

HAYSTACK / SEPTEMBER 20, 2023

Improving Search: a user-centric product journey

Stéphane Renault, search product manager

Safe Harbor Statement

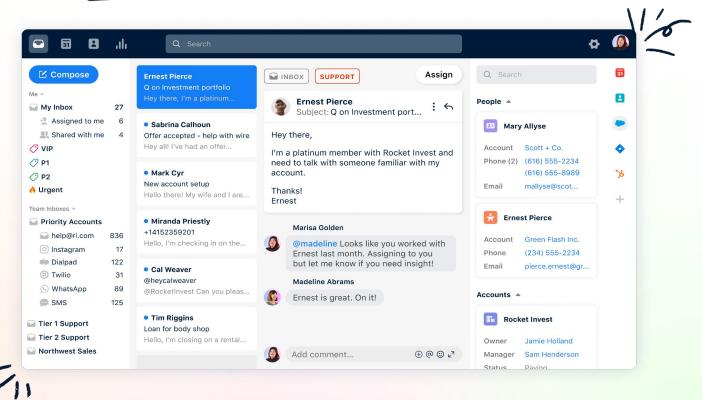
This presentation is my analysis on how we improved the search journey at Front. The knowledge shared should not be used for other purposes than learning. This doesn't engage Front.

Context

Hi I'm Stéphane

- Product Manager with 4 years of experience on Search
- Experience on both sides of the Search stack
 - Algolia → Building a search solution as PM of the search platform (core search API)
 - Front → Managing the full search experience with a team of 3-5 engineers, a designer and a data analyst

Front: A tool to streamline communications



Thanks to the familiarity of email and the efficiency of a help desk

Front: A tool to streamline communications

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Thanks to the familiarity of email and the efficiency of a help desk

Front's search

Inbox 🗸 🖉 From Stéphane Renault 🖉 Has attachment More fi	Recent searches
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High user expectations

Everyone has an Gmail or Outlook account and the associated expectations (speed, experience, relevancy...)

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Harder problem

Front users use dozens of shared inboxes, resulting in unknown content and X times more content to search through





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Hard data

Email, and communication data is not structured









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Email, and communication data is not structured

24/7, 100% Availability, high security due to sensitive data

High standards













High user expectations

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Front users use dozens of shared inboxes, resulting in X times more content to search through Hard data

Email, and communication data is not structured

High standards

24/7, 100% Availability, high security due to sensitive data

Hard business case

Search is a must have feature but it doesn't generate revenue per se

Search as a company challenge

A year ago: Search was the **number 1** problem to be solved (9 quarters in a row)



Today's talk is about

Lessons from improving the search experience

Search is the **number 1** problem to be solved



Search is **not** in the **top 5** problem to be solved

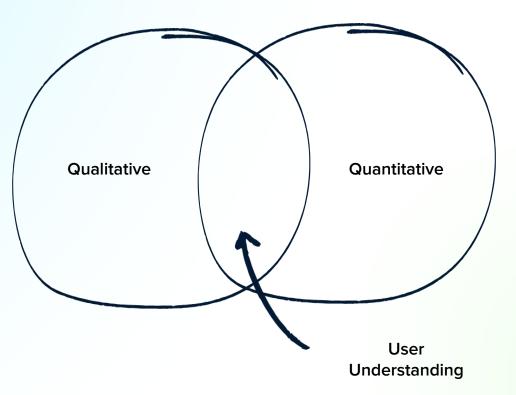
Agenda



- **2** Strategise and align on a plan
- **3** Build & experiment

Understanding Users & the Search Problems

Qualitative VS Quantitative



Tools & Tips: Qualitative



Support tickets



••• • • • ⑦ New conversations X F Front Overview Last updated 12 minutes ago Reports 33 conversations ① 个 Support Categories - Search All data Support Categories - Analytics × ★ Test - Search / conv s (i) Overview Support - (Self-Serve) ARCHIVE (2) Team Performance $\langle \overline{a}$ Aug 1, 2023 \rightarrow Aug 31, 2023 \checkmark \rangle \square Any of \bullet Support - (Priority), \bullet S... \checkmark \bigcirc Teammates \checkmark \checkmark Re: Front Support Request O Conversations SUPPORT SELF SERVE NON-ESCALATION (HAND ...) More filters ~ ⑦ Tags Message Templates Support - (Tier 3) ARCHIVED Main Metrics (SLAs Re: Unable to search emails All time metrics shown are averages. All comparisons are made with the previous period of the same length. Previous period: Ju (*) Customer Satisfaction Settings Active conversations Reply time (avg) New conversations ARCHIVED Support - (Tier 1) Conversation Stages (NEW) 38 33 3h 10m Re: Re: Questions on your search fe... 13D ₩ -25.5% • -13 ₩ -5.7% - -2 7 25.8% · +39m SUPPORT SELF SERVE NON-ESCALATION IHAND. Support Glossarv C Help Support - (Tier 1) ARCHIVED Re: chat Changes Over Time ① Messages received ~ Compare to previous period ARCHIVED Support - (Tier 2) Re: Sent Mail behavior Support - (Tier 2) ARCHIVED 4 Re: Front Support Request - Search ... 19D SUPPORT SELF SERVE APAC TIMING - SUPPOR ... FUI ARCHIVED Support - (Self-Serve) **Re: Front Support Request** Aug 4 Aug 7 Aug 10 Aug 13 Aug 19 Aug 22 Aug 1 Support - (Tier 1) ARCHIVED Replies (i) Reply time v 1 Workspace (i) Messages sent ~ Top Tag **Re: Front Support Request** Top Increases 0 S - F Cat Burston 20 7 +8 O Non-ARCHIVED Support - (Self-Serve)



Feature requests



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Tools & Tips: Qualitative



NPS surveys



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Tools & Tips: Quantitative

Segmenting usage

What & how users are searching.

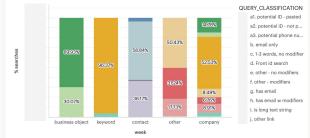
- Detecting search categories
- Understanding verticals specificity
- Behaviour per query type
- Identifying outliers

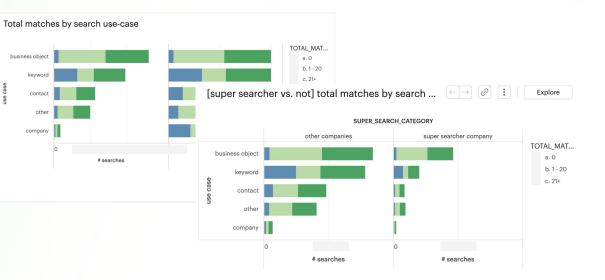




Use Cases

Query classification to use case mapping (searches after 1/26)





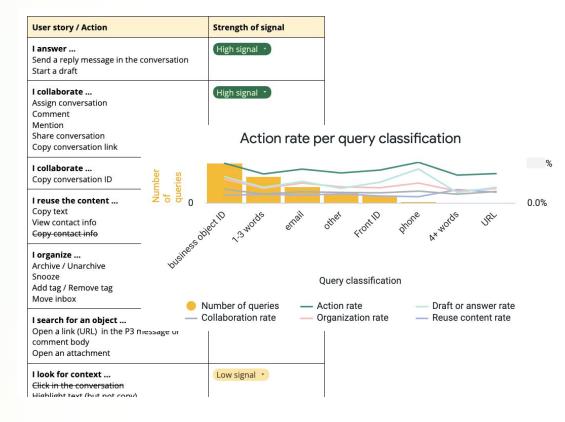
Tools & Tips: Quantitative

Defining success metric

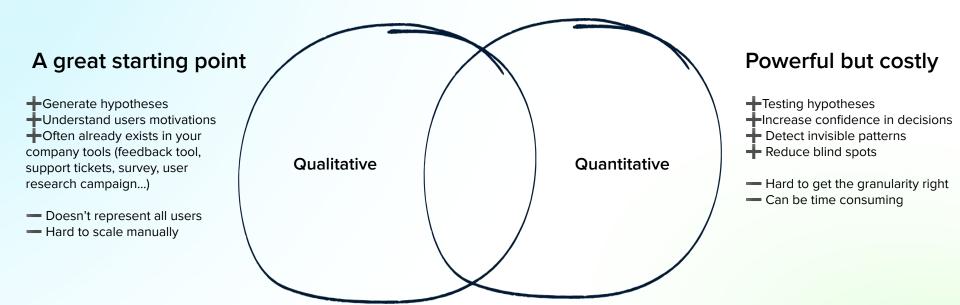
Hard to do in a **non transactional** search world.

For email search we identify actions qualifying as successful.





Qualitative VS Quantitative



Strategise and align on a plan

Tools & Tips: Summarize your understanding



journey

- steps and actions
- pain points

In our case:

- **V**Complex experience
- **Wissing results**
- **What able to filter results**



README updated August					CORE ACTIONS SEACHERS NEED T	O DO TO FIND THE INFORMATION THEY SEEK TO C	COMPLETE AN ACTION	
	Before search	QUERY BUILDING: Get users to S	SUCCESSFUL and EFFICIENT queries		RESUTLTS: Return results users can TR	ust		
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Core action 🔁	Trigger to search	Start the search	🙀 Type a valid query	[pre-query]	See instant results as I type	👾 Understand results	to my preferences	Get the result I seek (re
Sub action ordered by mportance top o bottom)	Reading or answering a conversation and need to check someting	Quickly start my search I solid the search Bar The shortcut to start the search	Write my query when I know exactly what I search 1 / type or part my query and submit R W Uncher what best way to do my search: name VS email VS suggestions	Know how and what filter to use i know orderin to refine my query but not how to add them. The query builder seems ovenful. I want simple filters ge discoverability and accessibility of filters , dropdown filters chip like Gmail + advanced query builders + adding filters , dropdown using post-search hints , hatural kinguage query filter extractions	always relevant e.g recipients Speed: Search-as-you-type rendering;	Clearly care results, what they are, why they matched I sam the results and wish to quickly (dentify wata a conversation is also and why it matched, whood having to open al in P2, unless I maily have a doubt and provines, unlight matches manged in can be made provines, unlight matches manged in the provine of the same of the same of the larger perioders, collid to submarked results. Conversation Sourmary on Result provines (M) aumany (it) intersciones Summary with an etty) (contract, acout, controls III's).	Sort results I want to be able, the same results by a specific state of the same transmission of the same we can't surface most network results after submitted the query; mission sort options improvement to Top Results or more sort options (best match)	stopwords, no prefix search, core improvments (stem tokenization); entity recogn
	Working in Front and search for something to help me do my work	Do an advanced search with the query builder I wint to do a very specific search or I don't know how to specify my query. I click the advance query builder	have the search location adapt smartly.	Can't filter as wished I want to use a specific filters but it doesn't seem to axist from the query advance buildre tal. I wint to have a place to find all filtering capabilities. I wish I can reuse filter logic and syntat. I can reuse filter logic and syntat. I want of the search solutions I wishing capabilities itse indd missing capabilities		Understand how results are ordered <i>I see</i> results and understand how they's ordered that is to the standard chronological ranking + similarity pubble + sorting indicator W Timesfarpe call be confusing foeduue it's related to the mesaning of the confusing foeduue it's related to menalizing - to be confusing foeduue it's related to menalizing - to be confusing foeduue it's related to menalizing - to be confusing foeduue it's related to the menalizing - to be confusing foeduue it's related to menalizing - to be confusing foeduue it's related to the menalizing - to be confusing foeduue it's related to menalizing - to be confusing - to be confusing foeduue it's related to menalizing - to be confusing - to be confu		Know what to do if no ress I wish to be guided if no rest on cresult page falgue other results proview; cierce ther results proview; cierce
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Tools & Tips: Building alignment & empathy as a team

Team workshop

Exercise to:

- Try the user shoes
- Identify other issues
- Kickstart ideation process
- Build empathy



USER STORY MAPPING FOR THE FOLLOWING USE CASE:

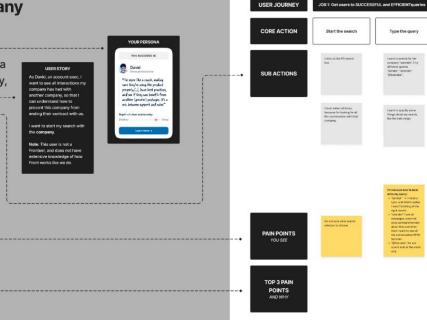
Searching with a company

INSTRUCTIONS

Acting as **Your Persona** you will document how your persona can complete the task in Front today, identified in the **User Story**,-----• via the **Sub Actions Row**------

While you're doing this, add issues you see in the **Pain Points row** ----,

After you complete their task, identify the **Top 3 Pain Points**. •• You will share your top 3 with the group afterward.



Tools & Tips: Decide



To help decide what to work on



Availability is a non negotiable. It's a top priority.

The search journey is a funnel, garbage in = garbage out

Search is full of constraints. Plan for them

Simplify to amplify.

Tools & Tips: Decide



To optimize impact

- Reach: how many users & searches impacted
- Impact: game changer or a nice to have
- **Confidence**: how much we know about the problem and our hypothesis
- Effort: how much time it would take

Initiatives and spec	 Rice score global 	Reach (%WA U) (1-100) =	Reach %sear ches (1-100) =	Impact (low 0,5 - medium 1 - high 2 - massive 3)	Confidence (100 high, 50 low, 20 moonshot)	Team (weeks) ·
Q1 below						
Suggestions are not relevant because they only consider the active token	17727	100	30	3	100	
Unified suggestions: Score normalisation	7407	100	100	5	80	
[UI] Suggestions UI is overwhelming and confusing	7000	100	100	3	70	
[Filter] Searching for a person is confusing	7226	100	40	2	80	
Q2 below						
[Relevancy] Detter rank suggestions: New Ranking (exact matching + desirability)	6400	100	100	4	80	
[Recall] Searchable context links	545	5	10	2	80	
[UI] Business object broken icon for objects and modifier chip UI.	3750	5	10	1	100	

Illustration when prioritizing the work on suggestion



Tools & Tips: Plan



Outcome of the prioritization, but:

- Revaluate often
- Scope aggressively
- Keep some time for platform
 platform availability work



6-MONTH PLAN

For the next 6 months, we will make progress across the 2 areas:

- 1. Make it easier to find results
- 2. Miss less results

,					
1	JTBD - Theme	Project	Description	Timeline Q1 / Q2	Comment
	Trusted result Smarter results	Remove noisy results	Remove (transparently) results that are not engaged with from the result set, so that it's easier for users to find the right result.	Q1	This one should happen before other relevancy improvements as it will reduce the size of the data set.
	Foolproof grery - Tolerant search	Query correction	Preventing spelling mistakes by suggesting corrected queries to the user so that they don't have to redo their search all over again	Q1	
1	Context-aware suggestions	Suggestions for all search types (business object, person)	Adapt suggestions to the different types of queries users do by supporting more object types (link, business object, files) and the associated suggestion (modifiers)	Q1	
-	Context-aware suggestions	Smarter suggestions	Improve the quality of suggestions thanks to an improved logic based on suggestions' usage, popularity, context in the app, info about the users.	Q1	
	Smarter results	Options to show relevant results	Show most relevant results to the user. This can be either by improving the visibility of top results suggestions or modifying P2 (e.g a new sort option)	Q2	
	Trusted result • - Tolerant search	More flexible matching	Make the search more tolerant to light variations between how the user expresses the query and how results are matched (plurals, accent, light typo)	Q2	Should happen after removing noisy results so that we improve the result set before relaxing it.
	Foolproof query • • Context-aware suggestions	Suggestions based on multiple query tokens	Power suggestions based on the full query and not only the last token	Q1/Q2	Should happen after smarter suggestions
	Foolproof query	1 typo tolerant suggestions	Make suggestions tolerant to one typo so that suggestions correct for potential users typo, without them having to rewrite their query	Q2	

Source

Tools & Tips: Rally stakeholders

🔤 Strategy

Closcry to rally stakeholders and create momentum.

- Summarize learnings
- Clarify business challenge
- Inspire

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	·			
	Search product strategy 2023			0
	This product strategy has been presented during Jan 11, 2023 Product Review. Here is the presentation shared and the recording: Carco strategy 2023 .			-
	The State of Search Today			9
	The State of Search Today			
	The goal is to align on the current state of Search today and why it is not yet "good enough".			+
	Search mission statement			

THE HOW Successful Fast, few attempts Simple, few and relevant results Delightful

Front search makes it effortless for users to

find known information, to complete a task.

THE WHAT

THE WHY

The object of info (person, company, convo, doc, link, a business object) To answer a request (respond, copy info, collaborate)

The info needed (history, contact info activity, status, reusable content) To be informed (read, discover)

To organize work (add tag, assign, archive, move inbox, pull in folks needed to discuss internally)

Context

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> Search is part of the core experience of Frontline users. Our Frontline users are primarily delivering high-stakes, reactive communications, and want to do so as efficiently as possible. Search is integral to Frontline efficiency, it is used throughout Frontline user journeys for recall

C

>

Build & experiment

Learnings from some successful initiatives

Solving core problems before improving:

- 1. Building trust
 - Better availability
 - Less missing results
 - Better result interpretability

2. Reducing the complexity of the search

- Removing unnecessary and unused feature
- Simplify the UI
- 3. Improving
 - Faster and more relevant search suggestions
 - New filters

Exa	m	р	le

Before

Suggestions	Dwight Schrute recipient:dwight_schrute@dundermifflin.com Dwight Knoll recipient:dwight_knoll@staples.com Dwight Schrute assignee:dwight_schrute	Inbo	x ∽ dwight∣		0	н
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After

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with Dwight Schrute (dwight_schrute@dundermifflin.com)		
with Dwight Knoll (dwight_knoll@staples.com)		

Learnings from less successful initiatives

Biased by our own usage

- Searching for files
 - → not the reach we anticipated
- Removing calendar updates
 - → not the reach we anticipated + heavy on the computation side

× = Q help has:no-calendar Customer Success Exclude calendar updates More filters V 0 99+ results 1. Newest ~ Customer Success ~ Product bug 🔥 SLA BREACH Sarah Jones > Jessica Sc... 🙆 can you <mark>help</mark> a draft Sarah Jones (Zesty Media SJ To: cloudsupport@cloudco Subject: Product bug Sarah Jones 9Н 🗖 Help request ...Could you please help me? ... Hello.

Example

Experimentation framework

Accelerate impact thanks to higher confidence, faster

Example: Query backtesting tool

Tools	Description	Goals	Product building phases (ordered chronologically)	How and exam
Jser-like Front nstance	A Front instance with data & settings close to what customers have. - Data (conv type, contacts data, attachment, threads), - Features (tags, rules, comments, assign), - Setup (team inboxes), - Usage (inbound/outbound) We could have a few of those per segment (logistics, support)	To "Understand" our users' setup To "Feel" the impact of a change	Discovery Solution testing OA -	Front demo <u>clou</u> more info <u>here</u>
Representative queries	Set of queries representatives of real search use case that we can manually test against to feel the impact of a change.	To "Feel" the impact of a change	- Solution testing - - QA -	🗖 (wip) Q2 2023
Competition testing	Comparing the search experience across Outlook, Gmail, and Front.	To "Feel" and "Learn" about our users' mental models and expectations	- Discovery ·	Having a similar Gmail
UI/UX testing tool (online)	Detect the difference in UI and experience for users by monitoring representative queries.	To " Feel " the impact of a change To " Detect " unwanted changes	- Solution testing - - QA - - (Regression detection -)	Ghost Inspectors representative qu
Ranking testing tool (online)	Detect the difference in ranking for users by testing some queries	To "Measure " and "Feel" the impact of a change To "Detect " if a change is bringing unexpected changes	 Solution testing • QA • Regression detection • Impact measure • 	A testing tool like of ranking chang representative da
☆ Ranking testing tool (offline) +Query backtesting tool	Measure the difference between logged queries and a ranking change by measuring the diff in ranking, perf Before launching a nonline experiment: • Replay a representative query load and measure how much changes. • Sample changes and judge them explicitly for their relevance impact. • Test new ranking by reranking first page and measuring MRR of clicks. • Test new filter by measuring <u>fraction</u> of clicks it would have filtered out. + fast cheap. • miss new signals	To "Measure" the impact of a change	Solution testing * GA * Regression detection * Impact measure *	Experimenta
☆A/B test framework	Determines whether impact of a change is positive – or at least not harmful. Holds everything else constant except for the change <u>beeing</u> tested. Statistical significance is a way to distinguish signal from noise. The larger the impact targeted, the less data needed to validate it. One of the most valuable and versatile <u>tool</u> to measure and improve search.	To "Measure" the impact of a change	Solution testing mpact measure Decide release	Search A/B te
Fronteer Experiment (online)	Canary test a change with Fronteers as first users. Increase confidence in a change by catching the first batch of obvious feedback	To " Detect " obvious and visual issues. (Not a good fit for functional issues)	- (Solution testing -) - (QA -) - Decide release -	
LUser testing session	Interview users to see live their behavior, capture feedback, and ask questions.	To "Feel " and "Learn" about our users' mental models and expectations	- (Solution testing -)	E.g like we did fe
👤 Beta program	Test a feature that requires significant onboarding with real users and gather qualitative feedback.	To "Validate" with real users' data and qualitative feedback	- Solution testing - Impact measure - Decide release -	Gathering Be

Key takeaways

Think beyond



Stéphane Renault, search product manager https://www.linkedin.com/in/stephanerenault2/ https://x.com/stuerenault