

The Client

Third –largest private-sector bank in India with 4,050 branches

Industry

BFSI

Overview

The bank's customer primary choice of contact is emails. Therefore, the bank wanted to ensure that all customer queries could be handled via self-service, on said digital channels, so that the contact center agents could focus on sales rather than fielding simple but repetitive customer service inquiries.

Business Challenge

The bank needed to quickly improve its customer response rate - reduce the duration of manual efforts to identify email complaints from non-complaint emails and automate as many parts of the support process as possible.

Our Approach:

Quadratyx TPA (touch point analytics) email solution helped categorize emails by using text mining and NLP – based sentiment analysis provided insights into the tone of the email by recognizing its content.

Outcomes

- ✓ Email tagging ability and ensured that e-mails with same issues were addressed automatically.
- √ The average response time reduced to less than 15 minutes.
- Customer satisfaction levels had increased dramatically.
- ✓ The size of the email response teams was optimized..

