Gartner

Harness DCE Capabilities

Drive Improvement in Revenue, **Expense and CX Outcomes**

Customer service and support leaders could benefit from 6 key DCE capabilities and the 3 outcomes they drive.

Proactive Engagements

Ability to send an outbound message and/or preempt a customer journey during a reactive engagement.

Connected **Journeys**

Ability to orchestrate and connect a customer's journey across channels, eliminating the need to start over when switching channels.

Low-Effort Experiences

Ability to reduce customer effort to engage and complete transactions.

Contextual Actions

Ability to present relevant, trusted and timely actions and information to customers.

Continuous Conversations

Ability to engage customers in a series of communications and NBAs, creating a continuous conversation throughout the customer life cycle.

Personalized Content

Ability to personalize content to the specific customer, increasing his or her willingness to engage.



Times

Per Resolution

Start putting DCE capabilities to work to drive revenue, expense and CX outcomes. Select your first use case to get started.

Churn

→ Talk to a Gartner expert today.

Want to learn more?