

# **CONTACT CENTER**& CRM SOLUTIONS

FEATURES & SCOPE OF WORK



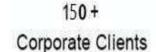
#### **ABOUT US**

i HelpBD

- ➤ With the commencement of iHelpBD in 2012, it had taken an ultimate challenge with the status quo as the world of technology is being changed more rapidly than any other area.
- ➢ iHelpBD is an IT firm specializing in Call Center Solutions, Software Development, and Business Process Outsourcing. Since its very inception, iHelpBD's state-ofthe-art Contact Center has been in continuous operation. It possesses the art of integrating skilled human resources with cutting- age technology.
- ➢ iHelpBD also associated with TeleConsult Group in the business operation of Call Center BPO for both domestic and international market. With TCG as partner and iSolutions as sister concern, iHelpBD is maintaining the competitive advantages over the competitive factors of the competitors of the same industry. It has established a sustainable development of its business toward the vision fulfilling its missions.









6 Services



100+ Employees



#### TURE

**Agent Platform** 

Dialer Admin

Dialer

**IVR** 

**ACD** 

CTI

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3

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5

6

KEY	FEATURES	
SI.	Title	Items
		Dialer Type (Manual, Auto, Predictive, Preview, Progressive, Power, Call Back, Robo

Live Dashboard, Agent Activity, Whisper, Analytics, Barging, Real Time Monitoring,

API Integration, Voice Prompts and Touchtone Keypad, Multiple Language, TPIN,

Green PIN, Text to Speech, Google Dialogue Integration, IVR Verification and

Registration, IVR Broadcast, IVR Notification, IVR based Health and Education, IVR

Skill based Routing, Multiple Groups, Intelligent Routing from IVR, Configurable

System, Re-skilling by Admin, Re-routing, Specific Agent Routing

Call, Work Code)

Agent Platform Functions

based Tracking and Booking

Listen Live Call, Supervisor Takeover

Integration with Dialer, CRM, Ticket, IVR





SI.	Title	Items
7	CRM	Inbound CRM, Outbound CRM, Lead CRM, Telesales, Campaign, Task and Schedule, Reports, Click2Call
8	Ticket	Internal Issue Resolution, Complaint Management System, SLA, Escalation, Back Office Tools
9	KBM	Information Database, Product and Service Knowledge Repository, Document and File Attachment, Notice Board and Announcement

In Call NPS, After Call NPS, VIVR NPS, Reports and Analytics 10 **CSAT** 

11 **Smart IVR / VIVR** Self Service Module, Smartphone and PC Support, VIVR NPS

12 **WFM** Forecast, Prediction, Planning, Scheduling, Shift Management Reports and 13 Call Center Analytics, Campaign Statistics, Real-time Report **Dashboard** 



Title

SI.



14	QA & Audit	Call Quality Check, Call Record, User Login and Logout Data, Report Access Tracking
15	Service Integration	CBS Integration, CMS Integration, TPIN, Green PIN, Branch Integration, ERP

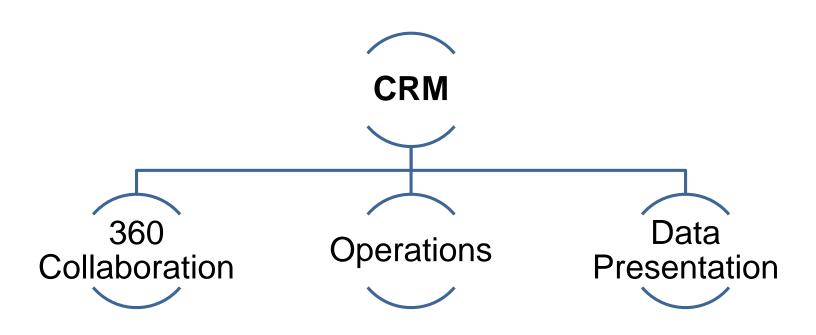
**Items** 

16 **Non Voice** Social Media, Email, SMS, Web Chat, Chat Bot 17 **App Dialer** Smartphone App based Dialing Platform

18 **IP PBX** IP PBX Configuration and Support **Dialer & System** 19 **Architecture** Load Balance

Front End and Back End, System Security, Web-RTC, High Availability,



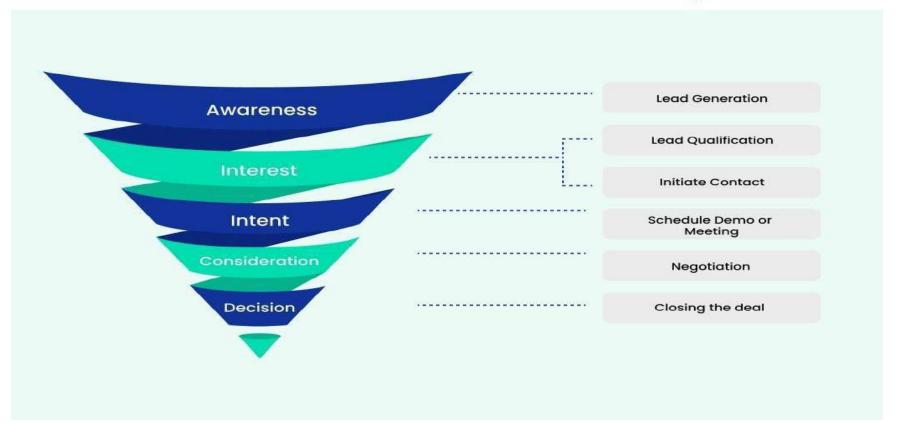


iCRM offers three work category for CRM solution. 360 degree CRM will collaborate all the communication channel into one. Operations CRM will provide use options for day to day business operation works. Data Presentation will present all data in CRM in a integrated way.



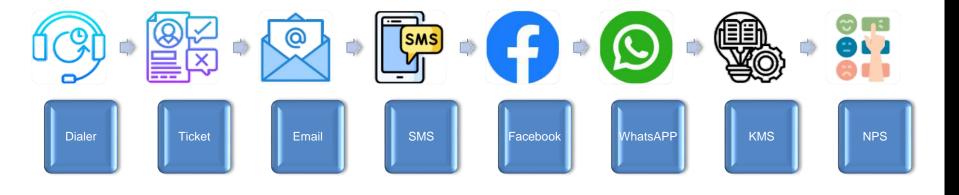
#### Sales Funnel

#### Sales Pipeline



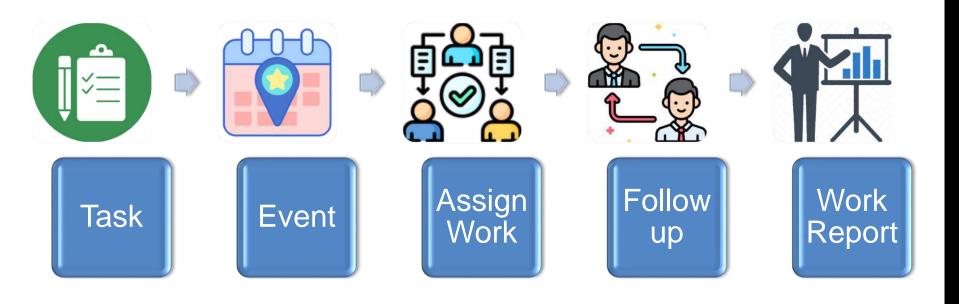
Relation between CRM Sales Funnel and Sales Pipeline.





iCRM can integrate all the communications medium into one platform. User can access call, ticket, email, sms, facebook, whatsapp, knowledge management system (kms), net promoter score (nps) from iCRM.

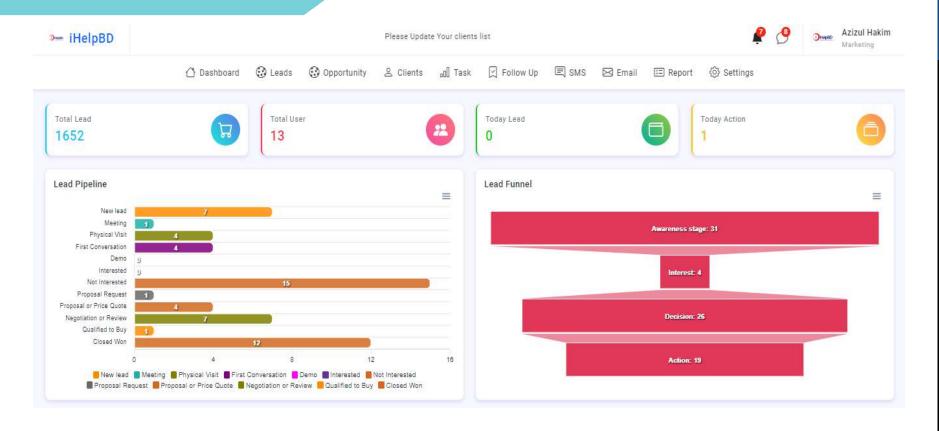




iCRM allows user to create task, event and assign day to day works to specific personnel. Assigned users can perform tasks and do follow-up. Every activities of the user can be tracked via CRM. iCRM will generate reports and real time data based on the user acitivities.







Sales CRM dashboard will show the at a glance summary of the sales activities of the organization. It can also show user wise report and analytics. It also presents the lead stages and status based on various criteria of the leads.





Sales CRM dashboard can present sales analytics based on different criteria likebusiness or industry type, lead source, location or area etc.



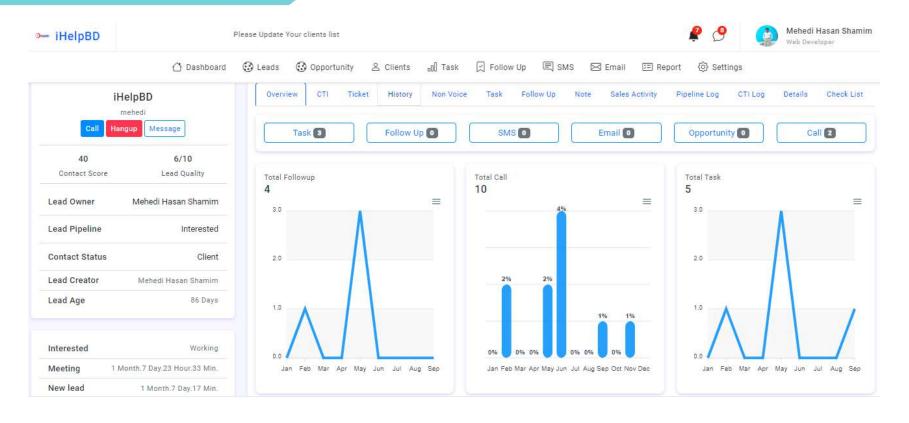


··· iHelpBD		Please Update Your clients list	Mehedi Hasan Shamir Web Developer
	⊕ Leads    ⊕ Opportunity    ≗ Clients    ₀□ Tag	sk 🖫 Follow Up 🗏 SMS 🖂 Email 🖾 Ro	eport ﴿ Settings
iHelpBD	Overview CTI Ticket History Non V	oice Task Follow Up Note Sales Activity	Pipeline Log CTI Log Details Check List
mehėdi	Contact Name	Contact Number *	Alternate Number
Call Hangup Message	mehedi	01746733817	
40 6/10	Primary Email	Designation	Gender
Contact Score Lead Quality	soud@ihelpbd.com	Executive	Male
Mahadi Masas Ohamin	Company Name *	Company Phone	Company Email
Lead Owner Mehedi Hasan Shamim	iHelpBD		
Lead Pipeline Interested	Web Site	Industry Type	Lead Source
Contact Status Client	ihelpbd.com	Technology	Website
Contact Status Cheric	Lead Pipeline	Lead Priority	Lead Rating
Lead Creator Mehedi Hasan Shamim	Interested	Medium	A Category
Lead Age 86 Days	Lead Area	District	Address
	Dhanmondi	Dhaka	Dhanmondi, Dhaka
	Owner*	Associate	Amount
Interested Working	Mehedi Hasan Shamim		
Meeting 1 Month.7 Day.23 Hour.33 Min.	Facebook Page	Facebook Page Like	Remarks
New lead 1 Month.7 Day.17 Min.			

Specific lead wise dashboard will show the lead details information. Also it will show all the communication history in the History tab.



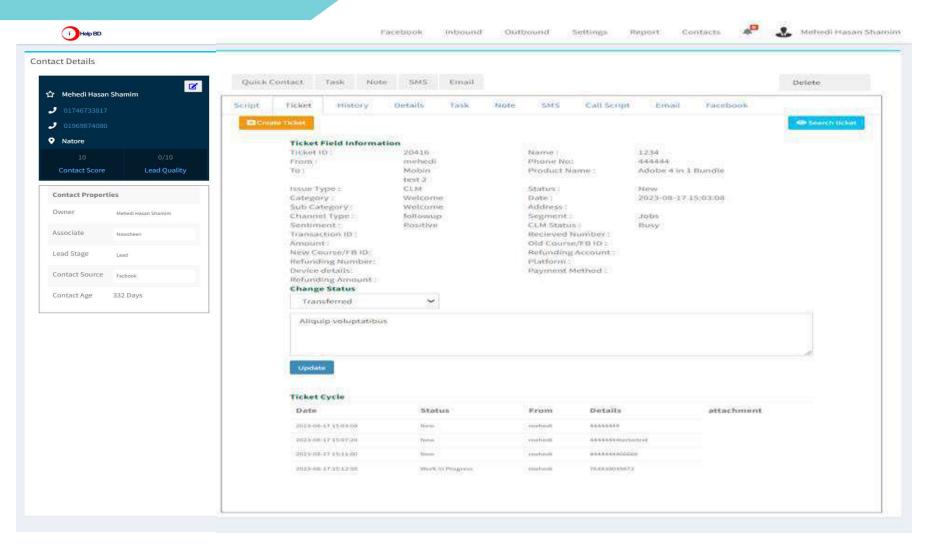




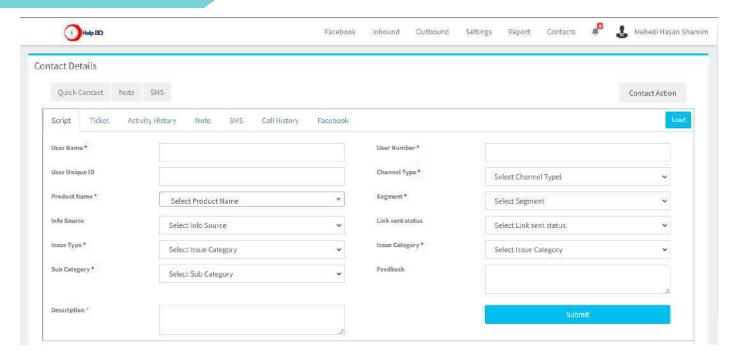
Lead analytics can be found in the lead dashboard. Here all the communication channels or medium can be integrated. Call, Email, SMS, Non Voice, Ticket –all of these activities can be performed from a single platform.



#### **CRM DATA PRESENTATION**







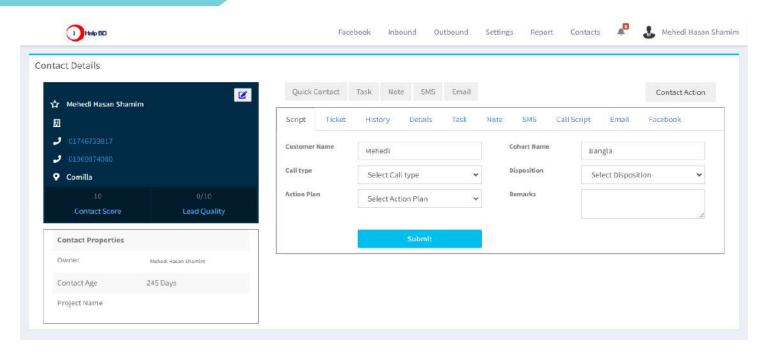
CRM for inbound call management. It customizable and API integration available with client's ERP, customer database, CBS, CMS, IVR etc.



Quick Contact Note SMS	5			Contact Action
Script Ticket Activity His	story Note SMS Call History			
Customer Number *		Customer Name		
Cohort Name *		Call type	Select Call type	•
Disposition *	*	Alternative Number		
Remarks			Submit	

CRM for outbound campaign call management. It customizable and API integration available with client's ERP, customer database, CBS, CMS, IVR etc.





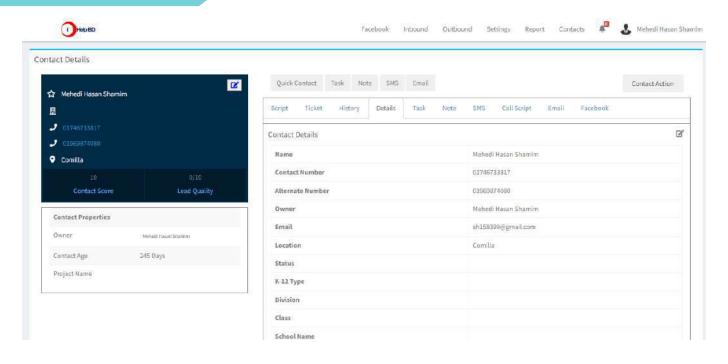
Lead management or telemarketing CRM. It has 360 view of customer interaction. User can manage contact list, schedule task, manage follow-up, send sms and email. Also social media platform integration is available with this lead management system. User can perform click2call from here.



0	Help BD				ook	inbound Outhound		100	Contacts	Mehedi Hasan Shar
Manago	Contacts			Quick Add Contact Name		Contact Number*	×			-
01H6H3817				Alternate Number		Email			<b>→</b>	Quick Add Contact  Add New Contact
				Location		Separated by Serticolon  Owner		8	Action	Import Contacts
					~	Mehadi Hasan Shamim	~			
	Contact Number	Alternate Number	Owner	Remarks					ge Univer 1 Type	
	01746733817	01969874080	Mehedi Hasan	l.	A					
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(I) pag	e of 🕕 pages w	rith 🕦 records				Flist	← Previous	Next->	Last	

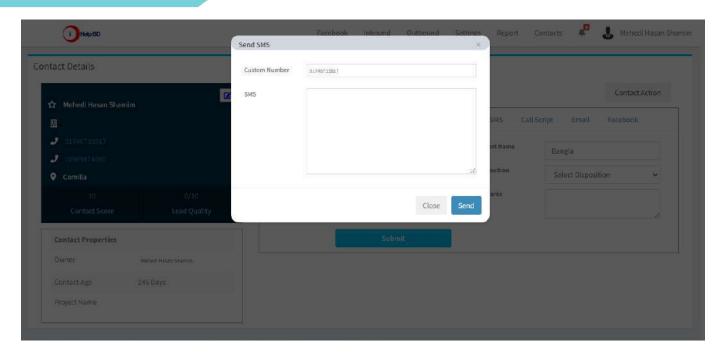
From this section, user can create contacts.





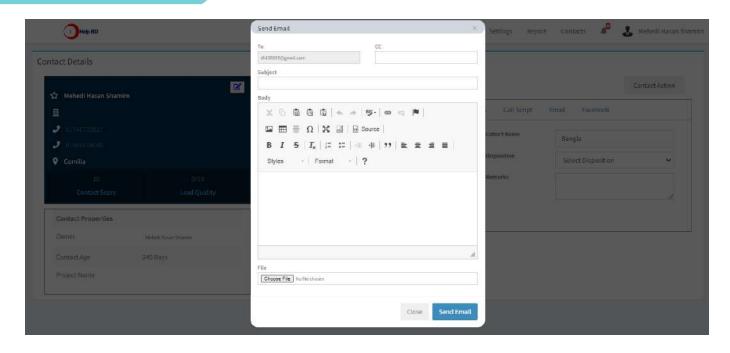
Contact details form will show the details information of a lead.





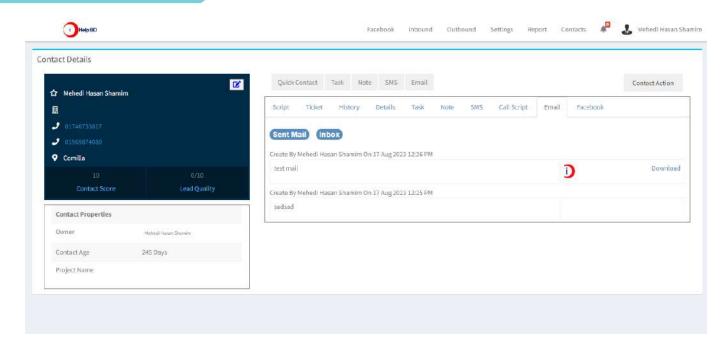
User can send SMS to lead / customer. SMS can be sent by manual writing and preset template format.





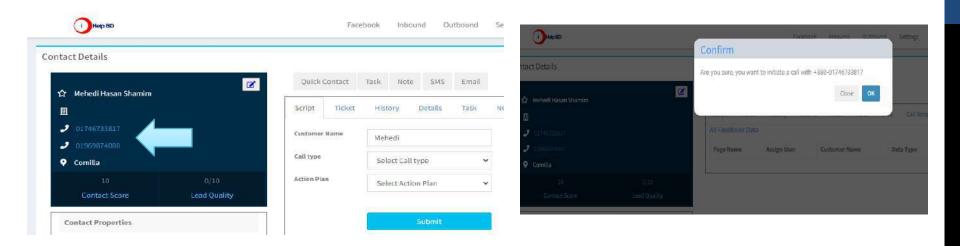
CRM has Email platform. Here user can send email and receive email in inbox. It has the file attachment option too.





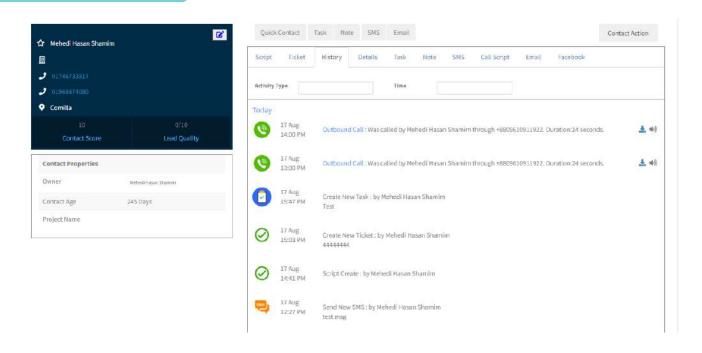
This is an Email inbox platform. Email can be configurable with different email service platform like- gmail, webmail, yahoo, hotmail, office 365 etc.





CRM has the click2call function. Here user can click on the customer/lead contact number to initiate a call.





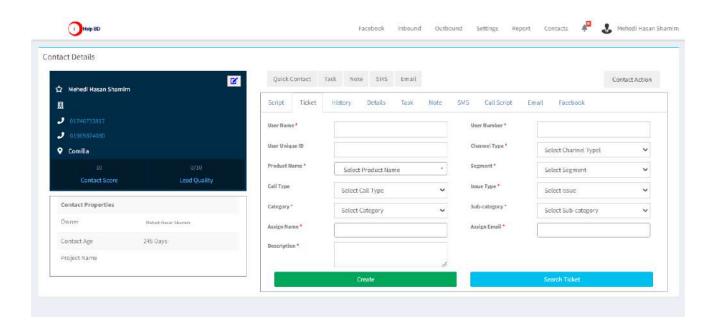
User can view the lead interaction history in the History tab. All communication including call, text, email, social media etc. will be shown in the history section.



	i V	7	
TOTAL AGENT	TOTAL LEAD	TOTAL ANSWER	TOTAL NOT ANSWER
108	206447	115436	68611
TODAY LEAD	TODAY ANSWER	TODAY NOT ANSWER	TOTAL UNTOUCHED
2099	362	421	22400
UNTOUCHED NEW	UNTOUCHED OLD	TODAY FOLLOW-UP	TODAY SALES
6348	15562	265	20
ARCTIC TERN- LEAD	ARCTIC TERN- ANSWER	ARCTIC TERN- NOT ANSWER	ARCTIC TERN- UNTOUCHED
349	69	88	5817

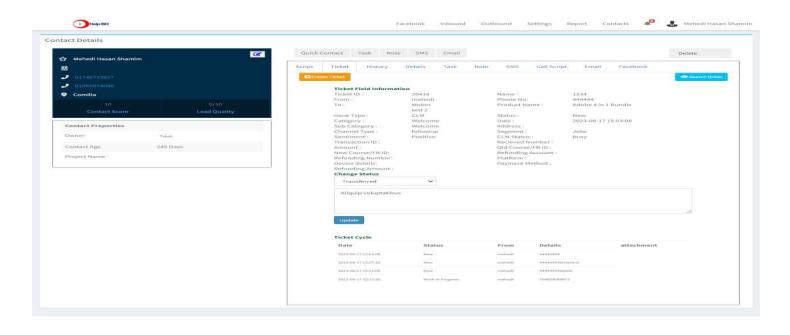
This is a CRM dashboard for lead management. Here user can get a summary of the work. Report and statistics based on various criteria will be shown in this dashborad.





CRM has the option of creating Ticket for issue resolution and complaint management. Ticket issued from here will be automatically assigned to specific person or department relating to the issue category.





User can view the ticket update from CRM. Also ticket information can be edit/change from ticket tab. User can easily find ticket status by searching with the lead/customer's contact number.



iContact Contact Center Dialers- Dialer Type (Manual, Auto, Predictive, Preview, Progressive, Power, Call Back, Robo Call)

#### **Progressive Dialer**

Makes one call at a time per agent to maintain a consistent outbound dialing pace that can be adjusted according to agent availability and preference.







#### **Power Dialer**

Uses a pre-set calls:agent ratio to automatically dial prospect phone numbers as soon as an agent becomes available.

#### **Predictive Dialer**

Makes simultaneous outbound calls, filtering out voicemail, fax machines, busy signals, and disconnected numbers.







#### **Preview Dialer**

Automatically places outbound calls, and provides agents with relevant, up-to-date customer/prospect information based on past interactions before connecting them.



iContact Contact Center Dialers- Dialer Type (Manual, Auto, Predictive, Preview, Progressive, Power, Call Back, Robo Call)

#### **Manual Dial**

Agent can manually input the number and dial outbound call





## Auto Dial Dialer system will automatically dial outbound call

Robo Call
Pre-recorded message
can be delivered via
Robo Call



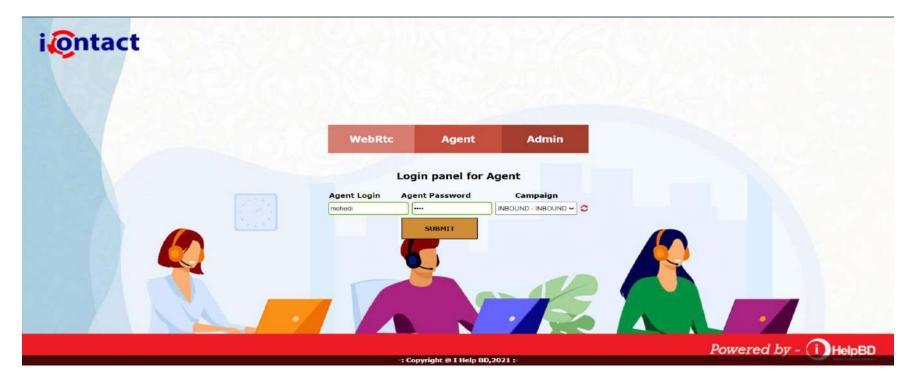




# Call Back System will generate call back for drop or missed calls. Also it can take call back request from caller

#### **AGENT PLATFORM P-01**

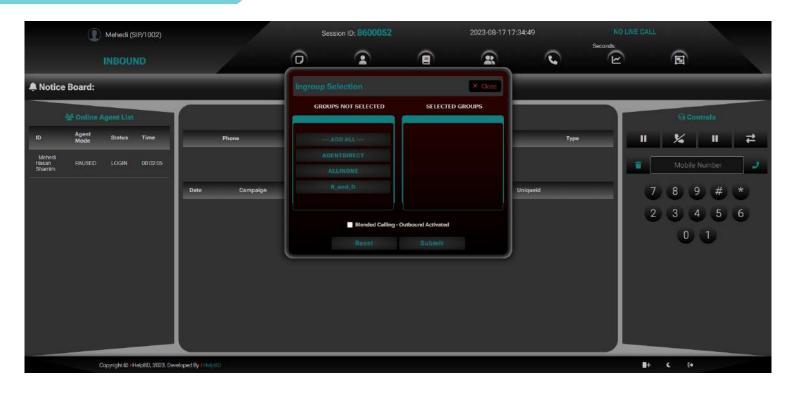




In the agent platform, Agent can manage calls, Email, SMS, Chat, Contacts. Agent can check their CDR, see other agent's login status from agent view, change skill group, hold call, transfer call, conference call, view queue call and drop call, dial call back and more.



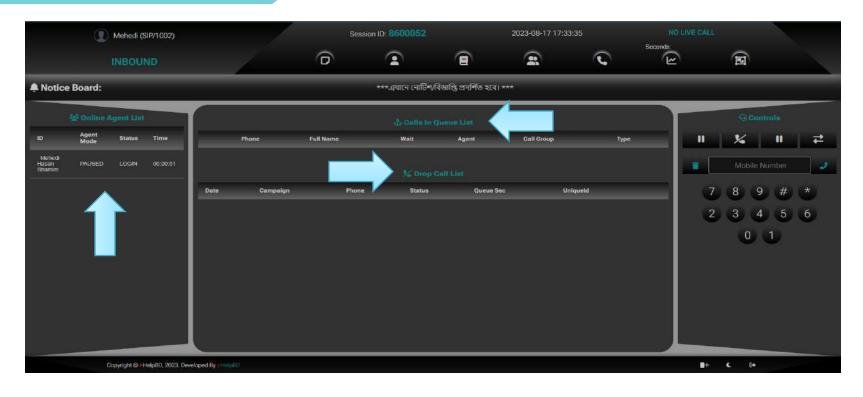




This is a skill group selection window. Here call center agent can select their assigned skill group. Also Admin/Supervisor can select this for the agents.

#### **AGENT PLATFORM P-03**



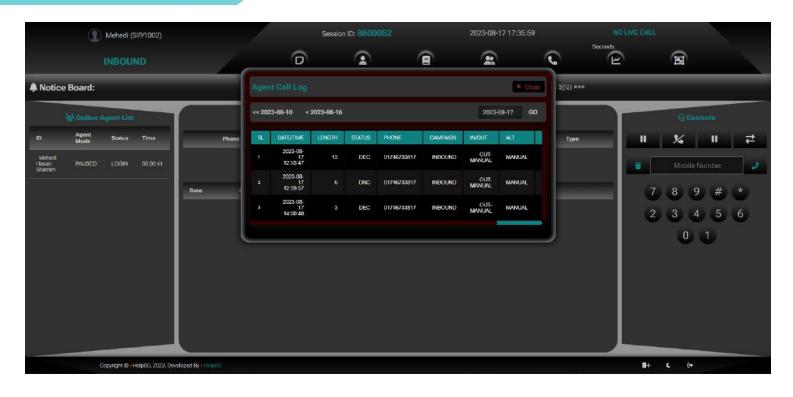


In the agent platform, call center agent can see queue call and drop call notification and list. They can dial call back too.

On the left side, agent can see other agent's login status in the Agent View section.







In the agent platform, Agent can view their call logs and CDR.







In the agent platform, Agent can input information or can see existing customer information in the CRM pop-up screen. In this pop-up screen agent can also found the previous call history.







Call center agent will choose disposition in the call disposition screen after ending a call.

#### **AGENT PLATFORM P-07**

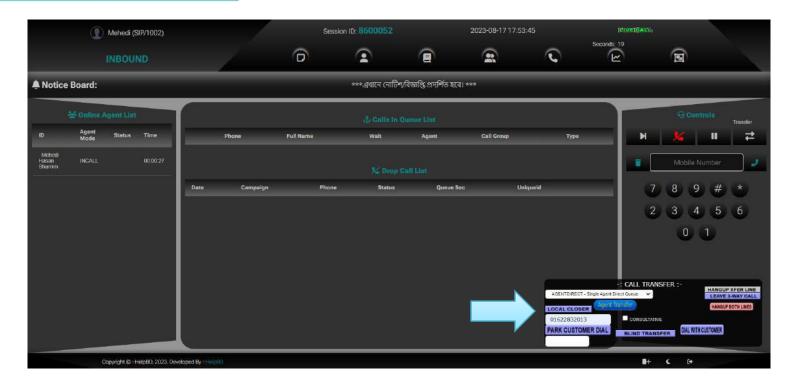




If a call center agent want to go in break or pause mode, then they need to select a pause code. This pause code will assist Admin to track agents pause time.



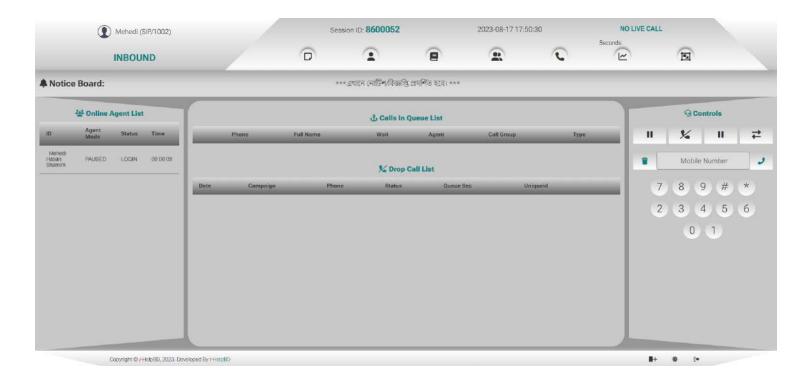




Call center agent can perform call transfer and call conference from the call transfer section mentioned in the image.



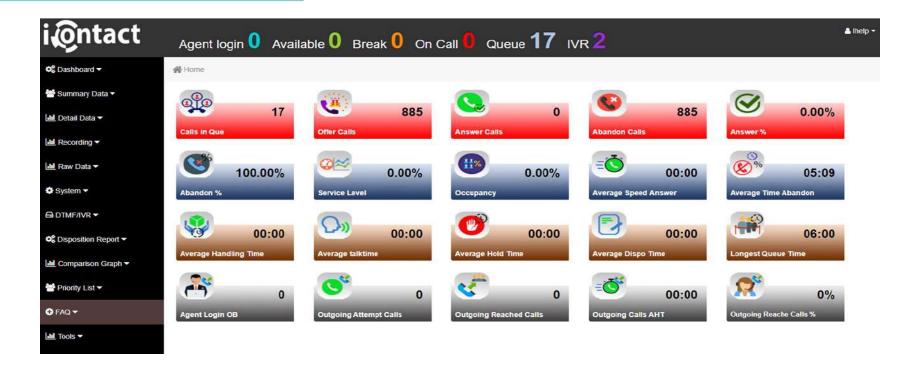




Agent platform background has different color theme for customization.

#### **DIALER ADMIN P-01**

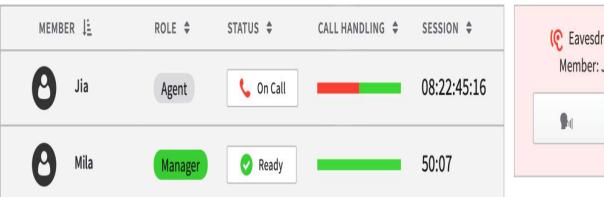




From Dialer Admin section, Admin/Supervisor can access live dashboard, wallboard, agent activities, whisper, barging, listen live call, view call center analytics, monitor agents in real time and perform agent takeover.

#### DIALER ADMIN P-02



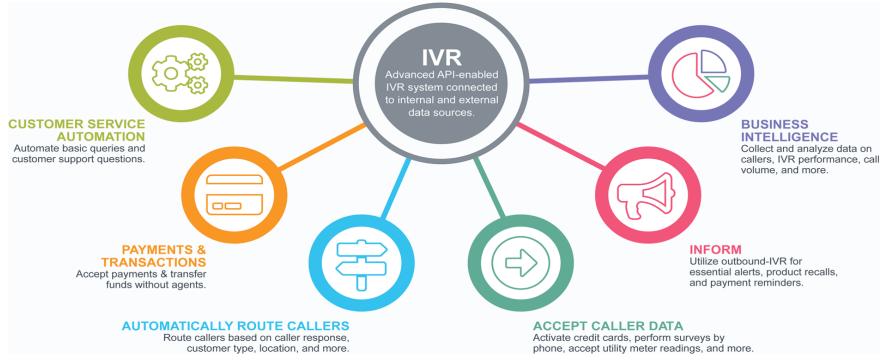




From Dialer Admin section, Admin/Supervisor can access live dashboard, wallboard, agent activities, whisper, barging, listen live call, view call center analytics, monitor agents in real time and perform agent takeover.

# IVR – INTERACTIVE VOICE RESPONSE

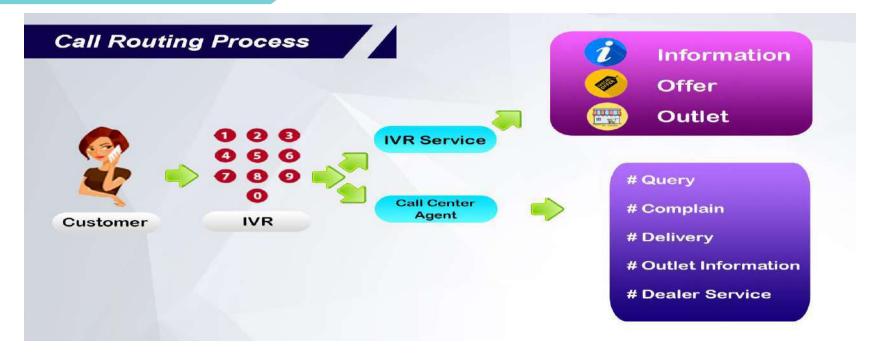




IVR will be integrated with dialer, CRM, CSAT, TPIN, Green PIN, Google Dialogue and any other system required. Caller can access services by pressing keypad in their mobile. Card service, PIN set, Balance check, Cheque book requisition, VIVR link receive, CSAT calls from IVR, Verification of register customer, Message broadcast, Voice mail, Promotional message in queue, IVR based education and Health service etc. can be provided to customer from IVR platform. IVR will generate necessary reports as per the service requirement.

# ACD – AUTOMATIC CALL DISTRIBUTION P-01





ACD system will route the incoming calls based on their skill group identified in IVR. It supports multiple groups for call types. It will combine data with the IVR menu system that can intelligently route calls requesting further assistance. Admin can configure system for adding/removing users, assigning users to different queues and defining skill sets. Dynamic Re-skilling option by Admin will immediately apply any modification to the queue skills and agent skills. If the selected agent does not answer within a pre-defined time limit then call will be re-routed. ACD can route call to specific agent if the agent is ready.

# CTI – COMPUTER TELEPHONY INTEGRATION





CTI will be integrated with Dialer, IVR, ACD, CRM, Ticket. CTI enables the system to manage calls, put call on hold, call transfer, call conference. It also enables proper call routing to ACD based on customer category and agent skill group. CTI enhances the quality of reports by enabling phone data to be matched and included with data from business systems. CTI matches customer data from CRM and show data in screen pop-up. CTI also enables live call listening function for call monitoring. It provides self-service, agent-assisted and fully automated alerts and actions.

#### **TICKET**



### With iTicket Issue Resolution system, you can get following work done-

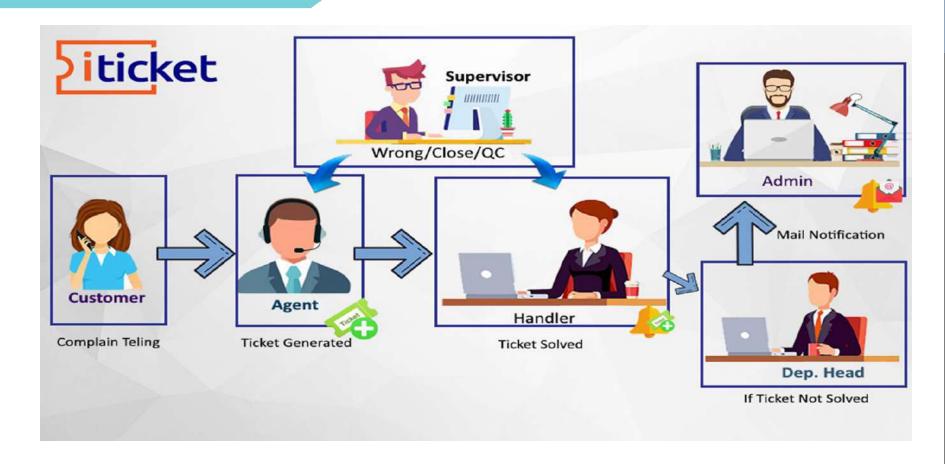
- Complain Management System
- E-mail & SMS integration
- Department wise issue resolution
- Manage ticket status
- SLA time
- Ticket Escalation
- Ticket dashboard
- Ticket user management
- Product upload
- Service request
- Old data migration





- A user submits a ticket to the web-based software by sending an email to the helpdesk-monitored mailbox
- > The system notifies you about the ticket by email, SMS of push notifications
- An agent "takes over" the ticket. By this means, he notifies other agents that he will handle the tickets
- Both the agent and the user interact to answer each other's questions, post comments and updates
- All these activities are done using ticket management system's web interface
- > As soon as an issue is resolved, the agent closes the ticket



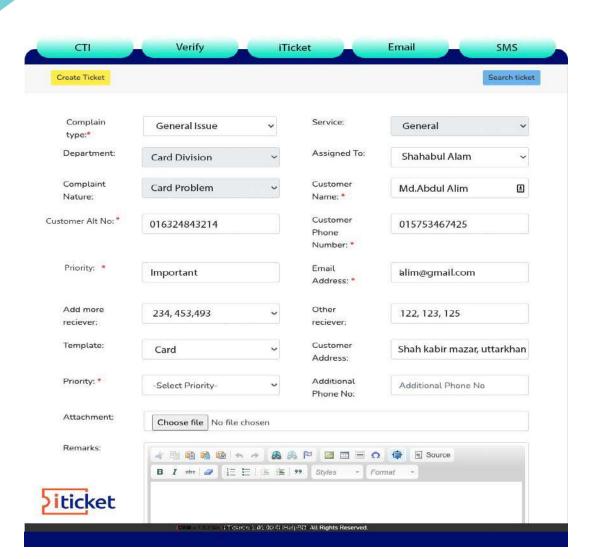


Ticket work process

#### TICKET

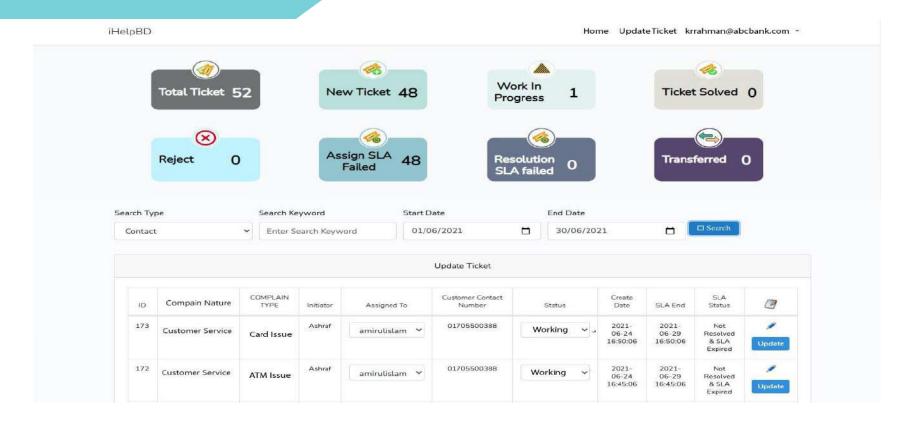


- Call center agent can create ticket based on call type
- Automated ticket can be generated based on call type









From the user dashboard, Ticket resolving person can check the ticket details and update ticket status. Ticket will have a SLA time for solution. If the SLA time is missed then it will escalate to the upper level. Email and text notification will be sent.

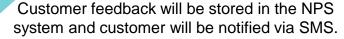




Customer will take service from self service kiosk. User data will be saved in the system and forward to NPS server. NPS server will generate NPS call to customer.

#### **CSAT / NPS**











customer satisfaction



Customer will contact the call center Call center agent will receive the call and can see customer information in the pop up screen.
Information will be shown via API.

Agent will reply customer queries and issue ticket if any complaint received.

After ending the call, customer will receive a automated NPS call. They can give feedback from their phone by pressing buttons to mention the service quality.

#### **CSAT / NPS**



No 🕴	Phone	Agent	Time \$	Sequence	press 🔻	Time Duration
72 01627608894		ib-lisha	2023-03-21 14:59:20	sheba>>1>>CSAT_MENU>>5>>Five>>	5	12
73	01738212062 cc-fattah		2023-03-21 14:57:18	sheba>>2>>CSAT_MENU>>5>>Five>>	5	4
4	01789416438 ib-shuraya		2023-03-21 09:05:49	sheba>>1>>CSAT_MENU>>4>>Four>>	4 10	
22	01831315474	ts-farzana	2023-03-21 11:05:14	23-03-21 11:05:14 sheba>>2>>CSAT_MENU>>4>>Four>> 4		16
25	01313143436	ts-farzana	2023-03-21 11:25:17	23-03-21 11:25:17 sheba>>2>>CSAT_MENU>>4>>Four>> 4		3
32	01924740771	cc-ashraful	2023-03-21 11:54:42	sheba>>3>>CSAT_MENU>>4>>Four>>	4	15
71	01847200415	cc-ashraful	2023-03-21 14:49:18	sheba>>2>>CSAT_MENU>>4>>Four>>	4	13
39	008801829646499	ib-shetu	2023-03-21 12:21:09	sheba>>3>>CSAT_MENU>>2>>Two>>	2	19
14	01779140768	ib-lisha	2023-03-21 10:02:59	sheba>>1>>CSAT_MENU>>1>>One>>	1	9
17	01779140768	ib-shuraya	2023-03-21 10:22:55	sheba>>1>>CSAT_MENU>>1>>One>>	1	2

NPS reports can seen from admin section and dashboard.

#### **CSAT / NPS**

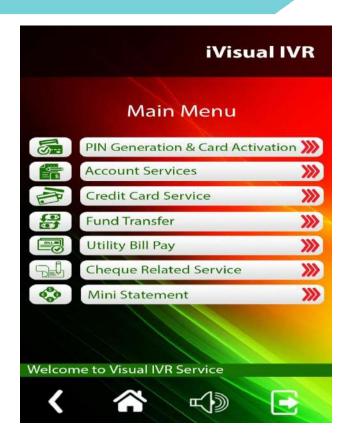


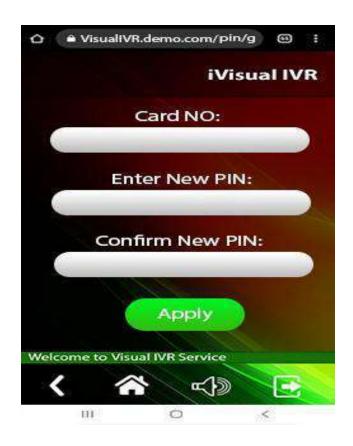
No A	Agent	Campaign	Unique ID	Phone	Time	CC Survey	Product Survey	Time Duration
1	Nishat	1000FIX	1679368888.28	8801875295616	2023-03-21 09:23:55	Satisfy	Satisfy	32
2	Eiti	1000FIX	1679369066.41	01321127348	2023-03-21 09:26:34	Satisfy	Dissatisfy	27
3	Nishat	1000FIX	1679369503.50	8801711398594	2023-03-21 09:34:12	Satisfy	Satisfy	30
4	Rimi	1000FIX	1679369702.60	8801822897384	2023-03-21 09:37:08			0
5	Eiti	1000FIX	1679369901.77	01675522545	2023-03-21 09:44:22	Satisfy	Satisfy	39
6	Nishat	1000FIX	1679370329.119	09612115774	2023-03-21 09:47:41	Satisfy	Satisfy	28
7	Rimi	1000FIX	1679371104.154	01313717444	2023-03-21 10:02:31	Satisfy	Dissatisfy	13
8	Rimi	1000FIX	1679372481.264	8801521428696	2023-03-21 10:24:30	Satisfy	Satisfy	31
9	Rimi	1000FIX	1679374777.542	8801830976812	2023-03-21 11:02:19	Satisfy	Satisfy	14
10	Nishat	1000FIX	1679375142.578	01837540518	2023-03-21 11:11:47	Satisfy		17
11			1679375191.592	401609034321	2023-03-21 11:06:33	Satisfy	Satisfy	26
12	Nishat	1000FIX	1679376302.762	8801777750660	2023-03-21 11:28:01			0
13	Mouri	1000FIX	1679376580.816	8801717507060	2023-03-21 11:36:55	Satisfy		6
14	Rimi	1000FIX	1679376628.833	01744573217	2023-03-21 11:34:46	Satisfy		2
15	Eiti	1000FIX	1679376651.834	09638981085	2023-03-21 11:34:28	Satisfy	Satisfy	28

NPS reports can seen from admin section and dashboard.

#### **SMART IVR / VIVR**

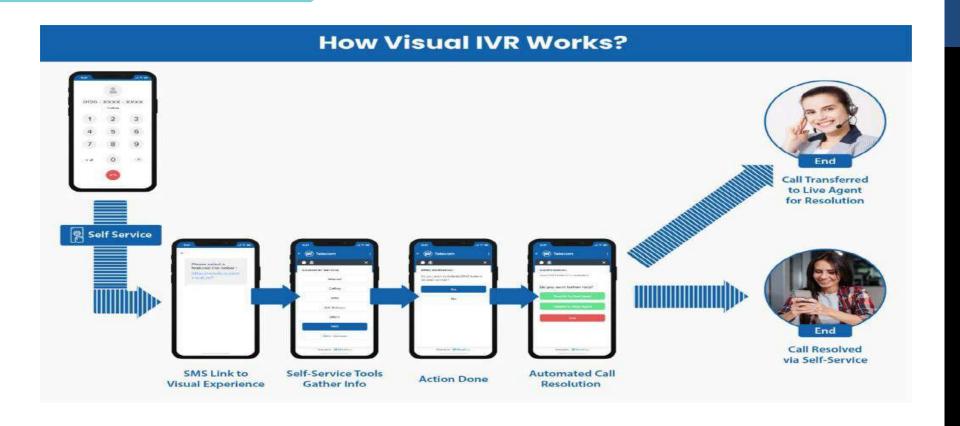






Customer can use VIVR by requesting a link from call center IVR menu. A link will be sent to customer's phone. From there they can go to VIVR screen and take necessary services. It is a self service platform.





Smart / Visual IVR Work Flow. VIVR can be accessed through IVR menu, SMS, Email and Social Media inbox.



### **Benefits of Visual IVR in Contact Centers**

#### Improves Brand Perception

Visual IVR ensures self-service experience to the customers that contributes to improving brand image.





#### Improves Contact Center Metrics

Visual IVR has aided contact centers in improving KPI metrics like AHT, FCR, and call abandonment rates.

#### Ensures Personalized Experience

An improved brand-customer relationship through self service helps individualizing customer experience.



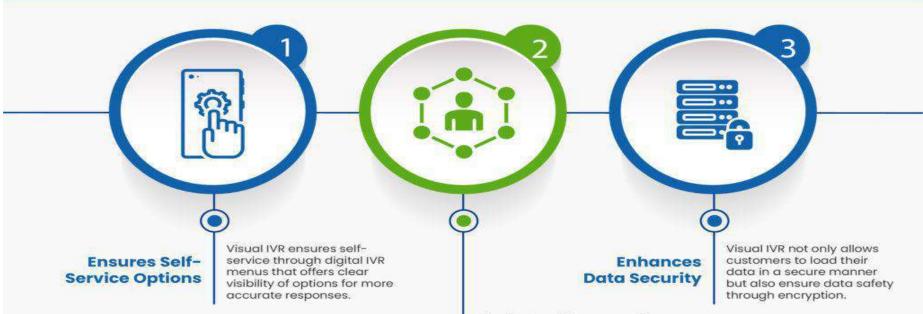


## Ensures Cost Savings Potential

Visual IVR typically costs less for each contact, saving more than 80% compared to voice IVR.



### How do Visual IVR Helps Contact Centers to Improve CX?



Ensures Omnichannel Support Visual IVR enables companies to embrace omnichannel support that improves customer reachability along with call resolution.

#### **REPORT AND DASHBOARDS**

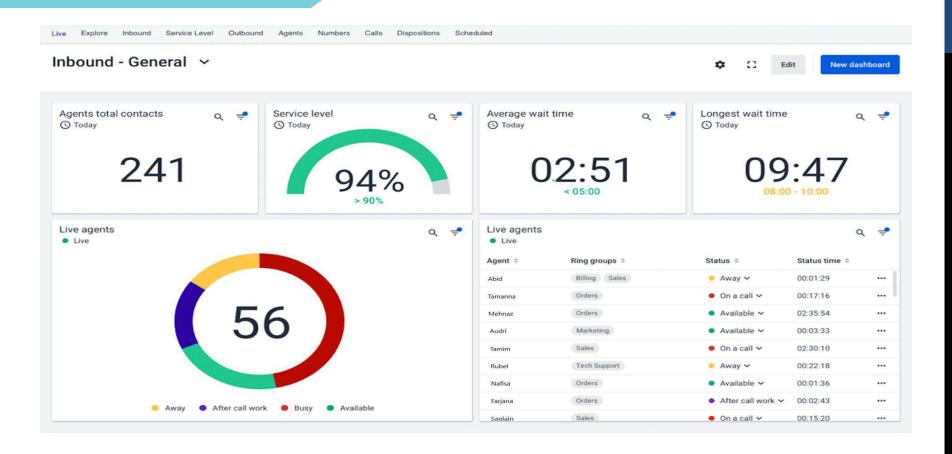




Call center analytics, Campaign statistics and Real-time reports will be visible in the Dashboards.

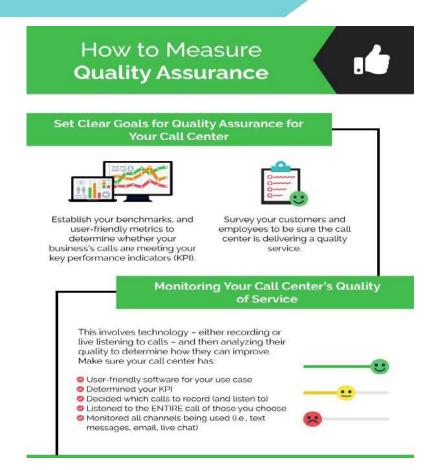
#### **REPORT AND DASHBOARDS**





Call center analytics, Campaign statistics and Real-time reports will be visible in the Dashboards.







Admin/Supervisor can perform QA tasks by maintaining the QA scorecard. QA scorecard shows the performance of an agent based on defined performance metrics. QA can be done by listening call records, listen live calls, NPS, Customer Survey etc.

#### **SERVICE INTEGRATION**



iContact software solutions is integrated with following Solutions-

















With above Software integration, we are providing Contact Center Solutions to-









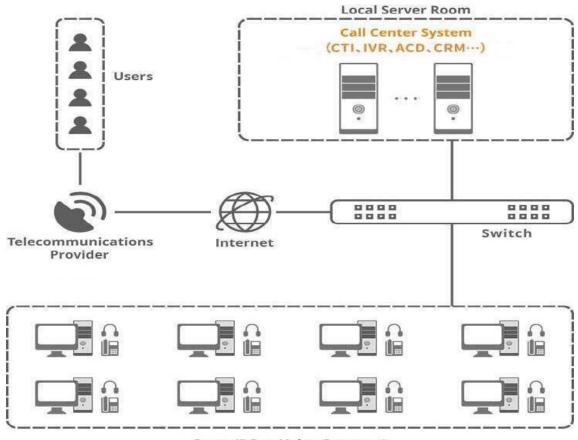






#### **SYSTEM ARCHITECTURE**





Seats (PCs + Voice Gateway)

iContact contact center

#### **CLIENT PORTFOLIO**



Government Sector











Bank & Insurance













E-commerce



















Hospital















Education & Ed-Tech

















#### **CLIENT PORTFOLIO**



Digital Healthcare

















Ride Share & Logistic Service





sheba.xyz









Group Of Company











Miscellaneous











Taskeater

Miscellaneous

















