

For the MiVoice Connect Communications Platform

Today's customer is omnichannel – are you?

One-third of the population is comprised of millennials and there are now almost 5 Billion mobile phone users in the world. These shifts have brought new challenges to the way your business delivers customer experience. 90 percent of consumers check your website before interacting with your company, and most customers would rather interact through digital channels like email, chat, and social media. Mitel's MiContact Center Business platform is designed to give your customers the freedom to interact with you on their preferred device, using the media that works best for them while giving agents and supervisors the tools to manage today's omnichannel customer journeys.

Engage customers on their terms

- Serve your customers the way they prefer, on the channel and device of their choice
- Provide employees with a complete view of the customer's omnichannel journey
- Eliminate the need for customers to "start over" every time they contact you by knowing where they are in their journey

The payoff

An omnichannel customer experience is a competitive differentiator that keeps existing customers satisfied and attracts new ones. Engaged customers have been proven to spend more money and spend more frequently.

Empower your customers

GIVE CUSTOMERS CHOICE ON HOW THEY COMMUNICATE

Customers want options on how they communicate with you. Voice, email, Web chat, SMS text, fax, and social media are all desired means of serving your customers. MiContact Centre Business is built to manage service levels across all the channels your customers choose to use. With open media routing, businesses can route non-traditional media using an open API routing engine, extending the capabilities of the system to non-traditional media types like Internet-of-Things (IoT) alarms, WebRTC video, and social media messaging applications.

MANAGE CUSTOMER EXPECTATIONS

Managing customer expectations is the key to acquiring and retaining customers. Customers expect quick and effective resolution to their inquiries across any channel they choose to use.

With MiContact Centre Business, your customers can see the real-time estimated wait times for all channels right on your website - allowing them to make informed decisions about how to reach you. Customers are also given flexible alternatives to waiting on hold, including having someone call or email them back, and self-service options.

PROFILE CUSTOMERS FOR THE BIGGEST RETURN

The often-quoted rule still stands – 20 percent of your customers generate 80 percent of your revenue. So it makes sense that you deliver a superior level of service to your top tier customers. MiContact Centre Business allows you to profile your customers, regardless of the way they contact you, so you can easily identify top tier customers and prioritize their position in queue, or ensure they are handled by your top agents.

Drive agent and supervisor productivity

GIVE AGENTS AND SUPERVISORS TOOLS FOR SUCCESS

MiContact Centre Business delivers productivity tools that enable agents and supervisors to make informed decisions and provide prompt service. Supervisors can see and manage who is available to answer calls and how queues are performing. Supervisors can be alerted via pop-up, ring tone, or email when service levels are low or if contacts have been waiting too long to be serviced.

Agents can efficiently handle voice and digital media contacts from a "single pane of glass" – handling phone, email, Web chat, SMS, and social media contacts using fewer steps and reduced errors in interaction handling for an optimized customer experience.

Both agents and supervisors benefit from mobile contact centre capabilities. With MiContact Centre Business, they can work remotely, from home or anywhere with an Internet connection, just as if they were in the office. Supervisors also benefit from having access to real-time monitoring and reporting capabilities on both PCs and Tablets.

PUT CUSTOMER INFORMATION AT YOUR AGENTS' FINGER TIPS

Mitel's seamless integration with customer relationship management (CRM) systems, presents agents with historical customer data as contacts arrive so agents will know where customers are in their journey. Armed with the map of the customer's journey, agents quickly and efficiently resolve customer inquiries without having to ask the customer to start from the beginning.

MiContact Centre Business provides agents with customer contact data for all channels the customer has used to interact with you. Agents can be talking to a customer on the phone and then offer to email them a quote or text them a trouble ticket with the click of a button.

RESOLVE CUSTOMER INQUIRIES – THE FIRST TIME

Mitel's ability to unify communications between contact centre agents and back-office employees means agents can instantly locate, message, or conference in subject matter experts to obtain immediate answers. With customer profiling, intelligent contact routing, and enterprise presence, Mitel applications help agents answer customer inquiries in a single transaction.

Streamline your operations

SEE THE COMPLETE PICTURE

With omnichannel case management capabilities, agents and supervisors can not only see the performance of the entire centre, they can see the status of each case and the individual interaction performance of each agent. Real-time reporting allows you to respond instantly to changing traffic volumes and ensure service levels are maintained. With historical reporting you can measure contact centre performance against service level objectives, review a play-by-play account of contact centre events, and identify ways to improve business processes.

MANAGE YOUR WORKFORCE

MiContact Centre Business provides optional sophisticated workforce management, agent forecasting, and scheduling tools that allow managers to accurately match resources to expected contact volumes as well as measure, manage, and drive contact centre performance which is key to controlling costs.

ENSURE BUSINESS CONTINUITY

Business continuity is ensured with a robust and highly resilient solution that is designed to provide seamless and uninterrupted service, with no loss of reporting or real-time capabilities in the event of a hardware failure or network outage.

To achieve business continuity, MiContact Centre Business offers the ability to run the software in virtual environments leveraging VMware, Microsoft Hyper-V, and Citrix.

LEVERAGE YOUR EXISTING INFRASTRUCTURE

MiContact Centre Business reduces the cost and complexity of deployment by leveraging your existing infrastructure. Mitel has partnered with several third-party companies, giving you have easy access to pre-integrated, best-in-class solutions, including:

- Social media monitoring
- Customer Relationship Management (CRM)
- Quality Monitoring (QM)
- Call and screen recording
- Outbound dialing & campaign management
- Presence and chat engines
- Application level high availability, disaster recovery, and business continuity

Business value that scales as you grow

Mitel recognizes contact centre requirements can vary greatly depending on the size and needs of your business. That's why MiContact Centre Business offers two license levels:

Workgroup (up to 100 agents, single site) and Contact Centre (+100 agents, multi-site). Advanced IVR and digital interaction capabilities (email, SMS, Web chat, Chatbot, fax, and social) are available as add-ons in both license levels.

For companies that only need to respond to digital contacts, MiContact Centre Business can be shipped as a digital contact centre without voice.

MiContact Centre Business comprises the following applications and tools:

MANAGEMENT AND REPORTING

Contact Centre Management – provides browser-based tools for reporting on all agents and queues, managing contact centre performance, and measuring performance of workflow and omnichannel media types.

Interactive Contact Centre and Interactive Visual Queue – tools to change agent and queue states instantly, as contact volumes change. Also provides contact recognition and prioritization to ensure priority calls are answered first.

MEDIA DISTRIBUTION AND ROUTING

Automatic Call Distribution (ACD) – routes calls to the most appropriate group, based on the type of service required by the caller, and ensures calls are appropriately distributed within a group according to the caller's priority, the agent they last spoke to, the agent's skill level or idle time. Calls can be automatically re-routed, or agent availability can be changed, based on dynamic queue conditions.

IVR Routing – advanced Interactive Voice Response (IVR) routing intelligently manages callers and their expectations by providing options for self-service, and delivering announcements to callers in queue, such as expected wait time and position in queue. An intuitive drag and drop graphical user interface allows you to quickly and easily build and manage call flows. Speech-enabled IVR functionality (powered by Nuance™), such as Text-to-Speech and Automatic Speech Recognition, are optionally available.

Omnichannel Contact centre – maintain service levels across all channels (voice, email, Web chat, Chatbot, SMS text, fax, and social media). Assign each interaction to a new or existing omnichannel case and easily pivot from one channel to another while working on a case. Customer data and contact history is stored for quick and easy retrieval by agents for proactive service. Also includes open media capabilities to support non-traditional contact centre media types like WebRTC video, IoT alarms, and social media messaging – all routed through the same workflow engine and delivered to the same, familiar agent interface as native media types.

AGENT AND SUPERVISOR PRODUCTIVITY

Screen Pop – a pop-up display provides agents with customer information using data pulled from your customer database. Integrations are available for most market leading CRM solutions.

Predefined Response Templates – dramatically improve agent response times and consistency.

Outbound Dialing – automated dialing that delivers calls directly to agents for outbound marketing campaigns and sales follow-ups.

Remote Agents – External and remote users programmed on the MiVoice Connect UC platform extends full voice and data to remote agents using the browser-based Ignite agent interface.



Comprehensive portfolio that delivers world class customer experience

MEDIA DISTRIBUTION

- Inbound/Outbound Voice
- Email
- Fax
- Web Chat & Chatbot
- Voicemail
- SMS text
- Social Media
- Open Media

ARCHITECTURES

- Single-site
- Multi-site
- Distributed
- Virtual
- Work-at-Home
- Resilient

ROUTING OPTIONS

- Queue Priority
- Predictive
- Scheduled
- Overflow
- Interflow
- Skills-based

IVR

- Customer Profiling
- CRM dips
- Pre-Recorded Announcements
- Intelligent Messaging
- Dial out of Queue
- Self-Service
- Customer Callbacks
- Automatic Speech Recognition
- Text-to-Speech

AGENT PRODUCTIVITY

- Omnichannel interface
- Case Management
- Agent Hot Desking
- Real-Time Display
- Agent Greetings
- Screen-pop

OUTBOUND DIALING

- Preview
- Progressive
- Predictive

REPORTING AND MONITORING

- Historical Reports
- Real-Time Monitoring
- Traffic Analysis
- Custom Report Designer
- Call Costing
- Real-Time Agent & Queue
- Silent Monitoring

WORKFORCE OPTIMIZATION

- Call Recording
- Screen Recording
- Quality Management
- Coaching & Learning
- Speech & Desktop Analytics
- Workforce Management

PROFESSIONAL SERVICES

- Business Consulting
- Solution Consulting & Design
- Custom Development
- Implementation Services
- Health Check

TRAINING

- Leader-led
- Web-based