### MODELLING INTELLIGENT CONTENT

Know the touchpoints of your customers' journey with your technical content. Use methods from your information architecture toolkit to research and plan for intelligent content.

Magda Caloian, FCT AG | Information Energy 2016, Utrecht

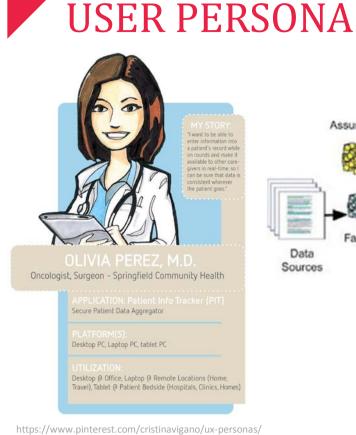
**USER-ORIENTED** 

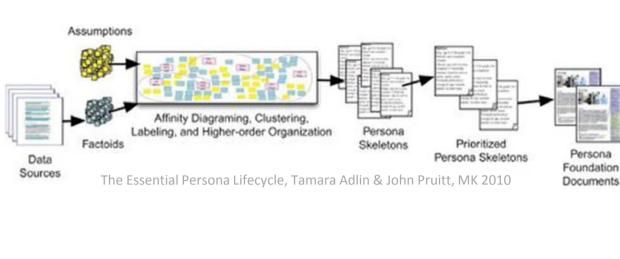
Focused on user goals

## INTELLIGENT CONTENT

- Semantic markup, metadata, links
- Separated from layout
- Integration- and future-ready
- Context-aware

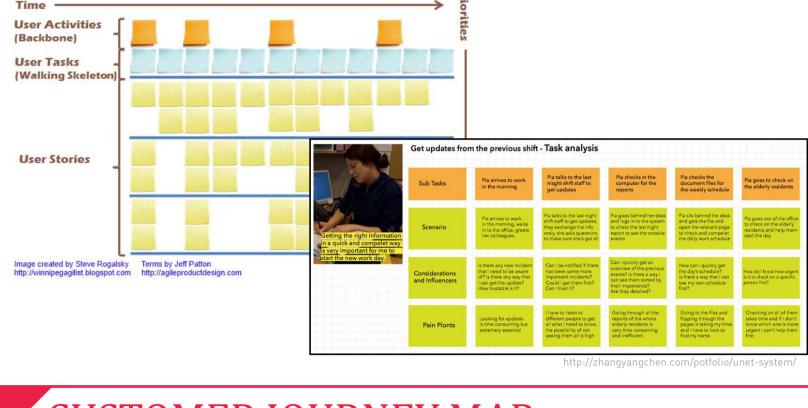
# Human- and robot-readable, findable, reusable

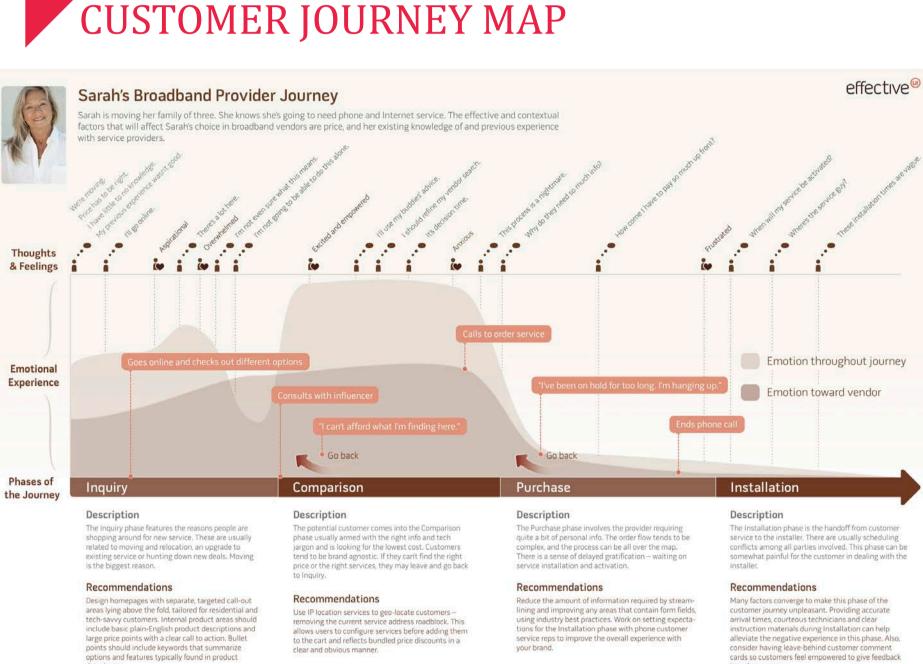




Research and Analytics

## **USE CASES**





Commit

Retain

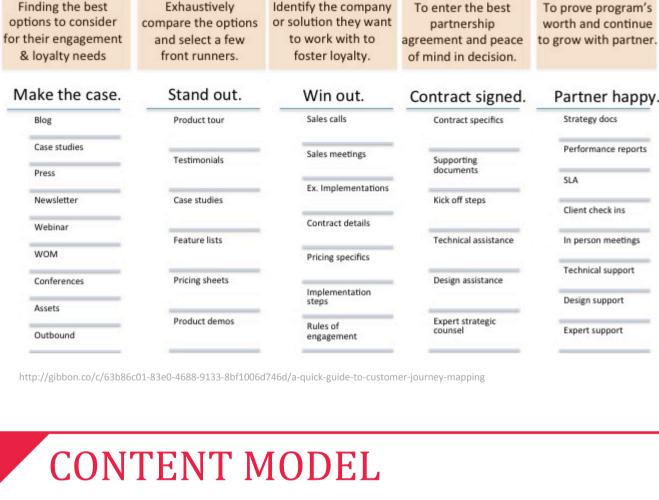
### Discover Compare Consider

**TOUCHPOINTS** 

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GOAL: Finding the best

What touch-points are available for you to move customer through the phases?



Example: Technical Documentation for a chainsaw

WHAT? Which info? Private user Retailer Service staff DIY shop seller Consulting Μ Μ

WHO? Which target group?

M

Matrix of information needs

**Buying** 

Transportation	С	M	M	С		С	Bill of transport
Setting up	M	М	M	С	М	M	2 m or transport
Sawing	M	M	M	M	M	M	
Felling trees	M	C	C	C		C	
Maintaining							
Cleaning							
Storing							
Troubleshooting							Operating
Mending	 M					 M	manual
Repairing	F	•••	 M			M	manuar
	<u> </u>		M			M	Popair manual
Disposing			IVI			IVI	Repair manual
Three categories of	information:						
M = "must"	C = "can"		F = "forbidde	en", excluded			
			Tra	anslation of version from	m 14.03.11. Creative Cor	nmons copyright (h	tp://creative.commons.org)
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WIF	REFR	 АМ F	ES				

HOME



http:// 

Multi-channel publishing

Which means

of

information?

Flyer with

technical data and prices

Licensing officer | Prof. tree feller

Μ



### Ressources

- The Essential Persona Lifecycle, Tamara Adlin & John Pruitt, MK 2010 http://customerthink.com/how-to-build-a-customer-journey-map-that-works/
- customer-journey-mapping http://sixrevisions.com/user-experience-ux/customer-journey-maps/

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- http://www.designthinkersacademy.com/freedownload\_customerjourneycanvas/ http://wireframes.linowski.ca/2011/09/responsive-layout-wireframe/

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