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The importance of customer experience in a highly competitive market is forcing enterprises to reconsider the way they have been running their contact center operations. As technology gains prominence in a digital-first world, it also can enable enterprises to deliver a much superior customer experience while reducing the cost of operations.

Digital Customer Experience Management (CXM) goes beyond leveraging digital channels to combine digital concepts, digital tools and solutions, and high-touch human intervention - as needed - to deliver a fundamentally superior customer experience. Enterprises can look at various digital solutions, such as advanced analytics, RPA, Intelligent Virtual Agents (IVAs), Artificial Intelligence (AI) and cognitive, to transform their customer experience operations, as well as allow them to offer superior services. However, to be successful in this transformation, they require a strategy and roadmap that can help them define the need and scope for a digital transformation and avoid common pitfalls. Enterprises also need to make the right investments, not only in technology, but also in talent and change management, to emerge as winners.

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Dallas (Headquarters)

info@everestgrp.com +1-214-451-3000

Bangalore

india@everestgrp.com +91 806-781-9999

Delhi

india@everestgrp.com +91-124-496-1000

London

unitedkingdom@everestgrp.com +44-207-129-1318

New York

info@everestgrp.com +1-646-805-4000

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