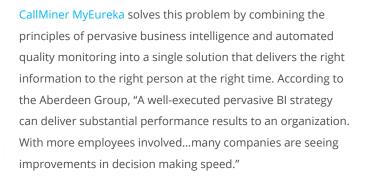


# **Automate** the Performance Management Process and **Provide Direct Feedback**



Performance feedback to agents is often a time consuming process that requires listening to calls, filling out scorecards, and finding coaching opportunities. In addition, this process is fraught with error – small sample sizes and subjective quality assurance processes often leave agents frustrated and distrustful of the feedback they are receiving.



The performance portals in myEureka provide contact center managers, supervisors, and agents direct access to comprehensible and continuous feedback driven by CallMiner's enterprise speech analytics platform, Eureka. Agents receive the feedback they need exactly when they need it and are more confident that their performance is being measured in a holistic, objective manner. Supervisors can spend more time coaching and less time consumed with administrative work, leading to happier agents, better performance, and lower turnover.



# **Benefits**

#### Streamlined call scoring and coaching

- Automatically categorize and score every single call using speech analytics
- Eliminate or reduce the amount of manual labor required for listening and scoring
- Sustain improvement by freeing up supervisors to focus on coaching

### Objective, accurate reviews

- Eliminate small, statistically insignificant samples of phone calls
- > Remove human subjectivity from scoring
- > Establish agent trust with objective, transparent, and consistent scoring on every contact

#### Better performing agents

- Agents, supervisors, and executives receive a daily snapshot of team performance and trends
- > Easy to consume feedback promotes action
- Ranking data allows for friendly competitions and improves overall performance











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# **Features**

#### **Metric Tiles**

Personalized, easy to read performance indicators display current performance & trend information. Aggregate key information into a single view.

Agent Quality Close Rate Call Efficiency **Efficient** .% improving, +7 weakening, -<1% improving, +1 Percent Silence Pitch Customer Effectiveness Satisfaction ★★☆☆☆ weakening, +3% improving, +1 weakening, -2



#### Performance Feed

Performance feedback is delivered in continuous, plain language alerts and notifications. Leave comments, view the contact that triggered the notification, or take other actions directly from feed items.

# **Ranking Data**

Agents are encouraged to compete beyond just hitting the minimum required targets. Create a friendly, competitive culture by sharing rank data and KPIs across your call center or team.



# Watch List



#### Watch List

Keep an eye on positive or negative trends by pinning metrics to a personalized list.

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