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knows
jobs to be done (JTBD)
workshops

Cloud Based Services
G-Cloud 15



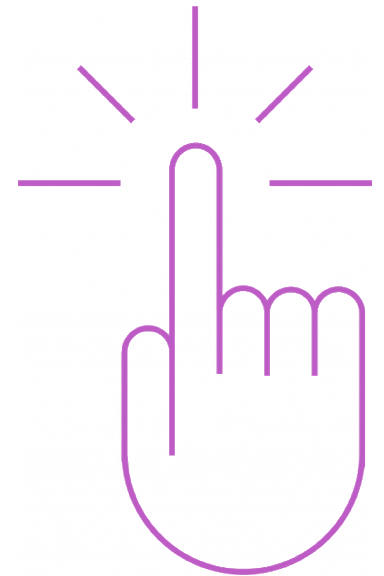
Jobs to Be Done (JTBD) Workshops

When is it right for you?

We facilitate workshops to uncover the real jobs users are trying to accomplish, not just what they say they want. You get deep insights into user motivations that reveal innovation opportunities and guide product strategy.

Use it when defining product direction, entering new markets, or when feature requests don't align with usage. You'll understand why users choose your solution over alternatives.

Instead of asking "what features do you want?", you ask "what are you trying to achieve?" This reveals opportunities you'd never spot by just listening to feature requests.



Jobs to Be Done (JTBD) Workshops

Features and benefits

Jobs to Be Done workshops help teams understand what users are trying to achieve when using a service. Through facilitated sessions, uncover user motivations, context and desired outcomes, creating clear, shared job statements that inform design decisions, prioritisation and service improvements.

Features

- Facilitated stakeholder and user interview sessions
- Facilitated JTBD workshops
- Job mapping and outcome identification exercises
- Exploration of user motivations and contexts
- Mapping functional, emotional and social jobs
- Collaborative stakeholder participation
- Evidence-informed job statements
- Alignment with existing user research
- Clear, actionable outputs to inform design decisions

Benefits

- Focuses teams on real user outcomes
- Improves prioritisation beyond features
- Creates shared understanding across stakeholders
- Reduces assumptions about user behaviour
- Supports user-centred service design
- Informs content, UX and service decisions
- Improves consistency across services
- Strengthens evidence for investment decisions

Who are we

We're an award winning, full-service, digital solutions agency, covering all aspects of development and delivery.

With over 20 years experience in the digital world, we have experience across every sector and clients across the globe.

Our locations

Although we have physical offices, **we can work from anywhere!** We've got clients in the UK, US, Europe and many more...

Our team

We have an amazingly talented team of developers, designers, software engineers, accessibility experts and UX specialists



Our services

We believe good design is based on user needs

We have delivered and hosted over 1,000 websites and online systems and have built up a profound understanding of websites and platform requirements. We work with our clients to understand their goals and objectives, developing a collaborative approach to deliver creative solutions that meet business and user needs.

Some of the ways we can help



Digital Strategy

- Branding
- Digital strategy
- Content planning



User Experience

- User Research
- Service Design
- Accessibility
- Prototyping & Wireframing



Design

- Responsive Web Design
- Interactive content
- Mobile Applications
- Rich media campaigns



Development

- Web and application development
- Content Management Systems (CMS)
- Systems development
- Systems integration



Hosting

- Managed hosting
- Dedicated server management
- Security & Networks



Support

- Service Level Agreements
- Support team and help-desk

Our user centred design approach

GCloud services we provide



Discover & Strategise

Understand both business objectives and user needs by empathising with your users, and bring alignment to the design process

- Discovery
- Surveys
- Interviews
- Focus groups
- Diary studies
- Ethnography
- Stakeholder workshops
- Personas
- Empathy maps
- User Journey Maps



Design & Test

Innovate and design based on user and business requirements, but be sure to test your designs at all stages of development

- Co-design workshops
- Content delivery
- Usability testing
- Accessibility testing
- Information architecture
- Expert review
- Heuristic review
- Accessibility audit
- Wireframes / prototypes



Optimise & Iterate

Track how well your service offering is doing and continue to iterate to provide the best experience to your users

- Competitor review
- Benchmarking
- Conversion rate optimization
- Iterative testing
- Service Design
- Digital strategy



Development

Building your website, app or software with accessibility in mind to ensure inclusivity at every stage

- Front-end development
- Back-end development
- Responsive / mobile first
- Web and Application development
- Content Management Systems (CMS)
- Systems development & integration



Hosting & Support

Offering support from our dedicated team across all aspects with hosting on our own dedicated servers

- Managed hosting
- Dedicated server management
- Security & Networks
- Service Level Agreements
- Support team and help-desk

Our clients

Some of our wonderful clients include...



Our accreditations

We strive to deliver the best service to our clients



In recognition of our Quality Management System the NQA has awarded CIVIC ISO9001 accreditation for project delivery and online marketing.



The ISO27001 acknowledges CIVIC's best practices across digital and web-based communications and, in particular, recognises our quality assurance and Information Security Management System (ISMS).



The Cyber Essentials Scheme (CES) is a set of measures that all organisations should implement to protect against basic cyber threats on the internet.



Lets chat

Got a question? Need some advice? We're here to help.

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