

Best Practices



Digital Transformation: From Call Centers to Customer Engagement Centers

Arguably no other area of the enterprise has evolved more over the past decade than what used to be referred to as the call center. Digital transformation has consolidated all of the customer communication channels, including voice, into a comprehensive system for omnichannel customer service and support, which makes for a seamless communications environment. Add smart technologies like artificial intelligence and machine learning and the newly envisioned customer engagement center promises to be the model of customer support and communications for the foreseeable future.

Join us in this month's Best Practices guide and speak directly to our readers with your recommendations for successfully achieving the digital transformation of a call center to a true customer engagement center in 2019.

Roundtable Date: 6/5/19

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Content Due: **February 20, 2019**

Also in April: ■ GAME-CHANGING APEXCHANGE SOLUTIONS FOR YOUR SALESFORCE PLATFORM

2019 ROUNDTABLES

February 2019

CUSTOMER EXPERIENCE TRANSFORMATION IN 2019

Roundtable Date: 2/13/19

INVALUABLE **SALES ENABLEMENT** TOOLS THAT ACTUALLY BOOST SALES

Roundtable Date: 2/27/19

March 2019

AI AND THE CONTACT CENTER:

RADICAL REVOLUTION OR METHICAL EVOLUTION?

Roundtable Date: 3/13/19

DATA-DRIVEN RELATIONSHIPS:

THE KEY TO KNOWING YOUR CUSTOMERS

Roundtable Date: 3/27/19

April 2019

KNOWLEDGE MANAGEMENT—

FOR MORE INTELLIGENT CUSTOMER SUPPORT

Roundtable Date: 4/10/19

MEASURING CX WITH **VOICE OF THE CUSTOMER** AND **JOURNEY ANALYTICS**

Roundtable Date: 4/24/19

May 2019

THE STATE OF **AI IN MARKETING**

Roundtable Date: 5/8/19

DATA QUALITY: CRITICAL COMPONENT FOR CRM SUCCESS

Roundtable Date: 5/22/19

June 2019

DIGITAL TRANSFORMATION: FROM **CALL CENTERS** TO CUSTOMER ENGAGEMENT CENTERS

Roundtable Date: 6/5/2019

TOP **APEXCHANGE** SOLUTIONS FOR YOUR SALESFORCE PLATFORM

Roundtable Date: 6/19/19

July 2019

SMART CUSTOMER SERVICE

Roundtable Date: 7/17/19

CUSTOMER RELATIONSHIP **MARKETING:** THE NEW CRM

Roundtable Date: 7/31/19

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2019 SCHEDULE & RATES	2019 ROUNDTABLE SCHEDULE
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<p>March 2019 SMART CUSTOMER SERVICE DATA QUALITY: CRITICAL COMPONENT FOR CRM SUCCESS Reservations Due: 1/11/19 • Content Due: 1/25/19</p>	<p>March 2019 AI AND THE CONTACT CENTER: RADICAL REVOLUTION OR METHODOLOGICAL EVOLUTION? Roundtable Date: 3/13/19 DATA-DRIVEN RELATIONSHIPS: THE KEY TO KNOWING YOUR CUSTOMERS Roundtable Date: 3/27/19</p>
<p>April 2019 DIGITAL TRANSFORMATION: FROM CALL CENTERS TO CUSTOMER ENGAGEMENT CENTERS TOP APPEXCHANGE SOLUTIONS FOR YOUR SALESFORCE PLATFORM Reservations Due: 2/11/19 • Content Due: 2/25/19</p>	<p>April 2019 KNOWLEDGE MANAGEMENT—FOR MORE INTELLIGENT CUSTOMER SUPPORT Roundtable Date: 4/10/19 MEASURING CX WITH VOICE OF THE CUSTOMER AND JOURNEY ANALYTICS Roundtable Date: 4/24/19</p>
<p>May 2019 CUSTOMER EXPERIENCE TRANSFORMATION IN 2019 WORKFORCE OPTIMIZATION: THE WORKHORSE OF CONTACT CENTER MANAGEMENT Reservations Due: 3/12/19 • Content Due: 3/26/19</p>	<p>May 2019 THE STATE OF AI IN MARKETING Roundtable Date: 5/8/19 DATA QUALITY: CRITICAL COMPONENT FOR CRM SUCCESS Roundtable Date: 5/22/19</p>
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