

NM Teleservices

Case Study

Client Profile

N M Teleservices (www.nmteleservices.com) is a BPO based in Mumbai, India. The company caters to clients in various geographies like Australia, United Kingdom and United States and spans verticals such as Telecommunications, Retail and Hospitality. Since its inception in 2003, N M Teleservices has acquired new clients while retaining the old ones with its excellent services that include in-bound, out-bound, and tech support.

“ Drishti is doing great job with constant innovations. Drishti offers better services and world-class support that has added value to our business. ”

Sarfaraz Alam
N M Teleservices

Background

In a typical outsourced international call center, the business cycle includes multiple simultaneous processes that can be inbound, outbound or both. The call center is required to provide maximum productivity for each process and manage the campaigns effectively with supreme customer experience. During the campaign life, increased contact rates and minimized downtime become the key focus areas for any contact center business.

Business Challenges

N M Teleservices has clients based out of Australia, UK, and US. They run both outbound dialing campaigns as well as inbound customer care processes. They required an integrated solution enabling them to run multiple campaigns in the same geographical area with same or different agents. In such business environments, the crux of all business pain points is the short life of client processes. Each process outsourced requires the right blend of customer experience and productivity to be delivered.

N M Tele usually runs around 3 – 4 simultaneous processes. Harnessing maximum agent productivity becomes a major challenge due to the complexity in lead management flow per process. Number prioritization and queue creation is unique to each call center process and campaign. Depending upon the processes, a call flow or lead management is defined and followed effectively. During all this obtaining maximum live call connects is most important.

In case, a contact center experiments with the technology powering their processes, by the time an optimal outcome can be generated, the process nears completion. Also the technology would definitely need time to adapt to a new process throwing in the productivity challenge yet again. The basic requirement thus narrows down to a highly scalable & flexible solution in order to enhance their agents' productivity and increase effective contact rates enabling them to increase their business.

Solution

A deep understanding of the industry and also contact center processes has enabled Drishti to design and implement technology solutions empowering outsourced contact centers like N M Tele to ensure highest quality customer experience and enhance business productivity. The client required a futuristic solution with intelligent capabilities of integrated lead and number management, voice interactions management and quality management. Ameyo provided for not just these but also innovative agent self-learning tools that helped them deliver standard customer service. Some highlights of the solution implemented were:

Complete Lead Management – Drishti implemented Ameyo Fusion that integrated inbound and outbound solution that could be used in conjunction or separately even with increased agent seats depending on projects the client undertook. The dialer integrated advanced number/ lead management that sorted the calling lists as per defined rules and delivered a dynamic call pacing ratio. The dialer was intelligent enough to handle legal restrictions like compliance to Do-not-Call registry mandatory for certain outbound processes of the client.

Value Delivered

- ✓ 60% growth in productivity
- ✓ Higher revenues leading to increase in their capacity
- ✓ Controlled Idle Time
- ✓ Efficient tech support

About Drishti

Drishti provides Contact Center Software & Enterprise Communications Solutions. The Company creates innovative communications technologies for next-generation enterprises, dynamically empowering them to manage their Business Processes. Drishti's customers enjoy significant benefits in terms of increase in efficiency levels, reduction in operational costs, flexibility to grow, consistent user experience and a demonstrable ROI.

Drishti's innovative solutions are running successfully at hundreds of client locations across the globe. The Company has been awarded the BPO News Best Contact Center Solution 2007, IP Contact Center Technology Awards 2008, Member's Choice Award 2008, and the NASSCOM Innovation Awards 2008. Drishti is also among the Deloitte Fast 500 Company in APAC and Red Herring.

Eliminating Agent Idle time – With the earlier solution, the agents at N M Teleservices experienced high wait times that were directly affecting the business productivity. Ameyo Fusion deploys a complex dialing algorithm that offers multiple dialing modes such as predictive, preview and power that maximizes agent efficiency and eliminates idle time. Also high answering machines detection (AMD) capability enabled the solution to narrow down to only the productive calls for the agents. Only a live answered call is transferred to the agents to optimize agent productivity.

Enhanced Customer Experience – Ameyo integrates basic CRM and Database components that eliminate the need to have multiple applications from separate vendors. The custom CRM interface of Ameyo enabled N M Tele agents to procure and manage customer information and hence serve the customers better. Innovative agent self-learning tools are integrated into this interface that provided the agent with custom scripts and client pitch. Advanced call management capabilities of call transfer and call conferencing enabled the agent to process the customer call with the help of a SME (Subject Matter Expert) agent again fulfilling the goal of enhanced customer experience.

Advanced Quality Management – The supervisor in a contact center is responsible of ensuring quality of business processes as well as customer experience being delivered. A dedicated supervision interface - Ameyo Control Panel (ACP) has been provided through which the supervisor can view, monitor and modify the campaigns running across the center. Through ACP, the IT administrator can keep a track of entire operations and record all transactions for defining efficiency metrics for quality monitoring purposes.

Unified Easy to manage Set-up - The entire solution was implemented in a single set-up making it really easy to manage. Redundancy was built in by keeping critical components on separate servers, making the internal network a very easy plug and play mechanism to cater to the problem of downtime. Additionally, the switchover to Ameyo from the earlier deployment was smooth and less time consuming.

24 x 7 Efficient Tech Support - Drishti's award-winning 24x7 Support Helpdesk provided efficient support and professional services to the client. The technical helpdesk is available 24x7 across multiple channels like phone, chat, email to ensure hassle free operations. Drishti ensured that N M Tele's support requirements were met in time, impacting their business positively.

Value Delivered

Significant growth in Productivity

Within a month of Ameyo Contact Center Suite deployment, N M Teleservices realized a notable growth in productivity upon migration to Ameyo from the previous technology.

Capacity

According to N M Teleservices, revenues have grown by 100% within one year. Moreover, Ameyo enabled N M Teleservices to switch from VoIP to IPLC implying an increase in their capacity.

Increased productivity with controlled Idle time

With Dynamic Call Pacing based on complex algorithms, N M Teleservices witnessed a remarkable reduction in the Agent Idle time thereby increasing their productivity.

Efficient Tech Support

With Drishti's 24x7 Support Helpdesk, N M Teleservices received efficient support and professional services that ensured smooth and stable operations.