

What is cognitive customer service and support? The term "cognitive" is a catchall phrase for technologies that simulate human thought processes and includes self-learning algorithms that use data mining, pattern recognition, and natural language processing that mimic the way the human brain works.

What does this mean for customer service and support applications? It virtually ensures improved customer satisfaction, better customer experiences and engagement, and actionable customer insights. Organizations that employ cognitive customer service and support technologies early and correctly will realize a major competitive advantage in the marketplace.

Contribute to this month's Best Practices installment and illuminate our readers on how to plan for cognitive customer service and support.

Marketed Online in **August** | Published in **September** *CRM* magazine Content Due: July 22, 2020

Also in August: ■ Why Is Customer Experience So Darn Important? And How to Improve Your CX Efforts

2020 BEST PRACTICES SCHEDULE & RATES

Standard - 1 page (750 words) \$7,500 net Silver - 2 pages (1,500 words) \$8,500 net Gold - 3 pages (2,250 words) \$9,500 net Platinum - 4 pages (3,000 words) \$10,500 net

2020 ROUNDTABLE **SCHEDULE**

Participation in Webinar Roundtable - \$8,500

How Do You Measure Customer Experience? Customer Data Platforms for a Unified View of the Custome

Reservations: 3/12/20 • Content: 3/19/20

MAY 2020

Cognitive Customer Service and Support • Roundtable Date: 5/6/20 Creating a Customer Engagement Center • Roundtable Date: 5/20/20

Smart Customer Service Transformation Why Is Customer Experience So Darn Important? And How to Improve Your CX Conversational AI Use Cases in Customer Service Efforts • Roundtable Date: 6/3/2020 Reservations: 4/13/20 • Content: 4/20/20

Smart IVRs for Better Customer Experiences • Roundtable Date: 6/17/2020

JULY 2020

Customer Journey Analytics: Delivering the Best Possible Customer Experience

Business Intelligence and Customer Analytics: Uncovering Hidden Value Reservations: 5/22/20 • Content: 6/1/20 (Published in July/Aug Issue . Online Marketing: 7/1/20)

JULY 2020

Mobile-First Customer Care • Roundtable Date: 7/15/2020

Al Based Speech Analytics for Actionable Insights • Roundtable Date: 7/29/2020

AUGUST 2020

Why Is Customer Experience So Darn Important? And How to Improve Your CX Efforts

Cognitive Customer Service and Support Reservations: 7/20/20 • Content: 7/25/20 (Published in September Issue . Online Marketing: 8/1/20)

AUGUST 2020

How Do You Measure Customer Experience? • Roundtable Date: 8/12/2020

Customer Data Platforms for a **Unified** View of the Customer • Roundtable Date: 8/26/2020

SEPTEMBER 2020

Al and the Contact Center

Smarketing: The Integration of Sales and Reservations 7/13/20 • Content 7/20/20

SEPTEMBER 2020

OCTOBER 2020

Cloud Contact Center Solutions • Roundtable Date: 9/16/2020

Self-Service for Higher Customer Satisfaction • Roundtable Date: 9/30/2020

OCTOBER 2020

Is Voice-First Technology a Must-Have in 2020 and Beyond?

Data Quality: The Key Ingredient in a Data-Driven Customer Strategy Reservations 8/12/20 • Content 8/19/20

Creating a Great Omnichannel Experience for Great Customer Experiences .

Conversational AI Use Cases in Customer Service • Roundtable Date:

Roundtable Date: 10/7/2020

10/21/2020

Voice-of-the-Customer Programs for Better Customer Experiences

Smart IVRs for Better Customer Experiences Reservations 9/11/20 • Content 9/18/20

Customer Authentication. Identity Resolution, & Voice Biometrics . Roundtable Date: 11/4/2020

Customer Support Transformation for 2020 • Roundtable Date: 11/18/2020

DECEMBER 2020 (ONLINE ONLY)

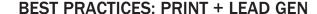
Creating a Customer Engagement Center Sales Enablement Tools for Next-Generation Sales Teams Content 11/20/20

DECEMBER 2020

NOVEMBER 2020

2021 Contact Center Innovations: A Preview • Roundtable Date: 12/2/2020

Customer Communications Management— The Key to Consistent Communications . Roundtable Date: 12/16/2020





CRM MAGAZINE'S BEST PRACTICES WHITE PAPER SERIES

THOUGHT LEADERSHIP & LEAD GENERATION IN ONE COMPLETE, MULTICHANNEL MARKETING PROGRAM

Impact our audience

Your sponsored essays, white papers, and case studies will be printed in a special section of CRM magazine, preceded by an introduction by our publisher, Bob Fernekees, with extensive distribution via our magazine and website, www.destinationCRM.com.

Generate leads for your sales force

- PDF requests will be driven through a registration form capturing complete contact and qualifying information.
- Leads will be distributed to all sponsors in this section via a secure link that you can access 24/7.

Enormous distribution, reach, and frequency

- Published in CRM magazine (21,000 subscribers)
- Inclusion in digital version of CRM magazine
- 32,000 email invitations to download a PDF of this special section (twice) you get the leads
- 1 month of homepage promotion on www.destinationCRM.com (70,000 visitors per month)
- Social media campaign on Twitter (26,500 followers), Facebook (2,729), and LinkedIn (2,766)
- Distributed on all of *CRM* magazine's social networks throughout the month
- Inclusion in all eight eWeekly newsletters (45,000 per issue 360,000 total)
- Archived on destinationCRM.com for 1 year
- Editorial and production services included copyediting, layout, and design

Your editorial topics can range from:

- Third-party white papers or white paper abstracts
- Successful customer case studies
- Your company's unique value proposition or market position
- A behind-the-scenes look at your technology solution and why it's important

ADVERTISING CONTACTS

Mountain & Pacific

Dennis Sullivan Advertising Director 203-445-9178 dennis@destinationCRM.com

Eastern & Central

Adrienne Snyder Advertising Director 201-327-2773 adrienne@destinationCRM.com



RECENT BEST PRACTICES SPONSORS























































































zendesk