

Government Websites: The Argyle Socks Of Web Analytics



Damion Brown

Principal Consultant, Data Runs Deep

Melbourne, Australia (MeasureCamp happening March!)



@datarunsdeep









Argyle Socks

Not sexy





People expect their experience to suck



What sucks?

We can't always tell, because

- Patchy installations
- Outdated tracking code (Yay OMG Urchin!)
- Hacky workarounds





"Sure, I'll add Event Tracking for links"

E	vent Label ?	Total Events ? ↓
		85,274 % of Total: 68.84% (123,871)
1.	pagetitle=homepage&linktext=search&linkdivid=input_panel&linkdivclass=inner&linkid=jpapp_button	18,925 (22.19%)
2.	pagetitle=homepage&linktext=search&linkdivid=input_panel&linkdivclass=inner&linkid=jpapp_button	9,356 (10.97%)
3.	pagetitle=homepage&linktext=find a jp document signing station&linkdivid=find_panel&linkdivclass=inner&linkid=finddss_button	4,172 (4.89%)
4.	pagetitle=homepage&linktext=find a justice of the peace (jp)&linkdivid=find_panel&linkdivclass=inner&linkid=findjp_button	2,664 (3.12%)
5.	$pagetitle = home page\& link text = search\ by\ postcode\& link href = javascript: void (0); \& link divid = dss_panel\& link divclass = show$	2,114 (2.48%)
6.	$pagetitle = home page \& link text = search\ by\ suburb \& link href = javascript: void (0); \& link divid = jp_panel \& link divclass = show$	2,022 (2.37%)
7.	pagetitle=homepage&linktext=find a jp document signing station&linkdivid=find_panel&linkdivclass=inner&linkid=finddss_button	1,914 (2.24%)
8.	pagetitle=statutory declarations&linktext=list of authorised witnesses&linkhref=/home/justice+system&linkdivid=content&linkdivclass=inner	1,483 (1.74%)
9.	pagetitle=where to go&linktext=search by suburb&linkhref=javascript:void(0);&linkdivid=dss_panel&linkdivclass=show	1,319 (1.55%)
10.	pagetitle=homepage&linktext=find a justice of the peace (jp)&linkdivid=find_panel&linkdivclass=inner&linkid=findjp_button	1,269 (1.49%)



Content

- Engagement
- Efficiency
- Satisfaction

Transactions

- Completions
- Time Saved
- Satisfaction

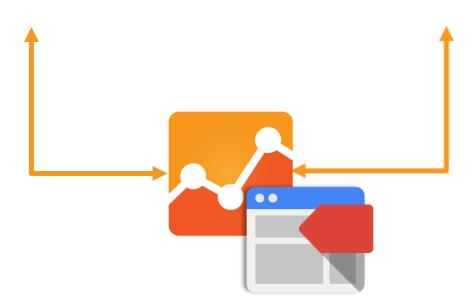


Content

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CONTENT





404 Error Tracking bit.ly/lunametrics-404

Adjusted Bounce bit.ly/sewatch-abr

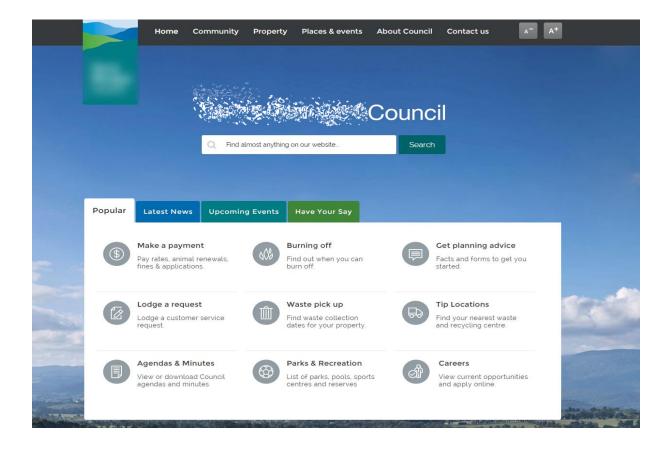
Scroll Depth bit.ly/himanshu-scroll

Clicked Link Text bit.ly/dragon-click-text

bit.ly/simo-pdf PDF Downloads

Pre-bundled JSON bit.ly/base-container

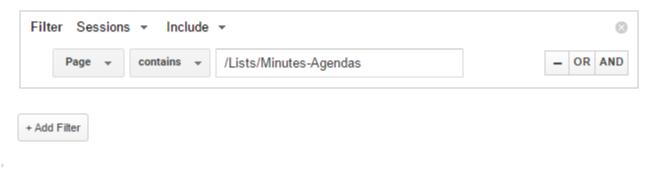
Put the right content in the right place

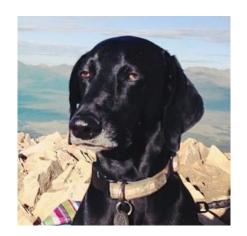


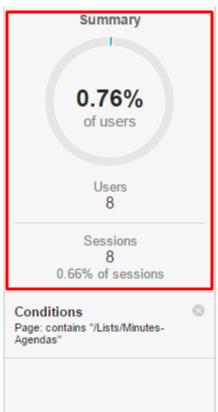


Conditions

Segment your users and/or their sessions according to single or multi-session conditions.









How are people interacting with search?



Benefits

Includes tax credits, eligibility and appeals

Births, deaths, marriages and care

Parenting, civil partnerships, divorce and Lasting Power of Attorney

Business and self-employed

Tools and guidance for businesses

Childcare and parenting

Includes giving birth, fostering, adopting, benefits for children, childcare and schools

Disabled people

Includes carers, your rights, benefits and the Equality Act

Driving and transport

Includes vehicle tax, MOT and driving licences

Education and learning

Includes student loans, admissions and apprenticeships

Employing people

Includes pay, contracts and hiring

Money and tax

Includes debt and Self Assessment

Passports, travel and living abroad

Includes renewing passports and travel advice by country

Visas and immigration

Visas, asylum and sponsorship

Working, jobs and pensions

Includes holidays and finding a job



		Last upd	lated: Thursday 4:15pm	1
Trending search terms	Today	Yesterday	Past week	Top searches
marriage allowance	163	236		contact
p11d	147	138	~	jobs
p60 forms	131	143		forms
calculators	129	68	~	p60
basic paye tools	126	129	~~	change of address
vehicle enquiry	93	143	~~	hmrc
rti	93	105		passport
vehicle check	92	72	~~	pensions
childcare vouchers	92	61	~	car tax
r85	91	104		self assessment
tier 2	85	116	~	child benefit
inheritance tax	84	113	~	vat
order p60	80	108	~	apprenticeships
maternity leave	78	81	_	visa
childcare	72	79	~	pension

bit.ly/gds-trending



Engagement: Site search extras

E	vent Label ?	Avg. Value ?	
		10.50 Avg for View: 3.21 (226.91%)	
1.	how to change password	0.80	
2.	how to get licence	38.00	
3.	how to save when you forget your card	0.20	
4.	how much for restricted	22.00	
5.	how to stop in a stop sign	26.00	
6.	car insurance how much	13.00	
7.	how does the learners licence test go	0.00	
8.	how long for driving lesson	11.00	
9.	how long is a driving lesson	11.00	
10.	how many meters a load may overhang from the front of a vehicle?	0.00	



Efficiency: True Time On Page

Adds a counter when the page or tab drops in and out of focus: bit.ly/drd-page-visibility

Page ?		Page Visible ? ↓	Page Hidden ?
		12400:05:08 % of Total: 8.46% (146591:18:05)	26239:18:10 % of Total: 9.22% (284673:00:42)
1. /contact-us/telephone	P	4396:13:20 (35.45%)	9258:43:39 (35.29%)
2. /contact-us/resolve-a-dispute	P	2519:26:38 (20.32%)	6649:55:20 (25.34%)
3. /contact-us/online-contact-forms	æ	1021:32:03 (8.24%)	1798:15:14 (6.85%)
4. /contact-us/make-a-complaint	æ	1013:51:49 (8.18%)	1270:24:00 (4.84%)
5. /contact-us	æ	930:12:27 (7.50%)	1650:10:27 (6.29%)



Calculated Metrics...

Average Time In Focus

Formatting Type



Formula

Start typing and you'll see a list of predefined metrics which you can use to create a formula. Accepted operators include plus ("+"), minus ("-"), divided by ("/"), multiplied by ("*"). Using the minus operator as a negative is unsupported (i.e. A-B is supported, but -B+A is not). Formulas are limited to 1024 characters.

{{Page Visible}} / {{Pageviews}}

Percent Time In Focus

Formatting Type



Formula

Start typing and you'll see a list of predefined metrics which you can use to create a formula. Accepted operators include plus ("+"), minus ("-"), divided by ("/"), multiplied by ("*"). Using the minus operator as a negative is unsupported (i.e. A-B is supported, but -B+A is not). Formulas are limited to 1024 characters.

{{Page Visible}} / ({{Page Visible}} + {{Page Hidden}})

Efficiency: Average & Percent Focus

Page ?	Pageviews ?	Engaged Pageviews ?	Average Time In Focus	Percent Time In Focus	
	633,213 % of Total: 100.00% (633,213)	279,917 % of Total: 100.00% (279,917)	00:13:53 % of Total: 100.00% (00:13:53)	33.99% % of Total: 100.00% (33.99%)	
1. /	80,833 (12.77%)	10,333 (3.69%)	00:04:44 (34.13%)	38.62%(113.63%)	
2. /myaccount/sign-in	34,196 (5.40%)	16,720 (5.97%)	00:03:12 (23.00%)	36.27%(106.72%)	
3. /myaccount/getting-started	23,002 (3.63%)	9,023 (3.22%)	00:06:48 (48.94%)	26.74% (78.66%)	
4. /myaccount	22,746 (3.59%)	12,734 (4.55%)	00:08:55 (64.14%)	33.58% (98.79%)	
5. /contact-us	11,952 (1.89%)	3,225 (1.15%)	00:04:40 (33.62%)	36.05%(106.06%)	
6. /lodging-your-return	9,966 (1.57%)	3,337 (1.19%)	00:02:45 (19.82%)	26.67% (78.45%)	
7. /lodging-your-return/how-to-lodge 🚇	9,272 (1.46%)	5,323 (1.90%)	00:07:32 (54.23%)	19.00% (55.90%)	
8. /understanding-your-obligations	9,152 (1.45%)	1,646 (0.59%)	00:02:25 (17.37%)	32.29% (95.01%)	



Engaged Pageviews

Page ?		Pageviews ?	Engaged Pageviews ?
		633,213 % of Total: 100.00% (633,213)	279,917 % of Total: 100.00% (279,917)
1. /	P	80,833 (12.77%)	10,333 (3.69%)
2. /myaccount/sign-in	P	34,196 (5.40%)	16,720 (5.97%)
3. /myaccount/getting-started	P	23,002 (3.63%)	9,023 (3.22%)
4. /myaccount	P	22,746 (3.59%)	12,734 (4.55%)
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6. /lodging-your-return	P	9,966 (1.57%)	3,337 (1.19%)
7. /lodging-your-return/how-to-lodge	P	9,272 (1.46%)	5,323 (1.90%)
8. /understanding-your-obligations	æ	9,152 (1.45%)	1,646 (0.59%)



Fire Custom Metric when your Adjusted Bounce Rate Event fires



(I CAN'T GET NO) Satisfaction



Р	age ②	Feedback Positive	Feedback Negative
		1,261 % of Total: 94.10% (1,340)	1,267 % of Total: 94.69% (1,338)
1.		36 (2.85%)	91 (7.18%)
2.		31 (2.46%)	9 (0.71%)
3.		27 (2.14%)	3 (0.24%)
4.		24 (1.90%)	36 (2.84%)
5.		23 (1.82%)	19 (1.50%)
6.		23 (1.82%)	4 (0.32%)
7.		21 (1.67%)	6 (0.47%)
8.		21 (1.67%)	308 (24.31%)
9.		20 (1.59%)	3 (0.24%)
10.		20 (1.59%)	11 (0.87%)



P	age ?	Feedback Positive 4	Feedback Negative	Feedback Ratio
		1,261 % of Total: 94.10% (1,340)	1,267 % of Total: 94.69% (1,338)	1.00 % of Total: 99.38% (1.00)
1.	Feedback Ratio	36 (2.85%)	91 (7.18%)	0.40 (39.75%)
2.	{{Feedback Positive}} / {{Feedback Negative}}	31 (2.46%)	9 (0.71%)	3.44(346.08%)
3.		27 (2.14%)	3 (0.24%)	9.00(904.28%)
4.		24 (1.90%)	36 (2.84%)	0.67 (66.98%)
5.		23 (1.82%)	19 (1.50%)	1.21(121.63%)
6.		23 (1.82%)	4 (0.32%)	5.75(577.74%)
7.		21 (1.67%)	6 (0.47%)	3.50(351.67%)
8.		21 (1.67%)	308 (24.31%)	0.07 (6.85%)
9.		20 (1.59%)	3 (0.24%)	6.67(669.84%)
10.		20 (1.59%)	11 (0.87%)	1.82(182.68%)



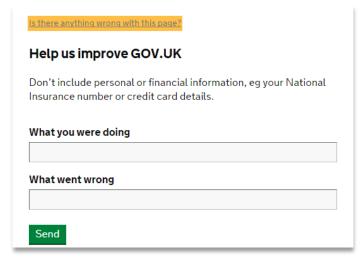
Pa	nge ?	Feedback Positive ↓	Feedback Negative	Feedback Ratio	Positive Pageviews	Negative Pageviews
		1,261 % of Total: 94.10% (1,340)	1,267 % of Total: 94.69% (1,338)	1.00 % of Total: 99.38% (1.00)	0.13% % of Total: 94.89% (0.14%)	0.13% % of Total: 95.48% (0.14%)
1.	Feedback Ratio	36 (2.85%)	91 (7.18%)	0.40 (39.75%)	0.25%(189.16%)	0.64%(475.88%)
2.	{{Feedback Positive}} / {{Feedback Negative}}	31 (2.46%)	9 (0.71%)	3.44(346.08%)	0.24%(182.83%)	0.07% (52.83%)
3.		27 (2.14%)	3 (0.24%)	9.00(904.28%)	0.71%(533.55%)	0.08% (59.00%)
4.	Docitivo Dogovious	24 (1.90%)	36 (2.84%)	0.67 (66.98%)	0.23%(169.73%)	0.34%(253.39%)
5.	Positive Pageviews {{Feedback Positive}} / {{Engaged Pageviews}}	23 (1.82%)	19 (1.50%)	1.21(121.63%)	0.12% (91.36%)	0.10% (75.11%)
6.		23 (1.82%)	4 (0.32%)	5.75(577.74%)	0.15%(115.64%)	0.03% (20.02%)
7.		21 (1.67%)	6 (0.47%)	3.50(351.67%)	0.31%(232.01%)	0.09% (65.97%)
8.	Negative Pageviews	21 (1.67%)	308 (24.31%)	0.07 (6.85%)	0.36%(271.04%)	5.31%(3,956.50%)
9.	{{Feedback Negative}} / {{Engaged Pageviews}}	20 (1.59%)	3 (0.24%)	6.67(669.84%)	0.48%(361.07%)	0.07% (53.90%)
10.		20 (1.59%)	11 (0.87%)	1.82(182.68%)	0.18%(132.96%)	0.10% (72.78%)



User-inputted text

Is there anything wrong with this page?
Help us improve GOV.UK
Don't include personal or financial information, eg your National Insurance number or credit card details.
What you were doing
What went wrong
Send





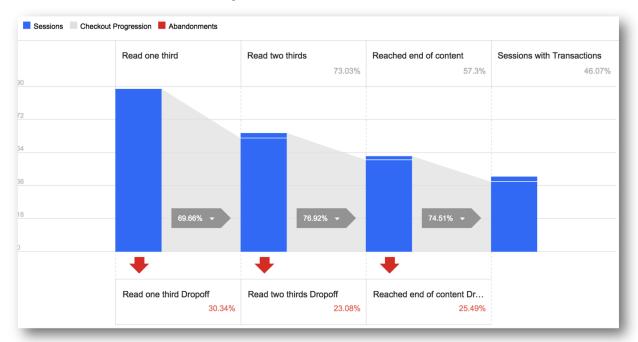




Satisfaction

You can go much further...

• Simo's technique: Enhanced Ecommerce for Content Sites





TRANSACTIONS



Not necessarily payments

- Any situation where a citizen sends information to government
 - Register a marriage
 - Apply for a gun license
 - Register a change of name





2015, Australia = 811 million transactions

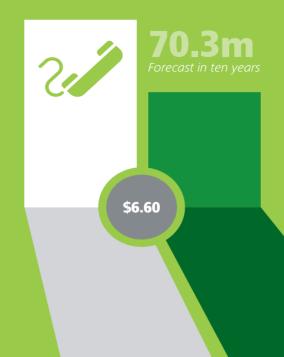
Population = 22 million ~ 36 per person per year



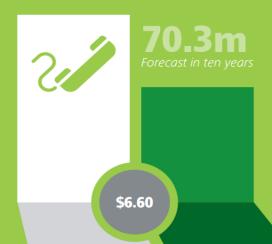
Telephone

139.0m
Total annual volume

Deloitte Access Economics



Telephone 139.0m Total annual volume



97.4m Total annual volume



Telephone

139.0m
Total annual volume



Postal

97.4m
Total annual volume



Face-to-face

84.1mTotal annual volume





Table A: Total transaction volume and cost per
transaction by channel1

Channel	Total annual volume (millions)	Forecast channel volume in ten years (millions)	Cost per transaction (AUD)
Face-to- face	84.1	42.6	\$16.90
Telephone	139.0	70.3	\$6.60
Postal	97.4	49.3	\$12.79
Online	490.0	648.4	\$0.40
Total	810.6	810.6	

60% digital in 2015 80% digital by 2025

Projected savings = \$17.9 billion



Council Transactions Survey

A Council in Sydney, Australia

50 graffiti reports come in per week

(Phone, email)

30 minutes to process each one

= 25 hours per week

\$38.89 per hour (employee cost) \$46,667 per annum (30,000 EUR)







Analytics loves transactions

- Completions
- Time Saved
- Satisfaction



- Form Tracking
 - Error tracking
- Goal conversions as form completes
- Dead easy



Satisfaction

Time Saved

- Track time taken to complete a form
- Method
 - Write timestamp to cookie when user interacts with first field (OnBlur)
 - Retrieve timestamp when user completes the form (completion event)

bit.ly/drd-timings-gtm



Renew your registration



Step 1 of 4: Enter vehicle details

Payment

To renew your registration online you must pay using MasterCard or Visa.

Concessions & discounts

If you are eligible for a registration concession and it has not been applied to your renewal notice please check Registration Concessions for information.

Moved recently?

If your address has changed simply use the change your address online service. You will need to have your licence details handy.

* Indicates a required field

Vehicle details

Type of vehicle *





•

Step 1 of 4: Enter vehicle details

Payment

To renew your registration online you must pay using MasterCard or Visa.

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If you are eligible for a registration concession and it has not been applied to your enewal notice please check Registration Concessions for information.

Moved recently?

If your address has changed simply use the change your address online service. You will need to have your licence details handy.

* Indicates a required field

Vehicle details

Type of vehicle 3

Please select	Please select	•
Registration number *	Please select CAR / TRUCK MOTORCYCLE TRAILER / CARAVAN BOAT	

Form Step 1

Start timer...



Renew your registration



Step 1 of 4: Enter vehicle details

Payment

To renew your registration online you must pay using MasterCard or Visa.

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If your address has changed simply use the change your address online service. You will need to have your licence details handy.

* Indicates a required field

Vehicle details

Type of vehicle *

**	
Please select	Please select
Registration number *	Please select CAR / TRUCK MOTORCYCLE TRAILER / CARAVAN BOAT

Form Step 1

Start timer...

Form Step 4 = Complete

Retrieve timer!

Event Label ?	Total Events	Unique Events	Event Value ?	Avg. Value ?
	72 % of Total: 0.00% (6,179,105)	12 % of Total: 0.00% (5,500,751)	0 % of Total: 0.00 ((322,024,071)	0.00 Avg for View: 52.12 (-100.00%)
1. Step 1	24 (33.33%)	12 (25.00%)	0 (0.00%)	0.00
2. Step 2	24 (33.33%)	12 (25.00%)	108 (0.00%)	9.00
3. Step 3	12 (16.67%)	12 (25.00%)	2.640 (0.00%)	220.00
4. Step 4	12 (16.67%)	12 (25.00%)	6,600 (0.00%)	550.00

U.S. DEPARTMENT OF STATE - BUREAU OF CONSULAR AFFAIRS

Cour U.S. Passoo

Before You (

Country Information

While Abroa

Emergenci

Español

travel.state.gov > Passports & International Travel > Your Passports > Renew a Passport

⊕ Print ☐ Email

Renew a Passport

Renew by Mail if All of the Following are True

Your Most Recent U.S. Passport:

- Is undamaged and can be submitted with your application;
- Was issued when you were age 16 or older;
- Was issued within the last 15 years; and
- Was issued in your current name or you can legally document your name change with original or certified copy of your marriage certificate or the government-issued document evidencing your legal name change.

If any of the above statements do not apply to you, you must Apply in Person.

Before you start, please note:

- All minors age 15 and under who have or have not had a passport in the past must apply in person using form DS-11.
- You may mail in your renewal application yourself You do not need to make an appointment at an acceptance facility!
- If you have or ever had a passport book and you are eligible to use Form DS-82, you may apply for a passport card as a renewal by mail - even if it is your first passport card! Learn more about the U.S. passport card.
- You can renew your passport even if it has not expired.
- If your most recent U.S. passport has been mutilated, altered, or damaged, you cannot apply by mail - you must Apply in Person.
- Applicants will receive their old passport back in the mail. It may be sent separately from the new passport.
- may be sent separately from the new passport.

 If you are behind in child support payments, you may not be



Do *you* have **6 months** validity remaining on your passport?

Many countries require that your U.S. passport have as much as 6 months validity remaining for entry. If your passport doesn't have the required validity, renew it today to avoid the cost and stress of waiting until the last minute.



Processing Times

Routine 4-6 Weeks

Expedited 3 Weeks

Expedited at Agency 8 Business Days*

*Based on need, restrictions apply

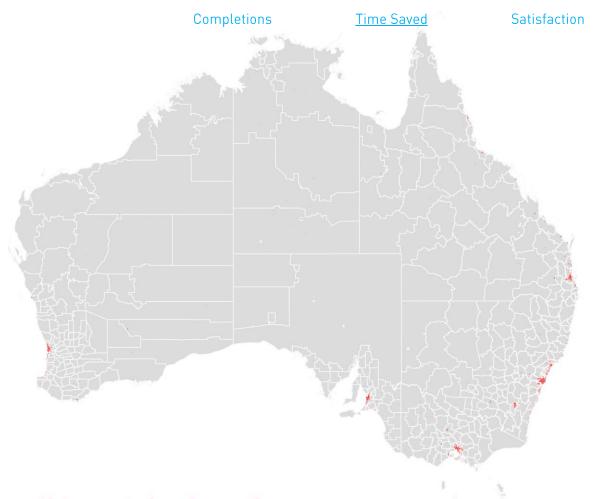




What about people that don't live near services?

Likewise parking, travel within a city, "come back with the right form"...

Time saved with digital is huge



Half the Population of Australia

Approx 11 million people in over 3000 suburbs (2011 census)

Source: http://www.abs.gov.au/websitedbs/censushome.nsf/home/datapacks

Satisfaction: SEQ

• The S.E.Q. – Single Ease Question



Event Category ?	Event Label ?	Total Events
		956,807 % of Total: 35.22% (2,716,294)
1. SEQ	4-6	401,461 (41.96%)
2. SEQ	2-3	335,864 (35.10%)
3. SEQ7	7	189,763 (19.83%)
4. SEQ	1	29,364 (3.07%)

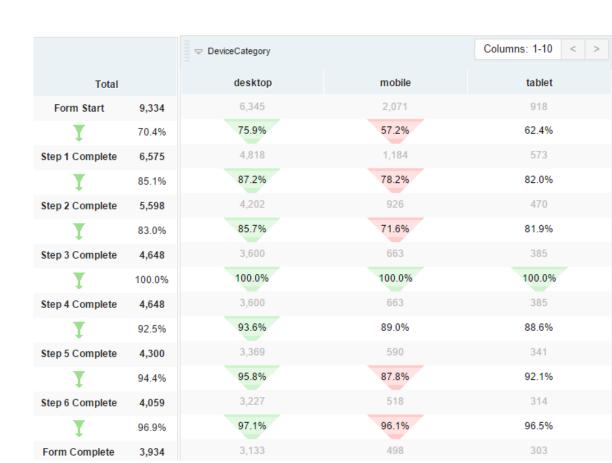
Inferred Satisfaction

FunnelPlus.com

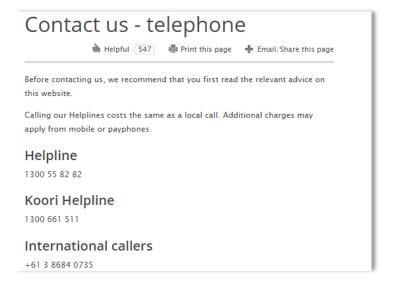
Free funnel visualisation tool

Use Events as Funnel Steps = great for form tracking





Do users bail?



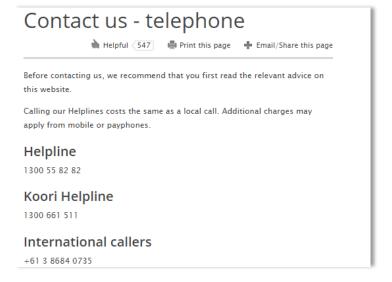
Cost of online transaction: \$0.40

Cost of phone transaction: \$6.60

bit.ly/drd-phone-views



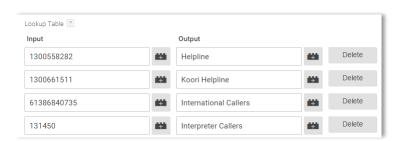
Do users bail?



Cost of online transaction: \$0.40

Cost of phone transaction: \$6.60

bit.ly/drd-phone-views





2.75

Do users bail?



Before contacting us, we recommend that you first read the relevant advice on this website.

Calling our Helplines costs the same as a local call. Additional charges may apply from mobile or payphones.

Helpline

1300 55 82 82

Koori Helpline

1300 661 511

International callers

+61 3 8684 0735

Cost of online transaction: \$0.40

Cost of phone transaction: \$6.60

bit.ly/drd-phone-views



4 (0.01%)

Е	ivent Action ?	Event Label ?	Total Events ? ↓	Avg. Value ?
			32,771 % of Total: 1.21% (2,716,294)	417.12 Avg for View: 87,477.14 (-99.52%)
1.	Phone Number View	Helpline	6,887 (21.02%)	390.27
2.	Phone Number View	Koori Helpline	6,835 (20.86%)	390.79
3.	Phone Number View	International	6,637 (20.25%)	392.65
4.	Phone Number View	Interpreter	4,370 (13.33%)	423.79
5.	Phone Number View	TTY	2,804 (8.56%)	477.72
6.	Phone Number View	Speak And Listen	2,679 (8.17%)	480.65
7.	Phone Number View	Internet Relay	2,555 (7.80%)	479.59

TIY

Phone Number | View

Here's who bails

Filter Sessions ▼	Include 🕶	
Event Action 🔻	contains 🕶 Form Start	- OR ANI
AND —		
Event Action 🔻	does not contain 🔻 Form Complete	
		- OR ANI
AND -		
Event Action 🔻	contains ▼ Phone Number View	- OR ANI



CONNECTION



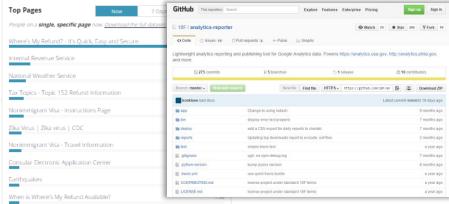
analytics.usa.gov

About this site



people on government websites now





Visits in the Past 90 Days

Devices

There were **1.53 billion** visits over the past 90 days.

Browsers		Operating S	ystems
Chrome	41.8%	Windows	54.49
Internet Explorer	21.7%	7	34.69
THE PARTY OF THE P	211710	10	8.5%
11.0	15%	8.1	7.3%
9.0	2.3%	XP	1.99
10.0	1.7%	Vista	1.3%
7.0	1.6%	8	0.89
8.0	1.1%	Other	< 0.19
6.0	≤ 0.1%		
Other	< 0.1%	iOS	18.19
Safari	21.2%	Android	16.29
Firefox	8.8%	Macintosh	8.99
Edge	2%	Chrome OS	19
Android Browser	1.8%	Other	1.49
Other	2.7%	-	

Nonimmigrant Visa - Present Work/Education/Training Information	139
Nonimmigrant Visa - Previous Work/Education/Training Information	134
Storm Prediction Center Feb 1, 2016 0700 UTC Day 2 Convective OutL.	131
Nonimmigrant Visa - Confirmation Page	127
Symptoms, Diagnosis, & Treatment Zika virus CDC	123
Nonimmigrant Visa - U.S. Point of Contact Information	123
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Nonimmigrant Visa - Recover Your Application	113

Top Downloads Total file downloads over the last week on government domains.

Nonimmigrant Visa - Address and Phone Information

Nonimmigrant Visa - Personal Information 1

irs.gov / i1040gi.pdf	193,500
Forms & Pubs	
irs.gov / f1040.pdf	177,744



github.com/GSA/analytics.usa.gov



 Cities
 Countries

 London
 1.6%
 International

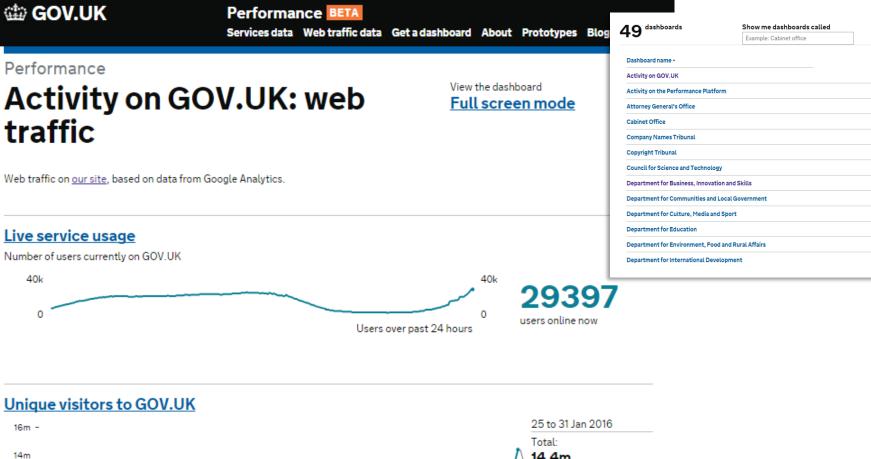
 New York
 1.5%
 mile

Visitor Locations Right Now

Los Angeles

% International 52
% mile the control of the contro

Form W-9, Request for Taxpayer Identification Number (TIN) and Certif...
irs gov / fw9.pdf 81,829
Internal Revenue Service
irs gov / i1040tt.pdf 72,271







⊞ GOV.UK



922

MILLION visits to the site in the last year



MILLION times our search function has been used in the last year



GOV UK @GOVUK · 17h

GOV UK @GOVUK · 15h

checking the next bank holiday...

1 15

GOV.UK exceeds 2 BILLION visits since launch, with 922m visits in the past year alone:



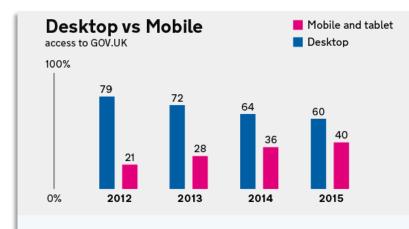






unique page views ∰ GOV.UK in millions Find a job with Most visited 56.3 Universal Jobmatch areas Renew vehicle tax 40.2 Over the last year: Get info about a 27 October 2014 -20.5 26 October 2015 company UK bank holidays 16.3 Check vehicle tax 15.3

What are the most visited areas on GOV.UK? From taxing your vehicle to





GOV UK @GOVUK · 13h

Accessing GOV.UK via a desktop continues to fall. Check out the rise of mobile usage over the last 4 years:









⊞ GOV.UK Mobile/Tablet % Services Prison visits 62.9 with highest Change driving test 56.1 mobile access vs desktop Buy a personalised 55.9 registration number 1 September -Tax credits calculator 55.7 26 October 2015 Start pages only Find Sure Start 54.1 More than 10k sessions Children's Centre



GOV UK @GOVUK · 11h

From booking a prison visit to buying a number plate, GOV.UK services with more mobile traffic than desktop:





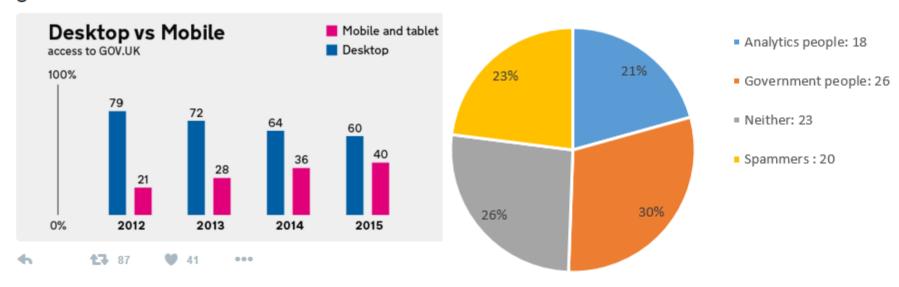






GDS @gdsteam · Nov 30

The importance of being mobile-first. How users are increasingly accessing government services via a mobile device:

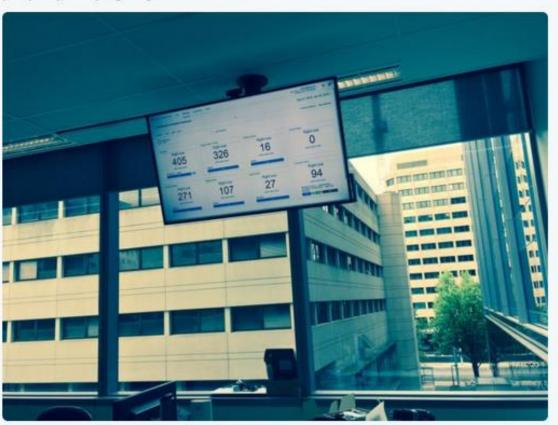






Nathan Wall (@Work) @i_am_nw - 20h

Real-time stats. Big TV. My team can now see why we do what we do. Real people, just trying to get on with life.





Analytics helps government understand people



Analytics helps government understand people ...which helps government make better services

Analytics helps government understand people ...which helps government make better services ...which makes things easier for people



