

# Customer Experience Management

On behalf of businesses and governments, we deliver mission-critical omnichannel customer experience management services and solutions, both human and digital, throughout the entire customer life cycle, ensuring personalized, empathetic end-user experiences to reduce costs, enable scale, and grow revenue, while driving insights, speed to resolution and customer satisfaction.



## **Client outcomes**

Enables our clients to create value by focusing on understanding the needs and desires of their customers, thus enabling new ways of creating real-time value, resulting in:

- Increased revenue, sales, and business agility through business process transformation
- Reduced costs through scaled delivery coupled with enabling technology, AI and advanced automation
- Personalized, insightful experiences driving improved customer engagement and loyalty.
- Accelerated call time and inquiry resolution, resulting in customer satisfaction

#### **End user outcomes**

Delivers seamless, empathetic, and intelligent experiences that accelerate customer resolutions, including:

- Personalized, guided interactions that anticipate and solve needs and goals, that drive toward the next-best actions and decisions
- Channel of choice and self-service for interactive, consistent experiences allows for easy access and speed-to-closure
- Live and multichannel support in native language and culture increases confidence
- People-centered process design and delivery that incorporates human thinking and compassion throughout the journey increases user satisfaction, engagement, and trust

## Solutions/Services

#### **Customer Contact Services**

On behalf of businesses and governments, we deliver multilingual omnichannel customer contact services, both human and digital, throughout the entire customer life cycle, ensuring personalized, empathetic end-user experiences to reduce costs, enable scale and revenue growth, while driving speed to resolution and customer satisfaction.

#### **Multichannel Communications**

On behalf of businesses and governments, we deliver highly personalized communication services through both emerging and traditional channels, enabled by the latest advances in automation and our highly secure global operations, to reduce costs and drive efficiencies while creating a seamless customer experience.

## **Customer Engagement Platform**

On behalf of businesses and governments, we deliver an advanced technology platform that provides a unified, single view of our clients' customer, through data unification where every customer touchpoint is intelligently orchestrated through predictive analytics that help optimize interactions, enhance customer engagement, increase loyalty, and reduce servicing friction.

# **CX Analytics**

On behalf of businesses and governments, we deliver advanced analytics solutions through the application of predictive analytics and machine learning, that examine context, intent, and persona-based data, enabling our clients to engage and deliver more meaningful and timely experiences to their consumers, constituents, members, and patients.



# **Analyst rankings and ratings**

Everest Work at Home Agent (WAHA) Customer Experience Management (CXM) – Service Provider Landscape with Services PEAK Matrix Assessment, Major Contender, 2021

ISG Provider Lens Contact Center Customer Experience Services Quadrant Report, 2020

- Global Digital Operations, Leader
- Global AI & Analytics, Leader
- UK & Europe Digital Operations, Leader

Everest Group Customer Experience Management (CXM) – Service Provider PEAK Matrix Assessment, Major Contender, 2020

Everest Group Customer Experience Management (CXM) – Service Provider Landscape in EMEA with Services PEAK Matrix Assessment, Major Contender, 2020 ISG Contact Center/Customer Experience Archetype Report, 2019

- Customer Service Buyers, Leader
- Automation Seekers, Leader
- Peak Season Buyers, Noteworthy Player
- Digital Experts, Noteworthy Player

Gartner Competitive Landscape: Customer Management BPO, Worldwide, #6, 2019

HFS Front Office Customer Engagement Operations Services Top 10, #7, 2019

