



Contact Center Outsourcing (CCO) – Service Provider Compendium 2018

Customer Experience Management (CXM) Services

Market Report – August 2018: Complimentary Abstract / Table of Contents

Our research offerings for global services

► Market Vista TM Global services tracking across functions, sourcing industry tracking reports also available	ng models, locations, and service providers –
► Application Services	► Human Resources
▶ BPS Banking & Financial Services	► ITS Banking & Financial Services
▶ BPS Healthcare & Life Sciences	► ITS Healthcare & Life Sciences
▶ BPS Insurance	► ITS Insurance
► Catalyst [™]	► IT Services Forecaster™
Cloud & Infrastructure	► Locations Insider™
► Customer Experience Management Services	► PricePoint™
▶ Digital Services	▶ Procurement
► Engineering Services	► Recruitment & Talent Acquisition
► Finance & Accounting	► Service Optimization Technologies

Membership information

- This report is included in the following research program(s)
 - Customer Experience Management (CXM) Services
- If you want to learn whether your organization has a membership agreement or request information on pricing and membership options, please contact us at <u>info@everestgrp.com</u>, <u>unitedkingdom@everestgrp.com</u>, or <u>india@everestgrp.com</u>

More about membership

In addition to a suite of published research, a membership may include

- Price book
- Pinnacle Accelerators
- Data cuts
- Analyst access
- Virtual Roundtables
- Workshops

Custom research capabilities

- Benchmarking | Pricing, delivery model, skill portfolio
- Peer analysis | Scope, sourcing models, locations
- Locations | Cost, skills, sustainability, portfolio – plus a tracking tool
- Tracking services | Service providers, locations, risk
- Other | Market intelligence, service provider capabilities, technologies, contract assessment



Table of contents (page 1 of 2)

Topic	Page no.
Section I: Contact Center Outsourcing (CCO) service provider landscape snapshot	8
Definition of CXM	9
CCO service provider landscape and market impact	11
PEAK Matrix for CCO	
Section II: Service provider profiles	
Aegis	14
Alorica	19
• Arvato	24
Atento	29
Concentrix	34
Conduent	
Convergys	42
DXC Technology	47
• EXL	52
Firstsource	57
Genpact	62
• HCL	67
Hexaware	72
• HGS	77
Infosys	82
 Intelenet 	87

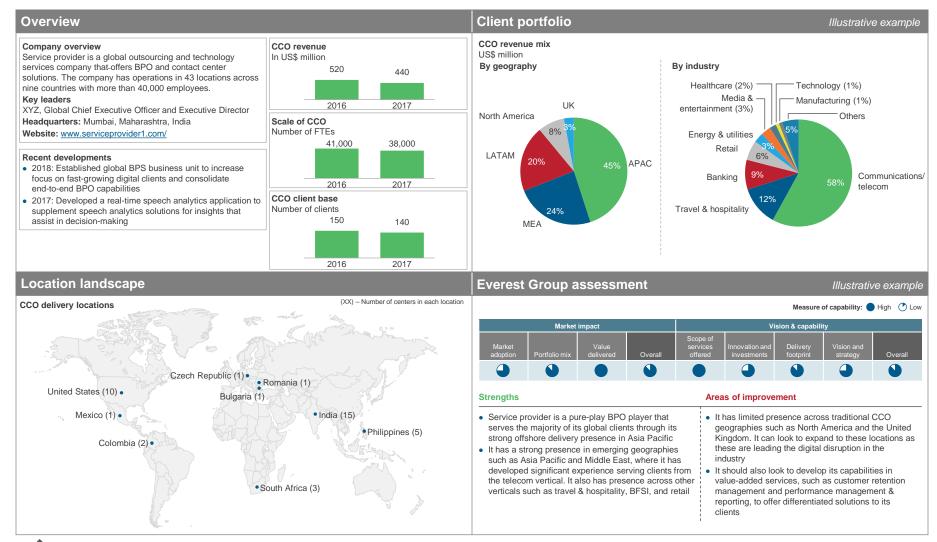


Table of contents (page 2 of 2)

Topic	Page no.
Section II: Service provider profiles (continued)	
• iQor	92
Knoah Solutions	97
Merchants	102
NTT DATA	107
• Sitel	112
• STARTEK	117
Sykes	122
Tech Mahindra	
Teleperformance	
TELUS International	
Transcom	142
• TTEC	147
• VXI	152
Webhelp	
Wipro	
• WNS	
Appendix	172
Glossary of key terms	
Research calendar	
References	175



This study offers five distinct chapters providing a deep dive into key aspects of CXM services market; below are four charts to illustrate the depth of the report





Research calendar - Customer Experience Management (CXM) Services

Published	Planned Current release
Flagship CXM Services reports	Release date
Contact Center Outsourcing (CCO) – Service Provider Profile Compendium 2017	July 2017
Contact Center Outsourcing (CCO) – Annual Report 2017	August 2017
Contact Center Outsourcing (CCO) – Service Provider Landscape with Services PEAK Matrix™ Assessment 2018	June 2018
Contact Center Outsourcing (CCO) – Service Provider Profile Compendium 2018	August 2018
Contact Center Outsourcing (CCO) – Annual Report 2018	
Thematic CXM Services reports	
Impact of Brexit on the UK Contact Center Market – The Only Thing Certain is Uncertainty	July 2017
Delivering Omnichannel Customer Experience	September 2017
How Good are CCO Providers in Providing Digital Customer Experience – Buyers' Perspective	September 2017
Philippines Pivoting to Deliver Customer Experience of the Future	October 2017
Chatbots Delivering Enhanced Customer Experience: It is Easy to Get it Wrong	October 2017
The Business Case for RPA and Chatbots in Contact Centers	December 2017
The Evolving Customer Experience Management (CXM) Talent Model: The Rise of the Super Agent	March 2018
Role of AI and Cognitive in Delivering Customer Experience of the Future	March 2018
Digital Contact Center Overview	Q3 2018
PEAK Matrix for Chatbots / Virtual Agents	Q4 2018

Note: For a list of all CXM reports published by us, please refer to our website page



Additional CXM Services research references

The following documents are recommended for additional insight into the topic covered in this report. These documents either provide additional details or complementary content that may be of interest

- Contact Center Outsourcing (CCO) Service Provider Landscape with PEAK Matrix™ Assessment 2018 (EGR-2018-21-R-2645); 2018. This
 report examines the global Contact Center Outsourcing (CCO) market and evaluates the positioning of service providers on the Everest Group PEAK
 Matrix. It provides insights on the changing market dynamics, service provider delivery capabilities, and Everest Group's remarks on service
 providers' key strengths and areas of improvement
- 1. The Evolving Customer Experience Management (CXM) Talent Model: The Rise of the Super Agent (EGR-2018-21-R-2579); 2018. This report aims to provide an understanding of the impact of digital shift on the CXM talent model. It covers the evolution of CXM delivery pyramid due to increasing digitization of simpler and repetitive transactional tasks. It also covers the drivers behind this change and the impact of this shift on the key attributes of the talent model including agent profile & skillset requirement, shoring mix, recruitment & L&D processes, and KPIs
- 2. Role of Artificial Intelligence (AI) and Cognitive Solutions in Delivering Customer Experience of the Future (EGR-EGR-2018-21-R-2565); 2018. This report aims to provide detailed insights into the role of Artificial Intelligence (AI) and cognitive solutions in delivering customer experience of the future. It covers use cases where firms can leverage AI to drive automation in Customer Experience Management (CXM). It also includes case studies elucidating scenarios of AI implementation in CXM

For more information on this and other research published by Everest Group, please contact us:

Skand Bhargava, Practice Director: skand.bhargava@everestgrp.com

Jayapriya K, Senior Analyst: jayapriya.k@everestgrp.com

Sharang Sharma, Senior Analyst: sharang.sharma@everestgrp.com

Vani Oswal, Senior Analyst: vani.oswal@everestgrp.com

CXM Team: cxsteam@everestgrp.com

Website: www.everestgrp.com | Phone: +1-214-451-3000 | Email: info@everestgrp.com







About Everest Group

Everest Group is a consulting and research firm focused on strategic IT, business services, and sourcing. We are trusted advisors to senior executives of leading enterprises, providers, and investors. Our firm helps clients improve operational and financial performance through a hands-on process that supports them in making well-informed decisions that deliver high-impact results and achieve sustained value. Our insight and guidance empower clients to improve organizational efficiency, effectiveness, agility, and responsiveness. What sets Everest Group apart is the integration of deep sourcing knowledge, problem-solving skills and original research. Details and in-depth content are available at www.everestgrp.com.

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

Toronto

canada@everestgrp.com +1-416-388-6765

Stay connected

Website



www.everestgrp.com

Social Media



@EverestGroup



@Everest Group

Blog

Sherpas In Blue Shirts

www.sherpasinblueshirts.com