

Intelligent automation: the rise of personalized IVR in customer self-service

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Date: December 2009 Pages: 43 Price: US\$ 2,495.00 (Single User License) ID: I27AF415FEBEN

Abstracts

Since 2008 there has been an upturn in the adoption of personalized interactive voice response (IVR)-related services and solutions. Nonetheless, many enterprises that could reap benefits from personalized IVR haven't deployed it. A large part of the problem is definitional: many enterprises simply don't know what IVR is. This paper outlines the products and services that typically constitute personalized IVR, presents the business benefits of deploying such a solution, and offers some case studies in a range of verticals that underscore its advantages.



Contents

Executive summary In a nutshell Ovum view Key messages Market opportunity What is personalized IVR? Types of personalization Personalization by caller behavior (complexity = basic) Personalization using outbound IVR (complexity = basic-intermediate) Personalization by caller type (complexity = intermediate) Personalization by caller relationship (complexity = advanced) The technologies and services that constitute personalized IVR Computer telephony integration (CTI) **IVR** platforms Customizable applications **Business analytics CRM** solutions Reporting tools Professional services Commonly personalized applications Market trends and drivers Realizing the potential of personalized IVR Customer trends Customer willingness to leave an enterprise Shifting customer demographics Uptake of mobile phones and services Enterprise trends Emergence of flexible deployment models in a recession Premise-based managed services Emergence of creative pricing models Maturing of speech self-service solutions Market drivers Enterprises have new products and services to support Enterprises want to integrate siloed data Optimizing agent resources; decreasing call handling time Barriers to adoption Growth projections of personalized IVR products and services



Customer impact

Vertical and regional breakdowns

Customer impact by region

North America

Western Europe

Vertical breakdown: communications

Customer retention

Handling multiple products and services: deployment case studies - MultiChoice in

South Africa; Belgacom in Belgium

Managing consistent policies in the care channel: deployment case study – major carrier in North America

Vertical breakdown: travel & tourism

Mergers and acquisitions

Airlines have invested in personalization solutions

Collapsing multiple IVR entrances: deployment case study – American Airlines in North America

Using interactive outbound to handle multiple customer touchpoints: deployment case study – Continental Airlines in North America

Vertical breakdown: financial services

Deployment case study – major investment and insurance company in North America Vertical breakdown: retail and entertainment & leisure

Consistency between different interaction channels: deployment case study – DSW in North America

Consumers show 'channel preference': deployment case study – Domino's Pizza in North America

Vertical breakdown: public sector and healthcare

Intelligent routing to quickly resolve complex issues: deployment case study – Contact Solutions

Competitive landscape

Vendor profiles

Avaya

Cisco

Contact Solutions

Convergys

Genesys

Nuance

SpeechCycle

Tellme

TuVox

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VoltDelta Voxeo Voxify Go-to-market Substantial growth in personalized IVR-related solutions market Don't over-productize services Offer personalized IVR as a hosted or managed service Show Rol with each iteration Availability of data determines interface Respect the caller's personal space Appendix Definitions **Applications** Computer Telephony Integration (CTI) IVR platforms Customizable applications **Business analytics** Customer relationship management (CRM) solutions Reporting tools **Professional services** Contact center Dual-tone multi-frequency (DTMF) Interactive voice response (IVR) Voice-XML



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