4	15080	S WOOD	

**ALERT DETAIL**

Alert	RULE	Tx	NAME	STATUS
1051	HVC	1000.12	S MILTON	BANK
		2,102.00	S MILTON	BANK
		500.12	J PHILIPS	118176
		10006.79	J PHILIPS	482163
		512.13	RT GREG	78612



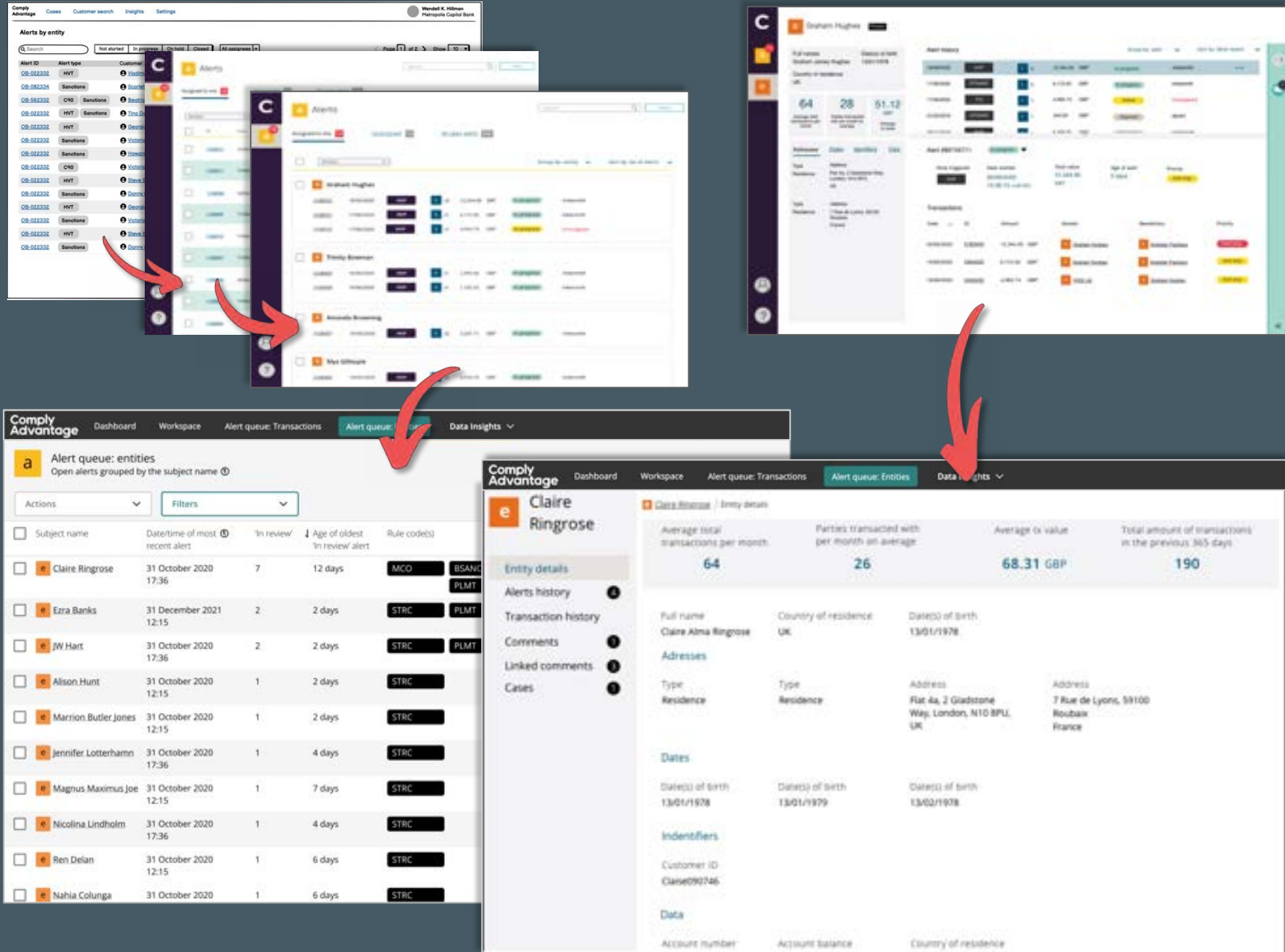
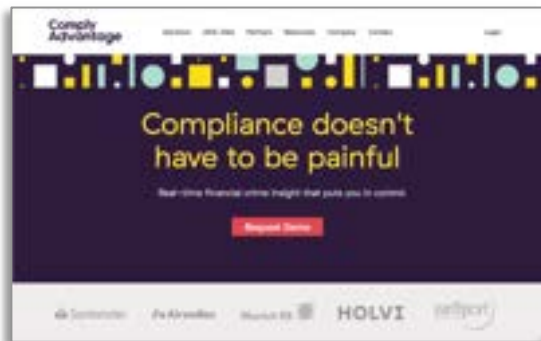
## Concept design & testing

I went through several lightweight early designs, exploring different methods of presentation, gradually moving from low to high fidelity.

I created prototypes and shared these with users in 1-1 testing and made rapid iterations between sessions.

The key principle remained reframing the task flow around the customer as the main object.

Early on, I explored a palette aligning the new UI to CA's then-website style (below), which proved problematic. With the agreement of stakeholders, requirements of brand were loosened in favour of a calmer, accessible aesthetic more appropriate for workplace software.





## Detailed design & build

- Alongside a junior designer, I created the high-fidelity designs which were the blueprint for build.
- We continued to squeeze in usability testing sessions with clients as we worked, or even performing guerrilla sessions with our own customer support and sales teams.
- I began to work closely with the frontend and UI developers to develop CA's first React-based component library to support build.
- As we were creating a new design system from scratch, it was desirable to rely on out-of-the-box components as much as possible. I rationalised the use of components across screens to standardise interactions and keep the effort to a manageable level for developers.
- I audited all the new components for their match with designs and created a backlog to deal with the discrepancies, along with failure to meet WCAG accessibility criteria.

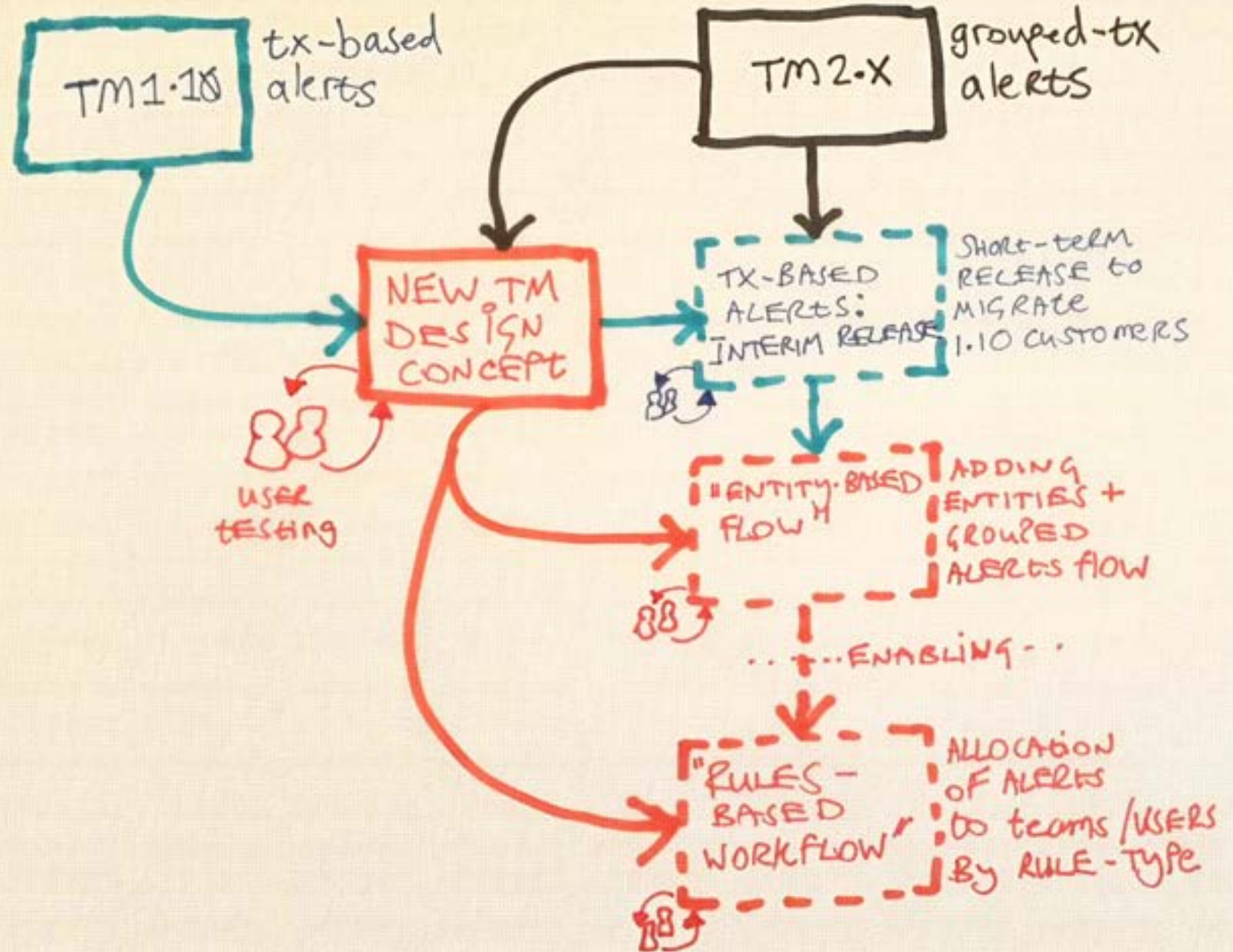
The image displays two screenshots of the 'COMPLY ADVANTAGE' software interface. The top screenshot shows a list of alerts for 'Everton Brown' with columns for subject name, date, open alerts, in review, age of oldest alert, rule code, super action, alert priority, owner, status, number of transactions, and country code. The bottom screenshot shows a detailed view for 'Everton Brown' with summary statistics (Average total, Partners transacted with, Average to value, Total amount of tax) and a table of alerts similar to the top screenshot.



## Outcomes

The new 'customer-based flow' was released initially only to TM clients threatening to churn.

- As a result, no at-risk clients churned – all eventually moved the new workflow and were satisfied with it. One unintended consequence was a surge of new feature requests to extend it once clients got to grips with the new flow and began to explore the possibilities.
- CA's sales team noticed the new workflow received good feedback. They began using it in sales demos. Several new deals were made on the basis of the new functionality. New clients using the workflow soon numbered among CA's largest accounts.
- Client satisfaction with the new workflow and increased sales convinced CA leadership to replace all our platforms with a single, case-working solution based on the same principles as the customer-based flow. This move became central to the product strategy.
- The success of the customer-based flow made it simple to get leadership buy-in when I requested the time and resources to carry out a comprehensive discovery research and concept design programme to support the single platform project.





# HM Courts & Tribunals Service

User research

Family Law

Case management service

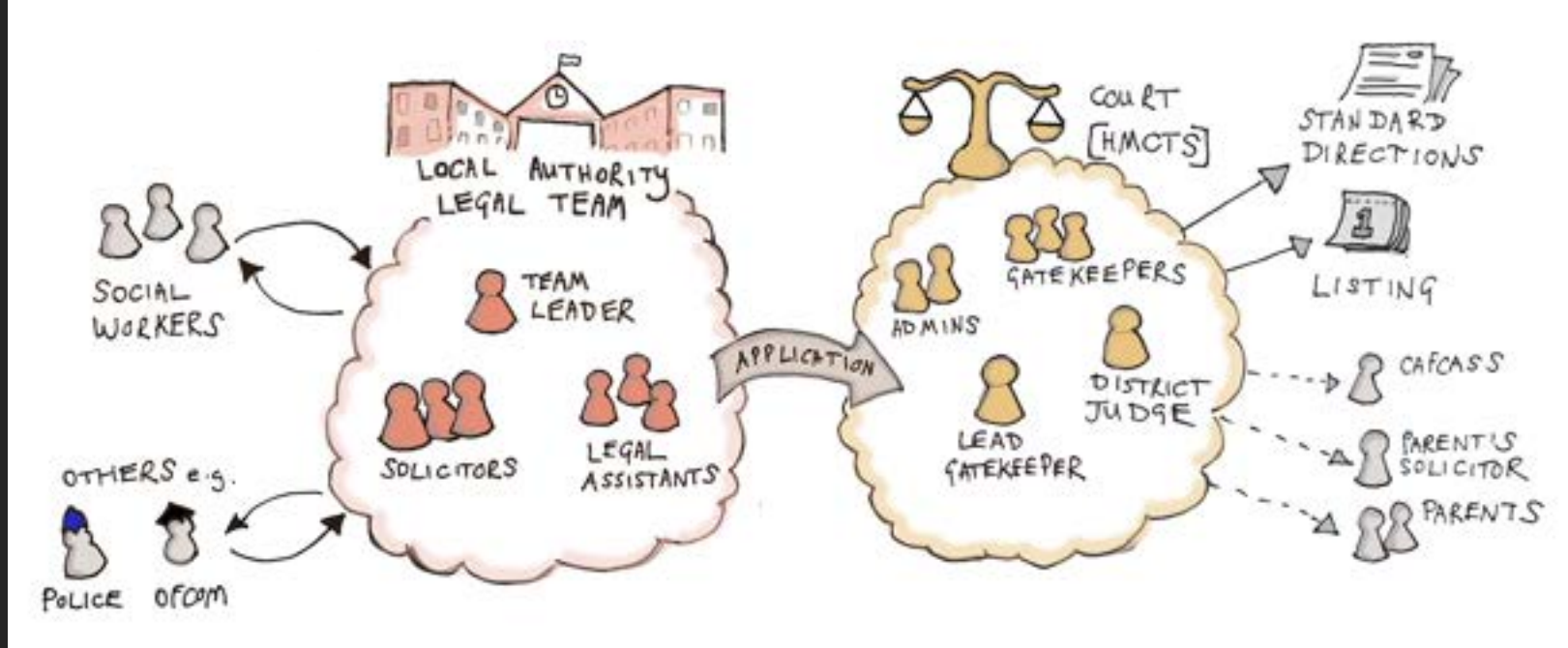




HM Courts & Tribunals Service wanted a digital solution to improve the preparation and sharing of case documents when local authorities applied to family courts to take children into care.

Working as a member of a multi-disciplinary product team, I worked with subject matter experts in HMCTS and my team to understand the application process and who the main actors were:

- When social workers believe a child needs to be taken into custody, the local authority has to make an application to the courts and a hearing date scheduled. The need for a hearing may be urgent if the child is considered to be at immediate risk.
- Following the initial application, follow-up case documents must be completed by both local authority solicitors and court staff prior to the court dates. Both must have a complete and up-to-date copy of all documents as must the parents' solicitors.
- The application form was a complex PDF form. All case files were paper-based. Every amendment required the entire updated case file be faxed or scanned/emailed to the other parties.



UX leadership at HMCTS were concerned that previous user insight gathered by the product team lacked sufficient numbers or depth to meet the quality criteria set by the Government Design Standard.

I was set the task of reviewing existing insight and conducting further research as needed to address the deficit.

Getting access to local authority solicitors to interview was a slow, high effort task that had hampered prior research.

I collated all available local authority and family court contacts into a database and sent a mail out to all contacts inviting them to participate in the design of the new solution.

Interested respondents could click on a link and indicate their interest and whether they preferred a remote or onsite interview.

From the responses, I was able to swiftly schedule visits to local authorities and courts in Swansea, Newcastle, Gateshead and London as well as conduct a further 11 remote interviews.







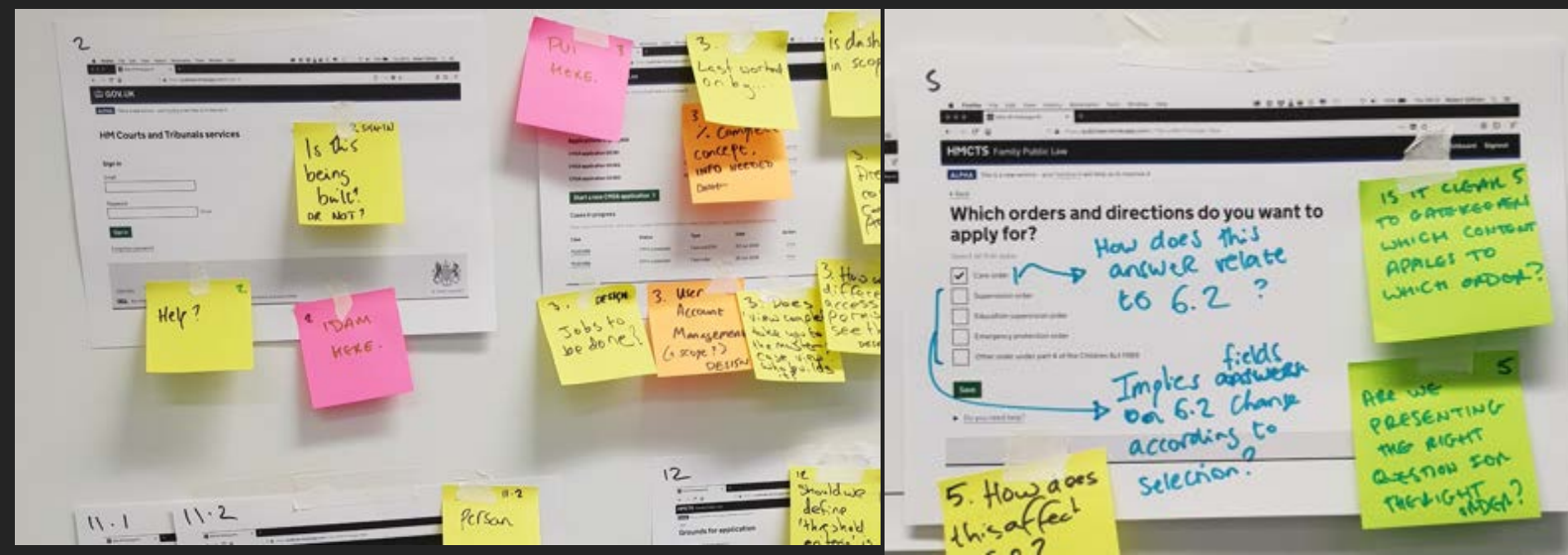
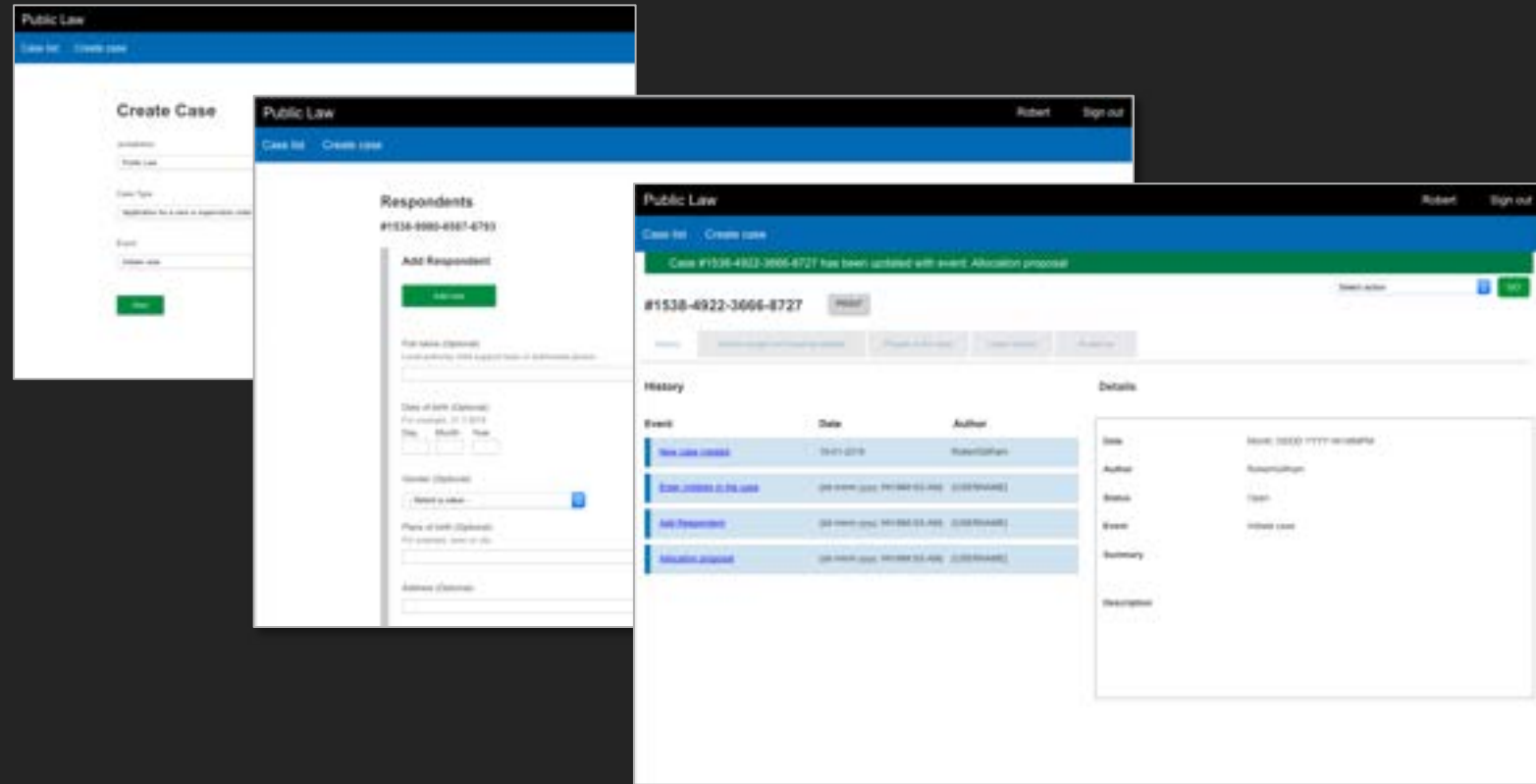
Following the research, I worked with the Interaction, Content and Service Designer on the team to reassess existing prototypes and to refine the design based on the findings of the research.

We moved the design away from a largely faithful reproduction of the PDF form with its order, wording and logic

We broke the form up into its component questions and mapped the dependencies between them to create a flow that revealed or hid fields and sections depending on answers to previous questions. This massively simplified large parts of the form.

We also introduced the 'hub and spoke' pattern from the GDS pattern library (often used in forms for complex tasks like mortgage applications) which allowed the user to navigate between sections via a 'hub page'.

This hub page provided an overview of the overall completion status of the form and allowed the form to be completed in a piecemeal fashion, which mirrored how information tended to become available to users in real cases.



Following the research and subsequent iteration of the design, our proposed solution went to a Government Service Standard assessment.

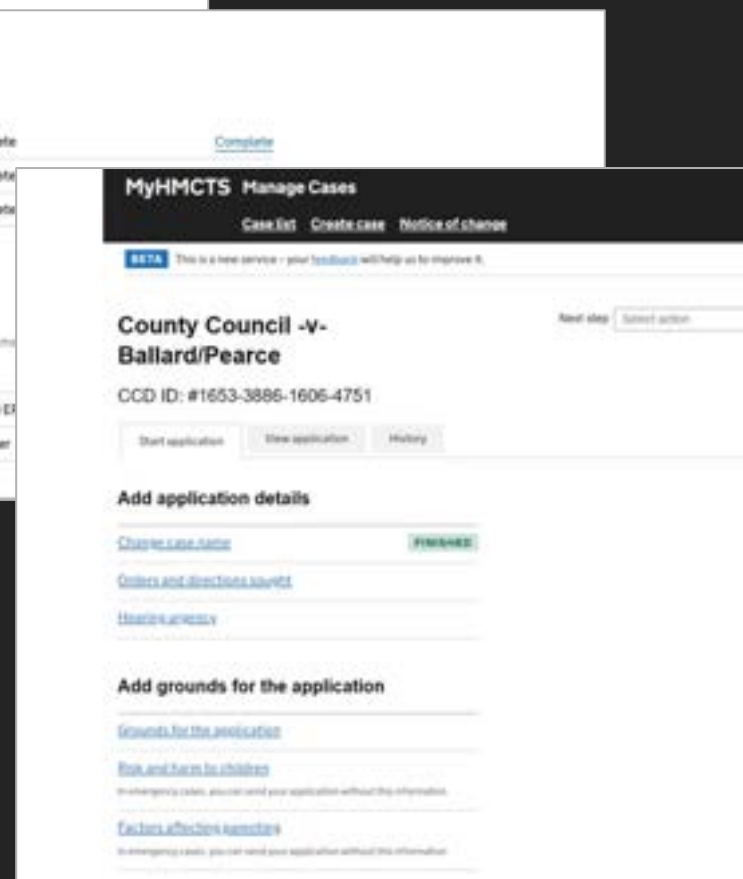
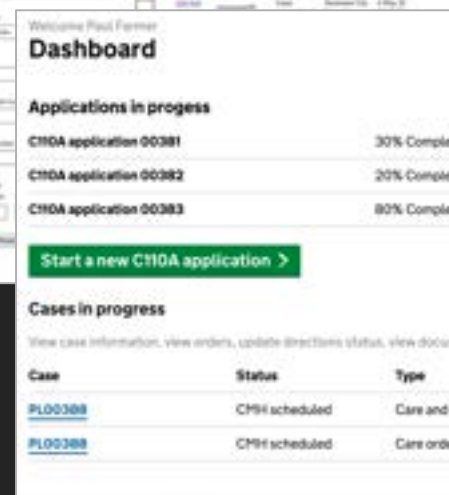
They confirmed the rigour of the research and validity of our findings. The proposed design was approved to become a live beta under the gov.uk domain.

Since 2021, the service has been in used by all 44 family judge court sites across England and Wales. 141 local authorities now use the service and report time savings.

Court staff and legal professionals are viewing files and collaborating on draft orders that are being approved faster, providing more time for parties to comply with directions.

*“Court orders are [now] approved very quickly, which is very useful in terms of service on others. Using the portal has saved both time and money and allows files to be updated easily.”*

— Lisa Thomas, Senior Lawyer, Swansea City Council





## More user research...

- I've been doing user research in support of design for twenty years in both agency and in-house roles, across B2C and B2B applications.
- I've planned, directed and personally performed studies all over the world, including France, Germany, Italy, Netherlands, US, Russia, Japan, China and India.
- This has included discovery-style research involving observation, diary studies and open-ended interviews...
- And more design-specific research methods such as usability testing, card sorting, remote unmoderated testing and surveys to name just a few.
- I've performed research into everything from enterprise software to console games, touchscreen ticket machines, apps for mobile and tablet devices and even IVR systems.

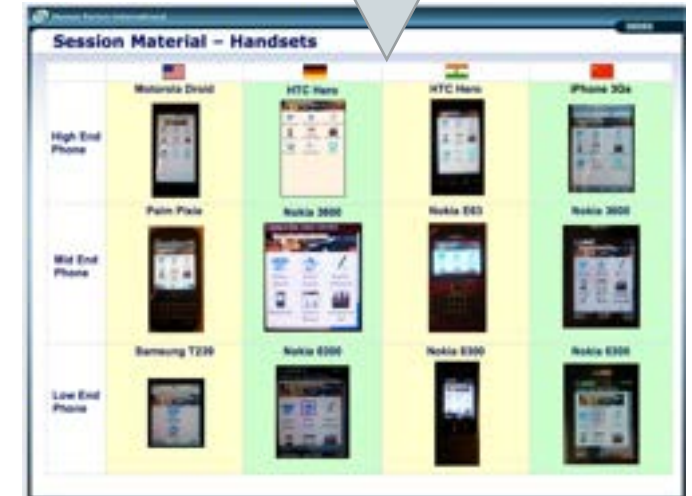


User research into Amazon Prime Day experience



User testing & prototype development for Bank of Ireland's credit card application process

Comparative study of SMB business use of mobile across in China, India Germany & US



User testing Oystercard touchscreen interface for Transport for London



# Thank you

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