# **Device Contract of Contract o**

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Langara College - WMDD 4980 - Project 2







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# 1. About dealicious

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# **Project Overview**

Dealicious is a web platform that provides an effective solution for Food Hospitalities to create referral marketing campaigns and loyalty programs, leveraging data analysis and AI tools. Our goal is to empower these businesses by providing them with a comprehensive set of tools to enhance their marketing efforts and boost sales. By using Dealicious, Food Hospitalities can effortlessly create data-backed and customized referral marketing campaigns to attract new customers, while implementing loyalty programs to retain their existing customers.

By combining the words "Deal" and "Delicious," we have encapsulated the essence of our platform. Dealicious is not only about offering enticing deals but also about highlighting delightful culinary experiences. With our user-friendly interface, extensive and insightful analysis, and AI-assisted campaign creation, Dealicious is poised to revolutionize the way food hospitalities market their businesses, driving increased sales and sustainable growth. Our team, Apollo7, comprises ambitious web developers and designers. Leveraging our technical skills and expertise, we have developed Dealicious to meet the specific needs of food hospitalities, offering them an easy-to-use and highly effective marketing solution. We understand the demanding nature of running a successful small restaurant. Leveraging our technical skills and expertisen.





# Main Features

Dealicious offers a range of powerful features specifically designed to support food hospitality businesses. With our platform, business owners can effortlessly create engaging marketing campaigns, gain valuable insights through data analysis, and build customer loyalty through a robust rewards program. By combining these key features, Dealicious empowers businesses to attract new customers, optimize their marketing strategies, and cultivate lasting relationships with their clientele. Whether it's creating customized campaigns, tracking campaign performance, or rewarding Super Customers, Dealicious provides a comprehensive solution to drive increased sales and sustainable growth.



## **Referral Marketing**



Dealicious empowers food hospitalities to effortlessly create targeted marketing campaigns. In addition to the user-friendly Interface, the connected Artificial Intelligence Generator helps business owners with developing marketing campaigns, special offers or deals exclusively for attracting new customers as well as encouraging current customers to reconsider their dining. To accurately track the referral activities, the platform specifies a QR code to each food establishment. By scanning the QR code, their happy customers can register on their specific page on Dealicious platform and start referring other people to their favorite restaurant, café, etc.

# **Insights and Analysis**

Dealicious offers comprehensive data analysis to business owners, providing valuable insights into the performance of their marketing campaigns. They can track key metrics such as generated revenue, customer engagement, and conversion rates. This data-driven approach enables business owners to make informed decisions, optimize their marketing strategies, and achieve better results. By understanding what works and what doesn't, they can refine their campaigns and improve overall marketing effectiveness.

# Loyalty Programs

Dealicious goes beyond acquiring new customers. The platform incorporates a robust loyalty program that allows business owners to reward and incentivize existing customers. Happy customers who register on the platform become Super Customers and share their culinary experiences with others. When a referral successfully works, the super customers collect points which can be redeemed to get discounts.

This helps food businesses foster loyalty and encourage repeat visits for Super Customers. It empowers food hospitalities to build lasting relationships with their customers, creating a loyal customer base that becomes a reliable source of revenue and positive word-of-mouth referrals.





# **Business Strategy**

# Market research

With over 97,000 restaurants and \$85 million in annual sales in Canada alone, the market is ripe with opportunities for food service establishments. However, these businesses often struggle to utilize marketing tools due to their complexity and cost.

We interviewed a focus group to have a better understanding of the needs of food hospitality businesses. Integrating these interview reports with firsthand knowledge of the challenges faced by family-owned restaurants, we summarized the main pain points in the marketing section to be addressed:



• During high seasons, although the number of customers sees a peak, it's not always beneficial for the businesses, since they don't have any control over the menu items which are mostly ordered.

• During low seasons, they need to utilize marketing tools to attract new customers. These tools include Facebook ads, subscription-based platforms, and generic review platforms. However, business managers are unable to measure the accurate success of each tool.



• Another approach for increasing visibility is influencer marketing. In this case, business managers who are busy enough with the workflow must dedicate time to exploring relevant influencers' pages, dealing and negotiating with them, and finally commissioning an advertisement. This is a challenge for food hospitalities, especially small businesses with with limited time and capital. Moreover, in this approach, the actual KPIs are not trackable.

•Word-of-mouth is another existing alternative. Although it is a powerful marketing tactic, it is barely considered a marketing tool, because it's not trackable.



# **Competitive Analysis**

Features	yelp <mark></mark>	showmelocal*	T DOORDASH	<sup>0</sup> dealicious
Created Campaigns	•	•	•	•
Extensive Insights	٠	•	×	•
Referral Marketing	×	×	•	•
Al Camapign Generate	×	•	×	•
Loyalty Programs	×	×	•	•
				• Yes 🗙 No

Other platforms in the market provide somewhat similar features to Dealicious. The most famous existing alternatives are as follows:

#### Yelp.ca

Yelp is an online directory for discovering and reviewing local businesses. With Yelp Ads, businesses can set up advertising on the Yelp pages. It also provides businesses with ad performance tracking.

#### ShowMeLocal.com

Show Me Local is a directory that groups businesses by industry and region. It provides a suite of digital tools including enhanced listings, customer reviews, and promotion of local deals and events.

#### DoorDash.com

DoorDash facilitates food delivery by independent contractors. It also offers a Store Loyalty Program which enables customers to earn towards rewards with every dollar spent with participating brands.

Referral marketing is one of the most powerful marketing strategies out there. Dealicious stands out by capturing this power and supporting it with reliable insights to maximize attracting and retaining customers. While looking at the competitors, no one has a referral program. Also, the loyalty program is a feature that is missing in two of our competitor platforms. Dealicious focuses on the food hospitality businesses which leads to delivering accurately measurable results and tailored marketing solutions.



Dealicious follows the B2B2C model. We precisely designed this platform and its features with a win-winwin situation in mind. In this model, food businesses experience increased revenue from their new and super customers, while the customers enjoy promotional campaigns, perks, and discounts. To make all these happen, Dealicious operates on a "Grow Together" pricing model, where food establishments pay a 20% commission that applies to the revenue which is generated through the platform. This model ensures that businesses do not bear any upfront costs and only pay for the measurable results we deliver. There are no hidden or onboarding fees. However, to register on the platform, businesses are required to pay a \$100 deposit which counts toward the commission that they must pay. This means the whole deposit will be refunded to them after a while of utilizing the platform. This deposit motivates the business managers to use the platform more often and ensures sustainable growth for our team and platform.

We define our customers' success by the revenue we bring to their business, whether through new customer acquisitions or increased spending from super customers.





## **Product Launch**

Dealicious will provide an online account creation process along with customer contact support to facilitate easy adoption and user engagement. The early adopters will be small to medium size restaurants in Vancouver. We will utilize an email marketing strategy to directly approach and onboard them onto our platform. Through the early adopters' experiences and testimonials, we will have sufficient success stories from existing business partners to approach food service brands in Vancouver.

Over two years, we will develop additional features such as POS connection and expand our services to ten more cities across Canada. After establishing a strong presence in Canada, we plan to expand to North America and other continents.



# 2. Timeline & Technology

- Design Timeline
- Development Timeline
- Technology Usage



Our team, consisting of ambitious designers and developers has taken an incredible opportunity to design and develop "Dealicious" application. The challenge ahead of us was to create a cutting-edge web app within a tight timeline of 12 weeks. This project serves as our primary deliverable for the Web and Mobile App Design and Development program at Langara College.

Throughout the 12-week timeline, our designers focused on crafting a visually appealing and intuitive user interface. Their expertise in user experience (UX) design and user interface (UI) design was leveraged to ensure the app is user-friendly and engaging. On the development front, our team of four developers worked tirelessly to bring the designers' visions to life. They used the latest technologies and best practices to ensure a seamless and efficient development process.

# Design Timeline



# **Development Timeline**





# Technology Usage

# **Project Management Tools**



**Jira** Agile project management



# **Design Tools**



**Figma** UserFlow, Wireframe, UI Kit, Mockup, Prototype



Adobe Indesign Project Proposal



Adobe Illustrator Logo, Icons, Marketing Assets



Adobe After Effects Micro Animations



Adobe Photoshop Photos Editing

We utilized a combination of powerful design tools for seamless collaboration and creative tasks: Figma served as our platform for UI/UX design collaboration, encompassing user flows, wireframes, mockups, and UI prototypes. Meanwhile, Adobe Illustrator and Photoshop played a vital role in crafting stunning illustrations, icons, and marketing materials. Also, we utilized Adobe InDesign to create print-ready project proposal. To create short animations on landing page and loader, we used Adobe After Effects.

# **Development Tools**



Node.js Executes JavaScript code outside a web browser



**Cloudinary** Media management upload, store, and deliver.



**Chart.js** Data visualization with JavaScript charts and graphs.



**Mongo DB** Powerful NoSQL data storage.



**Twilio** Cloud communications for interactive experiences.



**Microsoft Azure** Scalable cloud platform for diverse services.



**Vercel** Fastest deployment platform for web projects.



**Mongoose** Elegant MongoDB object modeling for Node.js.



**Next.js** React framework for server-side rendering.





**SopenAI** 

**Github** Version control, collaboration, and issue tracking

# React

JavaScript library for building dynamic UI with reusable components.

**Open Ai** Advanced AI models for language and more

We built our web app using a variety of technologies. we utilized Next.js, which is a powerful framework that allows us to build both the front-end and server-side backend of our web app. The front-end components were styled using Material-UI. On the server-side, we used Express with Node.js to handle the backend logic and API endpoints. For data storage, we leveraged MongoDB as our NoSQL database solution. Additionally, we integrated Cloudinary to manage image storage and retrieval efficiently.

As for supporting technologies, we incorporated chart.js for data visualization and Twilio for SMS verification. We also utilized OpenAI for the campaign advertisement generation feature.

For version control, we used GitHub and for communication among the team, we used Slack.





# 3. Design Process

- User Persona
- User Flow
- Wireframe
- Style Guide
- Design System
- Mockup

# User Persona

# Restautant owner



Name: Age: Education: Status: Occupation: Location: Tech Literate: Sophie 36 Culinary school graduate Married Head Chef and CEO Vancouver, Canada High

" I've got big dreams but a small budget. Gotta find smart moves to make my restaurant shine"

**Bio:** She currently lives in Vancouver. As a skilled chef, took the leap into entrepreneurship and established her own small restaurant. Drawing on her culinary expertise, she is determined to grow her businessand make it thrive.

#### Personality: Proactive Extrovert

#### Core Needs:

- Drive the growth of her restaurant business. To achieve this, she needs efficient data tracking, analysis, and visualization tools that enable her to make informed decisions and optimize her operations.
- Effective Targeting to invest in marketing efforts that are tailored to her ideal customer profile, leading to efficient use of resources.
- Identify and implement unique selling points or strategies that set her restaurant apart from competitors, helping her stand out in a crowded market and attract and retain customers.

#### **Frustrations:**

- Her investments on advertisement and Influencer marketing don't pay off.
- Despite high quality food and service, she can not retain her customers.
- She commissioned a company for designing her website, but keeping it up to date is not affordable to her.
- She finds it challenging to attract customers who rely heavily on online reviews and recommendations.



# Casual User



Name: Age: Education: Status: Occupation: Location: Tech Literate: Shima 25 Marketing Student Single Student/Part-time employee Vancouver, Canada High

" Good food, great friends, and unforgettable memories - the perfect recipe for an epic adventure."

**Bio:** A 25-year-old student from Iran, lives in Vancouver and enjoys going out while balancing her studies and part-time work.

#### Personality: Social Extrovert Outgoing

#### Core Needs:

- To expand her social circle and create meaningful connections, She seeks opportunities to meet new people, engage in social activities, and build friendships that align with her interests.
- Affordable food experiences.
- She has limited finances, which makes it challenging for her to afford certain things or allocate enough resources for different areas of her life.

Platform

**Applications** 

#### Interests:

- She loves inviting her friends or family to join her on culinary adventures.
- She enjoys going out to try new food places in Vancouver, seeking diverse culinary experiences.
- She has a keen interest in being active on social media platforms.
   She enjoys sharing her experiences and food discoveries.

#### Payment medium



yelp 😽 facebook 🕒 YouTube

21 🗕



#### SC: Super Customer NC: New Customer RC: Returning (New) Customer RO: Restaurant Owner





#### **Restaurant Owner Dashbaord**





# **User Flow**





# Wireframe

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rise D	Campaign Name Number Four	Campaign Name Number Five \$ 1,7k	Campaign Name Number Six
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Campai

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# **Style Guide**

Our design approach for this project tends to cover concepts of Deals, Food, and Growth. We created the branding and UI components to convey Hospitality, Transparency and Flexibility.

# 1. Logo Anatomy



# 2. Color

The primary color represents the restaurant industry, with orange conveying energy and creativity, aligning with dining experiences' lively nature. It evokes warmth and appetizing appeal, perfect for a food-related app.

The secondary color symbolizes profit and the word "Deal," using green to signify growth and prosperity. It also connects to organic and healthy elements, relatable to the food industry.

As a data visualization platform, we use variations of the primary and secondary colors to effectively represent and differentiate data points.





# 3. Typography

For typography, we chose Ubuntu Bold from Google Fonts for headings. Ubuntu's rounded and modern appearance adds an elegant touch, contributing to a contemporary and friendly aesthetic. For body text, we opted for Mukta Light, also from Google Fonts, ensuring clarity and legibility.



# UBUNTU

Desktop	Size	Mobile	Size
H1	64рх	H1	<b>40px</b>
H2	<b>32px</b>	H2	28рх
H3	28рх	H3	24рх

# **MUKTA**

Desktop : Body Text: Light 20px

Indulge in our delectable range of vegetarian dishes, crafted with fresh ingredients and bursting with flavors. Mobile : Body Text : Light 16px

Indulge in our delectable range of vegetarian dishes, crafted with fresh ingredients and bursting with flavors.

# **Design System**

We created a design system to enhance our design and development process. By utilizing UI components and elements, we can quickly replicate and scale design work. This not only saves time but also ensures consistency across the entire web app, enhancing the design conformance in the final developed web app.

# 1. Icons

Icons represent the web app's main features, as well as other functions. They are used in two sizes across the website: 24px and 40px. They are shown in black in all cases, except for two conditions:

First, on navigation menus, where the active navigation menu has a background circle in the primary color. Second, the pin icon on the pinned cards which changes to the primary color.

Also, on two main buttons including "Create a Campaign" and "Recreate the Campaign" icons display continious micro animations.

#### Default



#### **Micro Animation**

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# 2. Dropdown



## Code Sample

### Description

Other than the forms, drop-down lists are used for listing and selecting the pinned card, selecting chart type, sorting, and filtering criteria.



# **3-Navigation**

## Desktop(Expanded/Collapssed)



### Description

On the large screen, navigation is a sidebar, placed on the left and occupies 100% of view-port height. On the form pages, the sidebar is shown collapsed. On the mobile screen, navigation is fixed at the bottom. When a nav item is selected, the background circle drops behind the active icon.

#### Mobile



Active Inactive

## Code Sample

```
useEffect(() => {
 setSideBarItemActive(pathname.substring(1));
}, [pathname]);
return (
<>
  <List
   sx={{
   {navItems.map(({ text, icon, link }) => {
    const activeLink = `${link}`.substring("1");
    const activeLinkSplit = activeLink.split("/");
    const currentURL = pathname.split("/");
     <ListItem key={text} style={{ display: "block" }}>
      <ListItemButton
        router.push(`${link}`);
        setSideBarItemActive(activeLink);
       sx={{
        padding: "0 2rem",
       {currentURL[2] === activeLinkSplit[1] && (
        <SideBarSelect
         style={{
          position: "absolute",
          left: "12%",
        ></SideBarSelect>
       <ListItemIcon
        sx={{
         marginRight: ".5rem",
         color: theme.palette.background.alt,
         minWidth: "auto",
         fontSize: "1.5rem",
```



## Create and Recreate Campain



### Description

Primary buttons are used for the primary actions such as "Save", "Create", and "Submit". Secondary buttons are used for primary actions which are repeated on a page such as "Activate" and "Burn the Code". Tertiary buttons are the alternative to the primary action, "Cancel" for instance.

The "Create a Campaign" and "Recreate the Campaign" buttons have a specific design and top-right placement across the site.

## Code Sample

```
import React from "react";
import { Button, useTheme } from "@mui/material";
```

```
const SingleButtonNoIcon = ({ text, onClick, width,
variant = "contained" }) => {
const theme = useTheme();
return (
  <Button
  variant={variant}
   size="medium"
   onClick={onClick}
   SX = \{ \{
    width: width,
    alignSelf: "center",
    borderRadius: "12px",
    borderColor: theme.palette.primary[80],
    borderColor: theme.palette.primary[60],
    color: theme.palette.primary[60],
    \lor >
 </Button>
```



# 5. Grids and Spacing

#### Desktop

#### Mobile



#### Description

With three breakpoints- 600px, 900px, and 1200px- the layout changes responsive to the screen size. Also, when the sidebar is collapsed, the grid responds to this size change. Arrangements of cards and other components follow this guideline.

## Code Sample

import { Box, useTheme } from "@mui/material";

unction MainGrid({ children }) {
const theme = useTheme();
return (
<box< td=""></box<>
sx={{
display: "grid",
gridTemplateColumns: "repeat(3, 1fr)",
gap: "1.5rem",
gridAutoFlow: "row dense",
margin: "1.5rem 0",
[theme.breakpoints.down('lg')]: {
gridTemplateColumns: "repeat(2, 1fr)"}
[theme.breakpoints.down('md')]: {
gridTemplateColumns: "repeat(1, 1fr)",
}
}}
>
{children}
);

# 6. Chart Cards

Canada Day	*
Items: All items on seafood menu Duration: 2023-05-20 to 2023-06-30 Users: New Customers & Loyal Customers Condition: 10% off	
🧎 Insight	o Compare with
Revenue	Compare with 🗸
E Canada Day	Daily <b>Weekly</b> Monthly Yearly

### Code Sample

```
<Typography variant="h4" lineHeight="35px">Total =
{Object.values(data).shift(1)}
</Typography>
<Doughnut
```

```
style={{
width: "100%",
height: "100%",
gridColumn: "1/-1",
gridRow: "1/-1",
}}
options={option}
```



## Description

Chart cards are designed in three sizes including 1-column, 2-column, and 1.5-column for regular insight cards, pinned insight cards, and side-by-side comparison insight cards, respectively.

Based on data type, charts vary from line charts, pie charts, bar charts, radial bar chart and figures.





# 8. Input



## Description

Inputs are used on forms and "Edit Profile", "Create a Campaign" and modals. They accepts different values such as text, number, and date.

## Code Sample

import { Box } from "@mui/material"; import { useTheme } from "@mui/material";

function ChartCard({ content, children, gridColumn }) {
 const theme = useTheme();
 const shadowColor = `\${theme.palette.neutral[20]}1f`;

## Code Sample

# 9. Modal

#### Desktop

#### **International Flavors**



**Offer:** Refreshing mango salsa, Pineapple skewers, Juicy watermelon salad

Date: July 1st to July 31st, 2023 Time: 11AM to 8:00PM Only for first 55 guests

From July 1st to July 31st, immerse yourself in our international menu and enjoy a FREE beverage with every order. Indulge in the exotic spices of Thai cuisine, savor the rich aromas of Italian pasta, and delight in the diverse flavours from around the globe. Visit us today and let your taste buds embark on an unforgettable journey, accompanied by a complimentary drink. Don't miss this limited-time offer!"

🕄 Activate

### Mobile

X



#### Description

Modals serve as pop-up overlays that offer additional information about a card, request user confirmation for an action, proceed to authentication process, or display success messages for specific actions. Modals are designed to temporarily interrupt the user's workflow and focus their attention on important tasks or information.

# 10. Footer



## Code Sample

```
<Modal open={showNotification} on-
Close={closeNotification}>
<Box
sx={{
display: "flex",
flexDirection: "column",
justifyContent: "center",
alignItems: "center",
minHeight: "100vh",
p: 4,
width: "100%",
}}
```

## Code Sample

```
const Footer = () => {
  const theme = useTheme();
  return (
    // create simple footer with tailwind no links
    <Box
    sx={{
      background: theme.palette.second-
ary[100],
      fontSize: "1rem",
      padding: "1rem 2%",
    }}
    >
```













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# 3. Development Process

- Data Model
- System Design
- Component Tree





### Data Model



## System Design



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**Shared Components** 

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### **Component Tree**



# 4. Meet the Team

Apollo7 is a team of 7 members from diverse backgrounds with different working experiences in graphic design, marketing, engineering, project management, business and computer science. As a team, we are not only passionate about solving daily problems with the help of technology, but also creating a positive impact on the community through our products.



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#### Nahla Niavarani

Design Lead - UI/UX Designer

in linkedin.com/in/nahlania/

<sup>Bē</sup> behance.net/nahlania

mahlania.com

With an engineering background and ten years of experience in digital media, I specialize in developing human-centered solutions that seamlessly blend technical mindset with artistic flair.

#### Surbhi Kataria

UI/UX Designer in linkedin.com/in/surbhikataria

Be behance.net/surbhikataria07

I am an experienced Visual Communication Designer with a skillset apt for analytical, strategic and experiential design, across multiple industries. Working as a Graphic Designer for last 6 years and transitioning to ui/ux designer

#### Pablo Montoya Varela

UI/UX Designer

in linkedin.com/in/ palimv

Be behance.net/pablomontoya9

After transitioning from Product Design, I am now fully dedicated to UI and UX, progressing as a UI designer, Front-end enthusiast, and passionate UX explorer.









#### Mario Cesena

Lead Developer in linkedin.com/in/mario-cesena

**Q** github.com/mariocc22

Bachelor's degree in Mechatronics Engineering. Worked as a Manufacturing and Equipment Engineer for almost 4 years in Mexico. My main expertise relies on automation and PLC programming for production equipment.

#### Thawatchai-Tony-Saengthamchai

PM - Full Stack Developer
in linkedin.com/in/tony-sa/

🖸 github.com/tony-Thawatchai

Full-stack developer, ex-advertising CEO specializing in social issue campaigns with over 15 years of experience. Build product people love with a strong understanding of user experience. React | Next JS | Material UI | Express JS | Node JS | Mongo DB

#### **Ziyun Yue**

Full Stack Developer in linkedin.com/in/ziyunyue github.com/Lemon03 Two years of experiences in E-commerce, with a keen interest in front-end development and clean energy industry.

Edgar Velandia Full Stack Developer in linkedin.com/in/edgarvelandia O github.com/alvelx I am a skilled IT professional with extensive

I am a skilled IT professional with extensive expertise in Microsoft technologies, including Microsoft Dynamics 365 F&O, Microsoft Dynamics AX 2012 R3, 2012, 2009, 4.0, and 3.0, Microsoft Power Platform tools such as Microsoft Power Apps, Microsoft Power Automate, and Microsoft Power BI. Now I'm enjoying this journal learning HTML, CSS, and JavaScript as a web and mobile developer.

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