Innovations that make the contact centre oetter

Laura Ball





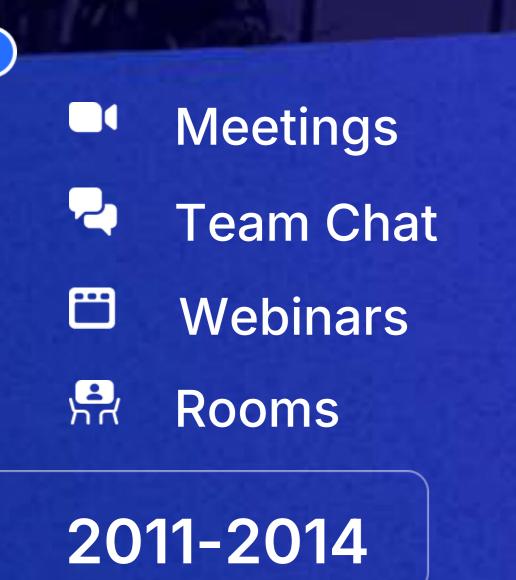
Zoom's journey driven by rapid innovation



 Gartner Peer Insights **Customers' Choice** 2024

A G2 Leader in UCaaS, VoIP, Video Conferencing, Contact **Center & Virtual Agent**

Only 2024 Gartner Peer Insights Customer's Choice for UCaaS recipient



Phone 6

- 5
- Digital Signage

2015-2019

ĨŔ TrustRadius **Top Rated**

A TrustRadius

Top Rated Vendor

Events

Whiteboard

Developer Platform

App Marketplace

2020-2021

 \bigcirc **Contact Center** Virtual Agent **Revenue Accelerator** Mail & Calendar **Workspace** Reservation

2022

Al Companion Al Expert Assist *۱*۱۱ Workvivo -oe Workforce Management - Total **Quality Management** Docs Notes 2 Clips

(3) Huddles

2023



Repetitive tasks will be auto-generated by Al

Al is transforming CX

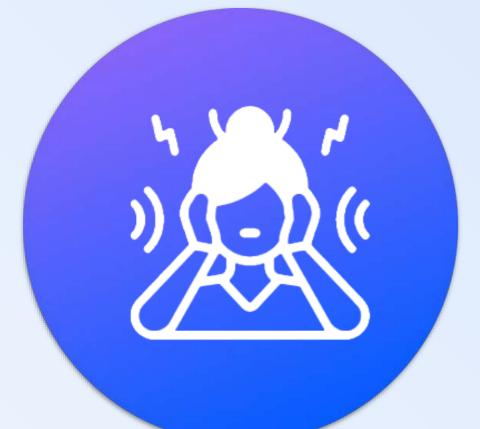
Agents will be empowered to focus on personalized connections

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Self service will be more conversational and humanized



'Al' - What we are seeing in the market...



Noisy

Organisations are looking to use Al... But where does it fit? Where does it deliver value?

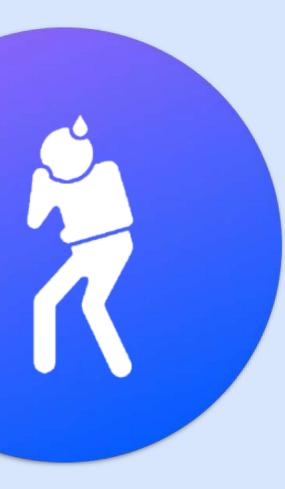




Cynical

Burnt

Customers don't buy technology; they buy solutions. Al is not the solution. It is a key to unlocking it.





Confused

Determining the **Solution** in a CX Journey



Online purchase

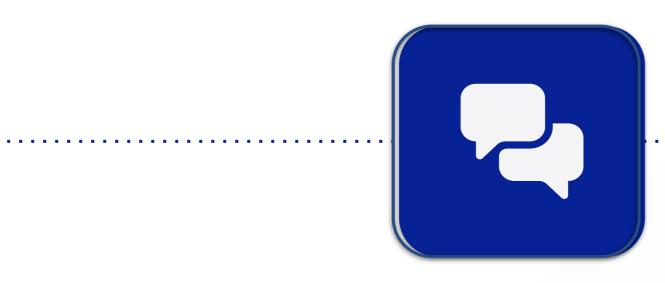


100%











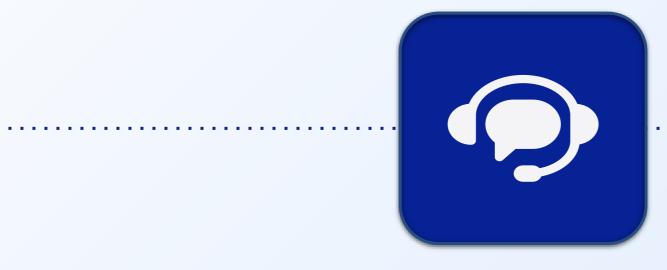


Order delivered



0%

How do we cut through the noise of Al?





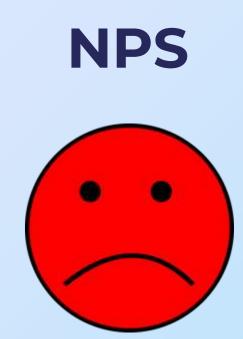
Return request & complaint

Refund processed



75%







Determining the **Solution** in a CX Journey

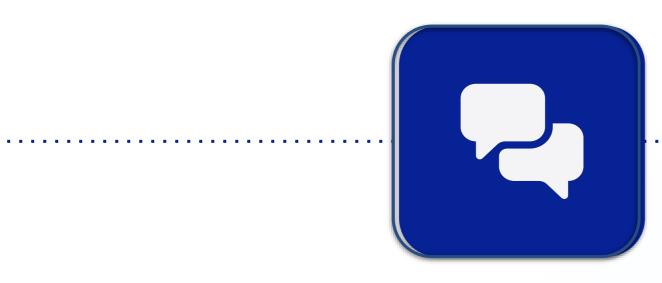


Online purchase









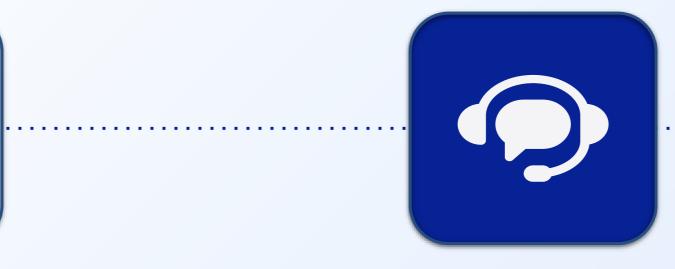




Order delivered



What are you trying to solve?





Return request & Complaint

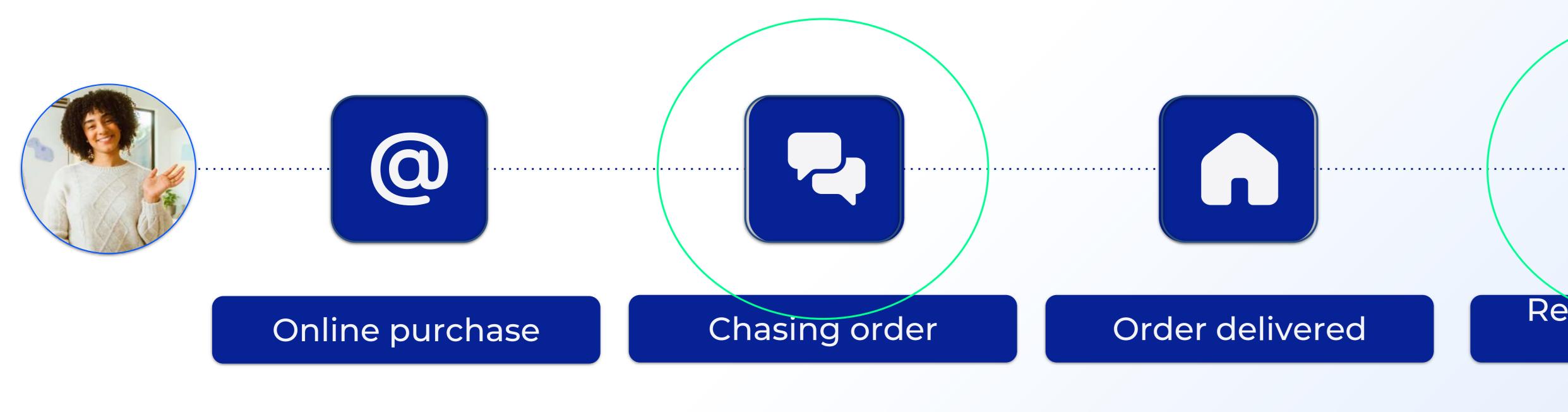
Refund processed





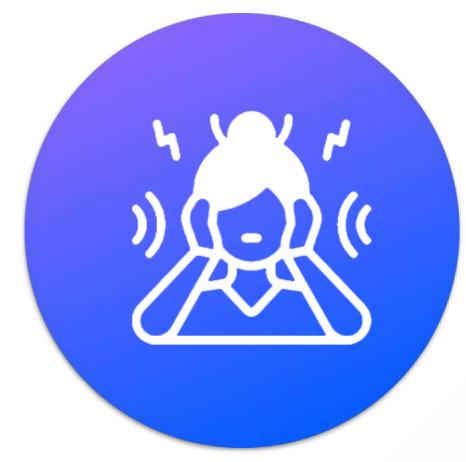
zoom

Determining the **Solution** in a CX Journey



CSAT

100%





90%

0%

Where can we use Alto Innovate?



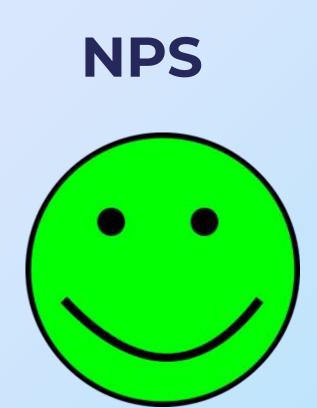


Refund processed

90%









Everyone is responsible for great CX



An Al-first total experience Empowers & connects all employees for great CX



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Predict customer & agent needs

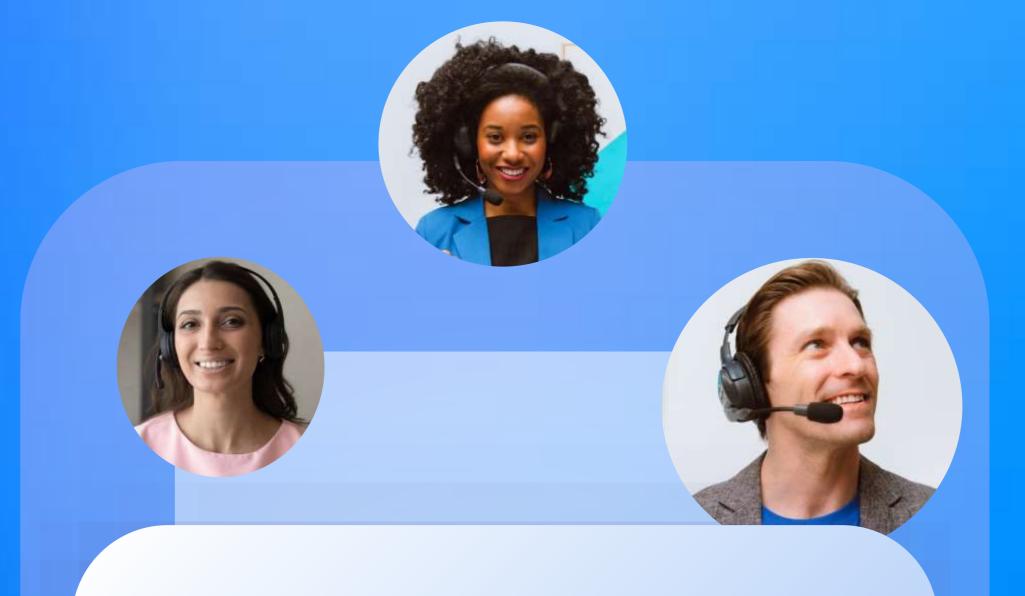
<u>Automate</u> routine tasks and queries

Humanize engagements

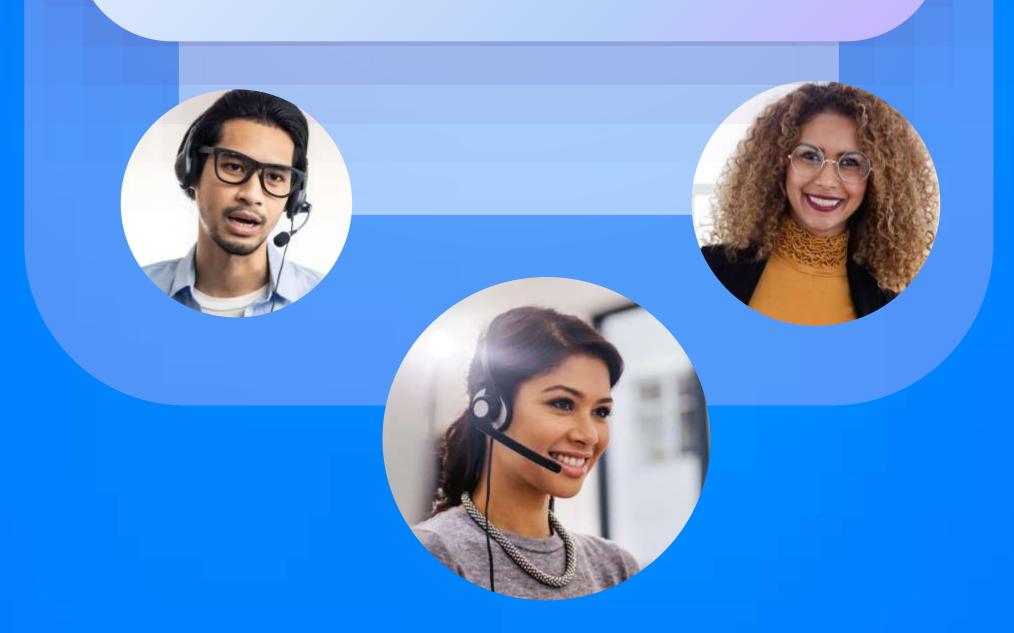




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Agents working happy and industry leading CX







Of customer journeys start in self-service & touch multiple channels

Gartner, 2023



Give customers flexibility











Prioritizing Human Connection







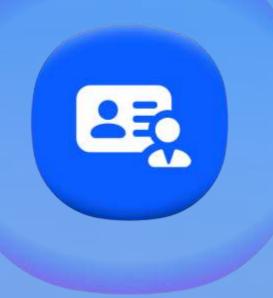
Contact Center



Zoom Customer Experience







Virtual Agent

Workforce Management

Zoom's secure and reliable platform

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Quality Management

AI Expert Assist







Thank you!

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