

Benchmarks for RuPay Standard Onboarding Journey

Existing to Bank Customers

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Rating mechanism for ETB

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1 Overview

The project aims to design a user-centric onboarding journey for RuPay credit card applications on digital platforms. It focuses on creating a seamless, intuitive, and efficient process that accommodates diverse user needs. By identifying pain points in the current journey and implementing thoughtful optimizations, the project seeks to enhance the overall user experience while ensuring security and accessibility.

1.1 Key UX Objectives

- Simplifying the process by reducing complexity and guiding users through an easy-tofollow process.
- Improve user engagement by providing information and engaging visuals to keep users motivated and informed.
- Ensure transparency in data use and provide clear instructions to build and retain trust of the user at every step.
- Offer tailored card suggestions and comparison tools to help users make informed choices.
- Enhance the application-to-issuance ratio by optimizing the user journey to encourage more users to complete the process successfully. This can be measured by tracking the percentage of users who finish the entire journey from application to issuance.

1.2 Terminology

- "Shall" or "Must": Indicates a mandatory requirement that must be implemented to meet the specified standards or functionality.
- "Should": Indicates a strong recommendation; while not mandatory, it is highly advised to enhance usability, performance, or compliance.
- "May": Indicates an optional feature or implementation that can be included at the discretion of the entity, typically to provide additional value or flexibility.

1.3 Classification

- "Mandatory" are the essential features or elements that are critical for the product's
 basic functionality and overall success. These features are non-negotiable, meaning
 they must be included and work as intended in the final product. These are features that
 users expect to be present and functioning, as they are integral to meeting their needs
- "Good to Have" are features are nice to have but are not critical for the core
 functionality or the basic user experience. While they enhance the experience or offer
 additional value, their absence does not fundamentally hinder the product's main
 objectives.

In **UX testing**, it's essential to prioritize **mandatory features** during the evaluation phase to ensure the product meets the essential requirements. **Good to have features**, while valuable, can be tested later or treated as a secondary focus, especially when time or resources are limited.

2 Understanding the Rating Mechanism

This rating mechanism evaluates the implementation of UX requirements across different steps and features in the user journey, focusing on identifying strengths and opportunities for improvement. Each requirement is rated based on its presence and quality of execution.

2.1 Scoring System

0 points: Feature is absent.

1 point: Feature is present and meets the basic requirements.

2 points: Feature exceeds expectations, showcasing exceptional design, usability, or

added functionality.

2.2 Score Interpretations

2.2.1 Physical Card

The total maximum possible score for the physical card flow evaluation is 44. This is calculated based on the inclusion of 22 features in the assessment, with each feature having the potential to earn a maximum of 2 points.

- Mandatory Features: There are 12 mandatory features, each with a maximum score of 2 points, contributing 24 points to the total score. They account for 70% of the total score, emphasizing their critical importance.
- Good to Have Features: There are 10 good-to-have features, each with a maximum score of 2 points, contributing 20 points to the total score. They account for 30% of the total score, recognizing their value in enhancing the user experience.
- Maximum possible weighted scores for mandatory features is 16.8, while the maximum possible weighted score for good to have features is 6.0. Hence, the maximum possible total weighted score will be 22.8.

2.2.2 Virtual Card

The total maximum possible score for the virtual/instant card flow evaluation is 24. This is calculated based on the inclusion of 12 features in the assessment, with each feature having the potential to earn a maximum of 2 points.

- Mandatory Features: There are 7 mandatory features, each with a maximum score of 2 points, contributing 14 points to the total score. They account for 70% of the total score, emphasizing their critical importance.
- Good to Have Features: There are 5 good-to-have features, each with a maximum score of 2 points, contributing 10 points to the total score. They account for 30% of the total score, recognizing their value in enhancing the user experience.
- Maximum possible weighted scores for mandatory features is 9.8, while the maximum possible weighted score for good to have features is 3.0. Hence, the maximum possible total weighted score will be 12.8.

2.3 Compliance Benchmark

Compliance results are divided into five stages, focusing on strengths and opportunities for improvement.

2.3.1 Physical Card

Compliance Points	Stage	Result	Example
[0.0 to 4.56 points]	Foundational	Basic needs are met	User is able to navigate the main elements of an app but struggling with advanced interactions or understanding the full features
[4.57 to 9.12 points]	Progressing	Demonstrates improvement from a foundational level	User might be able to use advanced features but may still occasionally overlook certain interactions or have trouble identifying subtle usability issues
[9.13 to 13.68 points]	Satisfactory	There is consistent performance but little to no extra value or standout qualities	UX design might have clear navigation and basic functionality, but the design is unremarkable and lacks innovation or features that delight the user
[13.69 to 18.24 points]	Proficient	Product performs efficiently and effectively	UX design would be intuitive, with smooth interactions and efficient features, offering a solid user experience that could be refined further to stand out more
[18.25 to 22.80 points]	Outstanding	Performance is exceptional and goes beyond expectations	UX design is not only highly functional and easy to use but also delightful, offering a unique, enjoyable experience that stands out from competitors

2.3.2 Virtual Card

Compliance Points	Stage	Result	Example
[0.0 to 2.56 points]	Foundational	Basic needs are met	User is able to navigate the main elements of an app but struggling with advanced interactions or understanding the full features
[2.57 to 5.12 points]	Progressing	Demonstrates improvement from a foundational level	User might be able to use advanced features but may still occasionally overlook certain interactions or have trouble identifying subtle usability issues
[5.13 to 7.68 points]	Satisfactory	There is consistent performance but little to no extra value or standout qualities	UX design might have clear navigation and basic functionality, but the design is unremarkable and lacks innovation or features that delight the user
[7.69 to 10.24 points]	Proficient	Product performs efficiently and effectively	UX design would be intuitive, with smooth interactions and efficient features, offering a solid user experience that could be refined further to stand out more

[10.25 to 12.80 points]	Outstanding	Performance is exceptional and goes beyond expectations	UX design is not only highly functional and easy to use but also delightful, offering a unique, enjoyable experience that stands out from competitors
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3 Physical Card UX Ratings

3.1 Landing Page

3.1.1 UX-LP-001

UX-LP-001		
Feature Name	Web Application Accessibility	
Success Criteria	Users should be able to locate and begin the credit card application process within 10 seconds of arriving on the landing page, without requiring additional guidance.	
Test Objective	To ensure that the credit card application process is prominently displayed and easily accessible, enabling users to begin their journey as quickly as possible.	
Rating	0: Takes more than 20 seconds to locate.1: Takes 10-20 seconds to locate.2: Takes less than 10 seconds to locate and is intuitive (e.g., standout CTAs).	
Classification	Mandatory	

3.1.2 UX-LP-002

UX-LP-002		
Feature Name Progress Bar in Application Form		
Success Criteria	The progress bar displays completed and remaining steps clearly, with identifiable milestones like "Basic Information," "Eligibility," and "Application Confirmation."	
Test Objective	To ensure the progress bar provides a clear and accurate overview of the application process, reducing user confusion and mental effort.	
Rating	0: Progress bar is absent or non-functional.1: Progress bar is present but lacks clarity or milestones.2: Progress bar is present, intuitive, and includes clear milestones.	
Classification	Mandatory	

3.1.3 UX-LP-003

UX-LP-003		
Feature Name Regional Language Support		
Success Criteria	Users can switch to regional languages to view the application form and instructions seamlessly, with well-translated, user-friendly text.	
Test Objective	Verify that users can access the application form and instructions in regional languages without difficulty, improving inclusivity and accessibility.	
Rating	0: Regional language support is absent.	

	 Regional language support is present but with limited or inconsistent translations. Regional language support is present and provides accurate translations.
Classification	Good to Have

3.1.4 UX-LP-004

UX-LP-004		
Feature Name	Document Preparation	
Success Criteria	Users are informed in advance about required documents, such as their PAN card, to ensure a smoother and more efficient application process.	
Test Objective	Verify that users are notified about document requirements before starting the application, minimising delays and errors during form filling.	
Rating	0: No prior notification about required documents.1: Basic notification is present but lacks clarity or prominence.2: Clear, prominent notification is provided with actionable guidance.	
Classification	Good to Have	

3.2 User Location

3.2.1 UX-LOC-001

UX-LOC-001		
Feature Name	Auto-fetch PIN Code	
Success Criteria	Users can allow the system to automatically fetch their PIN code based on their location with minimal manual input.	
Test Objective	Verify that the system can accurately fetch and display the user's PIN code upon granting location access, reducing manual effort.	
Rating	0: Auto-fetch PIN code feature is absent.1: Auto-fetch is present but is not fully accurate or performs slow.2: Auto-fetch is accurate, seamless, and fast.	
Classification	Good to Have	

3.2.2 UX-LOC-002

UX-LOC-002		
Feature Name	PIN Code Verification	
Success Criteria	The system verifies the user's residential PIN code to determine serviceability and provides immediate feedback on eligibility.	

Test Objective	Ensure the PIN code is validated accurately and serviceability is determined promptly to streamline the application process for eligible users.
Rating	0: PIN code verification is absent or non-functional.1: PIN code verification is present but lacks clear feedback or has delays.2: PIN code verification is accurate, fast, and provides clear serviceability feedback.
Classification	Mandatory

3.2.3 UX-LOC-003

UX-LOC-003	
Feature Name	Handling Non-serviceable Areas
Success Criteria	Users in non-serviceable areas receive a polite message with the option to enter a different PIN code to check eligibility again.
Test Objective	Ensure the system provides clear communication for non-serviceable areas and allows users to re-enter a new PIN code seamlessly.
Rating	0: No message or option provided for non-serviceable areas.1: Message is given, but no ability to edit or re-enter PIN code.2: Polite message is given and ability to edit or re-enter PIN code is present.
Classification	Good to Have

3.2.4 UX-LOC-004

UX-LOC-004	
Feature Name	User Location Permission
Success Criteria	The system requests and obtains explicit user consent before accessing their location for PIN code auto-fetch.
Test Objective	Verify that the system displays a clear and concise permission prompt explaining why location access is required, ensuring compliance with privacy standards.
Rating	0: No permission prompt is displayed before accessing the location.1: Permission prompt is displayed but lacks clarity or is placed in an order.2: Permission prompt is clear and reassures users about privacy and security.
Classification	Mandatory

3.3 PAN Card Verification

3.3.1 UX-PAN-001

UX-PAN-001	
Feature Name	PAN and Mobile Number Entry

Success Criteria	Users can easily enter their PAN number, full name as per the PAN card, and mobile number with clear guidance to ensure seamless verification during the KYC process.
Test Objective	Verify that the OTP is delivered quickly, entered correctly, and validated effectively to maintain user engagement and security.
Rating	0: Fields for PAN, name, or mobile number fail to validate inputs.1: Fields accept inputs with basic validation, but don't have clear instructions.2: Fields are present with clear validation, clear instructions, and error-handling for incorrect entries.
Classification	Mandatory

3.3.2 UX-PAN-002

UX-PAN-002	
Feature Name	OTP Verification
Success Criteria	The system sends an OTP to the user's mobile number promptly and verifies it accurately, ensuring secure and seamless progression in the process.
Test Objective	Verify that the OTP is delivered quickly, entered correctly, and validated effectively to maintain user engagement and security.
Rating	0: OTP is not sent or fails to verify correctly.1: OTP is received within 30 secs, and verified with no issues.2: OTP is received instantly, verified seamlessly, with clear instructions and retry options for errors.
Classification	Mandatory

3.4 Credit Cards

3.4.1 UX-CC-001

UX-CC-001	
Feature Name	Existing Customer Identification
Success Criteria	Existing customers are automatically identified using dedupe checks or the bank's Business Rule Engine (BRE), eliminating the need for re-entering pre-existing information.
Test Objective	Verify that existing customers are identified accurately, and their pre-existing data is used to streamline the process.
Rating	 0: Existing customer identification is absent. 1: Existing customer identification is present but the user needs to self-identify using a checkbox. 2: Existing customer identification is automated through BRE or dedupe check and is accurate, reliable, and enhances user convenience.

Classification

3.4.2 UX-CC-002

UX-CC-002	
Feature Name	Credit Bureau Soft Pull
Success Criteria	The system performs a soft pull from the credit bureau to retrieve the user's credit score and displays credit card options they are eligible for.
Test Objective	Verify that the soft pull retrieves accurate credit scores and displays relevant credit card options tailored to the user's financial profile.
Rating	 0: Soft pull is absent or fails to retrieve credit scores. 1: Soft pull retrieves credit scores and displays eligible card options. 2: Soft pull retrieves scores promptly, displays personalised card options, and provides a polite, user-friendly message if no cards are eligible.
Classification	Mandatory

3.4.3 UX-CC-003

UX-CC-003	
Feature Name	Credit Card Comparison Tool
Success Criteria	The system provides a tool for side-by-side comparison of credit card features and benefits, enabling users to make informed choices.
Test Objective	To ensure that the comparison tool accurately displays multiple credit card options with clear and user-friendly details for comparison.
Rating	 0: Comparison tool is absent or non-functional. 1: Tool is present and with basic tabular text comparisons. 2: Tool is well-designed, with images, highlights, filter intuitive, and includes filters or sorting for personalised comparisons.
Classification	Good to Have

3.4.4 UX-CC-004

UX-CC-004	
Feature Name	Selected Credit Card Display
Success Criteria	The system may visually represent the selected credit card with key features and ensures the "Know More" CTA remains accessible throughout the user journey.
Test Objective	Ensure that the selected credit card is consistently displayed throughout the application process.
Rating	0: Persistent display of the selected credit card is absent.1: Selected credit card is displayed but does not persist throughout the journey.

	2: Selected credit card is displayed persistently, with well-highlighted features and an always-visible, intuitive "Know More" CTA.
Classification	Good to Have

3.5 Personal Information

3.5.1 UX-INFO-001

UX-INFO-001		
Feature Name	Permission Pop-up for Data Auto-fill	
Success Criteria	A permission prompt is displayed before pulling data, clearly explaining the benefits of auto-filling and reassuring users about data security.	
Test Objective	Verify that the permission prompt appears before data retrieval, is informative, and ensures explicit user consent.	
Rating	0: Permission pop-up is absent.1: Permission pop-up is present but is not prompt.2: Permission pop-up is prompt and builds trust by effectively communicating benefits and security measures.	
Classification	Mandatory	

3.5.2 UX-INFO-002

UX-INFO-002	
Feature Name	Automatic Data Fetch
Success Criteria	User's date of birth is automatically fetched and remains non-editable to ensure consistency with PAN details, while the address is editable to accommodate changes or discrepancies.
Test Objective	Verify that the system fetches address and date of birth accurately and prevents users from editing this information.
Rating	0: Auto-fetch for address and date of birth is absent.1: Auto-fetch is present but may allow editing or lacks accuracy.2: Auto-fetch is accurate, seamless, and ensures non-editability.
Classification	Mandatory

3.5.3 UX-INFO-003

UX-INFO-003	
Feature Name	Skipping Steps for Existing Customers
Success Criteria	Existing customers must automatically skip steps that require information the bank already possesses, ensuring a streamlined experience.

Test Objective	Verify that existing customers bypass redundant steps without encountering friction.
Rating	 0: Existing customers are required to complete redundant steps. 1: Existing customers skip redundant steps entirely without the option to cross-check and edit their information. 2: Existing customers seamlessly skip all unnecessary steps with a clear option to edit information if they need to.
Classification	Good to Have

3.5.4 UX-INFO-004

UX-INFO-004		
Feature Name	Editable Pre-filled Data	
Success Criteria	Users can edit the pre-filled data (e.g., address) to ensure accuracy and maintain control over their information.	
Test Objective	Verify that users can seamlessly edit pre-filled data and that changes are saved and reflected accurately.	
Rating	0: Pre-filled data is not editable.1: Pre-filled data is editable but lacks validation for changes.2: Pre-filled data is editable with real-time validation and confirmation of changes.	
Classification	Mandatory	

3.6 Submit Application

3.6.1 UX-SUB-001

UX-SUB-001		
Feature Name	Submission Confirmation and Processing Time Display	
Success Criteria	Users receive a clear confirmation of their application submission along with estimated processing times to set expectations and reduce anxiety.	
Test Objective	Verify that the system provides a visible and concise confirmation message with accurate processing time estimates.	
Rating	0: No confirmation or processing time is displayed.1: Only application submission confirmation is displayed.2: Confirmation and processing time are clearly displayed with engaging visuals.	
Classification	Mandatory	

3.6.2 UX-SUB-002

UX-		

Feature Name	Application Status
Success Criteria	Users can track their application status at the bank's portal, valid for 10-15 days, via OTP verification using the mobile number provided by them initially, or opt to receive SMS updates.
Test Objective	Verify that users can securely access the portal using OTP verification or choose to receive timely updates on their mobile number.
Rating	0: Status tracking or update options are absent.1: Status tracking is possible but is not regularly updated.2: Status tracking is possible, and users get regular updates on both their phone and on the portal.
Classification	Good to Have

3.6.3 UX-SUB-003

UX-SUB-003		
Feature Name	Restart Application with Pre-filled Data	
Success Criteria	Users can restart a rejected or failed application with previously entered information pre-filled. Users are informed about the restriction on reapplying to the same bank and the cooling period required before they can reapply.	
Test Objective	Verify that the system clearly communicates the cooling period and ensures transparency about reapplication restrictions. System pre-fills previously entered data accurately and allows users to restart seamlessly.	
Rating	0: Restart is possible but users are not informed about the cooling period.1: Users are informed about the cooling period but need to type in all the data again.2: Users are informed about the cooling period and have accurate pre-filled data.	
Classification	Good to Have	

3.6.4 UX-SUB-004

UX-SUB-004	
Feature Name	Benchmarking Total Time for Journey Completion
Success Criteria	Users should be able to complete the journey within the set benchmark time, ensuring a smooth and efficient process.
Test Objective	Verify that users can complete the application journey within the acceptable time benchmark.
Rating	0: Journey takes more than 10 minutes to complete.1: Journey is completed within 8-10 minutes.2: Journey is completed in under 8 minutes.
Classification	Mandatory

4 Virtual Card UX Ratings

4.1 Landing Page

4.1.1 UX-LP-001

UX-LP-001		
Feature Name	Web Application Accessibility	
Success Criteria	Users should be able to locate and begin the credit card application process within 10 seconds of arriving on the landing page, without requiring additional guidance.	
Test Objective	To ensure that the credit card application process is prominently displayed and easily accessible, enabling users to begin their journey as quickly as possible.	
Rating	0: Takes more than 20 seconds to locate.1: Takes 10-20 seconds to locate.2: Takes less than 10 seconds to locate and is intuitive (e.g., standout CTAs).	
Classification	Mandatory	

4.1.2 UX-LP-002

UX-LP-002		
Feature Name	Progress Bar in Application Form	
Success Criteria	The progress bar displays completed and remaining steps clearly, with identifiable milestones like "Basic Information," "Eligibility," and "Application Confirmation."	
Test Objective	To ensure the progress bar provides a clear and accurate overview of the application process, reducing user confusion and mental effort.	
Rating	0: Progress bar is absent or non-functional.1: Progress bar is present but lacks clarity or milestones.2: Progress bar is present, intuitive, and includes clear milestones.	
Classification	Mandatory	

4.1.3 UX-LP-003

UX-LP-003	
Feature Name	Regional Language Support
Success Criteria	Users can switch to regional languages to view the application form and instructions seamlessly, with well-translated, user-friendly text.
Test Objective	Verify that users can access the application form and instructions in regional languages without difficulty, improving inclusivity and accessibility.
Rating	0: Regional language support is absent.

	 Regional language support is present but with limited or inconsistent translations. Regional language support is present and provides accurate translations.
Classification	Good to Have

4.1.4 UX-LP-004

UX-LP-004	
Feature Name	Document Preparation
Success Criteria	Users are informed in advance about required documents, such as their PAN card, to ensure a smoother and more efficient application process.
Test Objective	Verify that users are notified about document requirements before starting the application, minimising delays and errors during form filling.
Rating	0: No prior notification about required documents.1: Basic notification is present but lacks clarity or prominence.2: Clear, prominent notification is provided with actionable guidance.
Classification	Good to Have

4.2 PAN Card Verification

4.2.1 UX-PAN-001

UX-PAN-001	
Feature Name	PAN and Mobile Number Entry
Success Criteria	Users can easily enter their PAN number, full name as per the PAN card, and mobile number with clear guidance to ensure seamless verification during the KYC process.
Test Objective	Verify that the OTP is delivered quickly, entered correctly, and validated effectively to maintain user engagement and security.
Rating	 0: Fields for PAN, name, or mobile number fail to validate inputs. 1: Fields accept inputs with basic validation, but don't have clear instructions. 2: Fields are present with clear validation, clear instructions, and error-handling for incorrect entries.
Classification	Mandatory

4.2.2 UX-PAN-002

UX-PAN-002	
Feature Name	OTP Verification
Success Criteria	The system sends an OTP to the user's mobile number promptly and verifies it accurately, ensuring secure and seamless progression in the process.

Test Objective	Verify that the OTP is delivered quickly, entered correctly, and validated effectively to maintain user engagement and security.
Rating	0: OTP is not sent or fails to verify correctly.1: OTP is received within 30 secs, and verified with no issues.2: OTP is received instantly, verified seamlessly, with clear instructions and retry options for errors.
Classification	Mandatory

4.3 Credit Cards

4.3.1 UX-CC-001

UX-CC-001	
Feature Name	Pre-selected or Pre-approved Cards for Existing Users
Success Criteria	Depending on the bank, existing users are presented with pre-selected or pre-approved cards, allowing them to skip the card selection step entirely.
Test Objective	Verify that the system accurately identifies pre-selected or pre-approved cards for existing users and bypasses the card selection process seamlessly.
Rating	0: Card functionality is absent or non-functional.1: Card selection is skipped but the user is not informed about it clearly.2: Cards are displayed accurately, and the card selection step is bypassed seamlessly with clear user communication.
Classification	Mandatory

4.3.2 UX-CC-002

UX-CC-002	
Feature Name	Credit Card Comparison Tool
Success Criteria	The system provides a tool for side-by-side comparison of credit card features and benefits, enabling users to make informed choices.
Test Objective	To ensure that the comparison tool accurately displays multiple credit card options with clear and user-friendly details for comparison.
Rating	0: Comparison tool is absent or non-functional.1: Tool is present and with basic tabular text comparisons.2: Tool is well-designed, with images, highlights, filter intuitive, and includes filters or sorting for personalised comparisons.
Classification	Good to Have

4.4 Submit Application

4.4.1 UX-SUB-001

UX-SUB-001	
Feature Name	Submission Confirmation and Processing Time Display
Success Criteria	Users receive a clear confirmation of their application submission along with estimated processing times to set expectations and reduce anxiety.
Test Objective	Verify that the system provides a visible and concise confirmation message with accurate processing time estimates.
Rating	0: No confirmation or processing time is displayed.1: Only application submission confirmation is displayed.2: Confirmation and processing time are clearly displayed with engaging visuals.
Classification	Mandatory

4.4.2 UX-SUB-002

UX-SUB-002	
Feature Name	Application Status
Success Criteria	Users can track their application status at the bank's portal, valid for 10-15 days, via OTP verification using the mobile number provided by them initially, or opt to receive SMS updates.
Test Objective	Verify that users can securely access the portal using OTP verification or choose to receive timely updates on their mobile number.
Rating	0: Status tracking or update options are absent.1: Status tracking is possible but is not regularly updated.2: Status tracking is possible, and users get regular updates on both their phone and on the portal.
Classification	Good to Have

4.4.3 UX-SUB-003

UX-SUB-003	
Feature Name	Restart Application with Pre-filled Data
Success Criteria	Users can restart a rejected or failed application with previously entered information pre-filled. Users are informed about the restriction on reapplying to the same bank and the cooling period required before they can reapply.
Test Objective	Verify that the system clearly communicates the cooling period and ensures transparency about reapplication restrictions. System pre-fills previously entered data accurately and allows users to restart seamlessly.
Rating	0: Restart is possible but users are not informed about the cooling period.1: Users are informed about the cooling period but need to type in all the data again.

	2: Users are informed about the cooling period and have accurate pre-filled data.
Classification	Good to Have

4.4.4 UX-SUB-004

UX-SUB-004	
Feature Name	Benchmarking Total Time for Journey Completion
Success Criteria	Users should be able to complete the journey within the set benchmark time, ensuring a smooth and efficient process.
Test Objective	Verify that users can complete the application journey within the acceptable time benchmark.
Rating	0: Journey takes more than 5 minutes to complete.1: Journey is completed within 4-5 minutes.2: Journey is completed in under 4 minutes.
Classification	Mandatory

Note: Benchmarking of the digital onboarding journey shall be conducted by a third-party agency engaged by NPCI.

~ End of document ~