

Publication	Coverage	Title	Description	Cost
Jan 2018		US Contact Centers 2018- 2022: The State of the Industry & Technology Penetration Rates	Industry size, structure & forecasts, including current and future technology penetration rates.	Purchase: \$1,750
Jan 2018		UK Contact Centers 2018- 2022: The State of the Industry & Technology Penetration	Industry size, structure & forecasts; current and future technology penetration rates.	Purchase: \$1,750
Mar 2018		The 2018 European Contact Center Decision- Makers' Guide	Salaries, attrition, absence; operational benchmarking metrics, omnichannel, cloud, CX & technology usage of European contact centers.  Available for sponsorship by solution providers.	Sponsorship: \$3,750
Apr 2018		UK Verticals	Three in-depth studies of growth, technology and strategy in <b>Finance, Insurance &amp; Retail</b> contact centers. Read by key decision-makers.  Available for sponsorship by solution providers.	Sponsorship: \$3,750 per report
Apr 2018		The 2018 US CX Decision-Makers' Guide	The 1 <sup>st</sup> edition of the definitive guide to US customer experience solutions, issues and challenges, aimed at helping CX professionals understand customer attitudes and requirements, and the solutions available to help them deliver a superior customer experience.	Sponsorship: \$750 - \$5,750
May 2018		US Verticals	Three in-depth studies of growth, technology and strategy in <b>Finance, Insurance &amp; Retail</b> contact centers. Read by key decision-makers.  Available for sponsorship by solution providers.	Sponsorship: \$3,750 per report



Publication	Coverage	Title	Description	Cost
Jun 2018		The 2018 UK CX Decision-Makers' Guide	The 1 <sup>st</sup> edition of the definitive guide to UK customer experience solutions, issues and challenges, aimed at helping CX professionals understand customer attitudes and requirements, and the solutions available to help them deliver a superior customer experience.	Sponsorship: \$750 - \$5,750
Jun 2018		The Inner Circle Guide to Omnichannel (2 <sup>nd</sup> edition)	Over 2,500 organizations have downloaded the previous edition of this report (including its Multichannel predecessor), making it the most popular of the Inner Circle Guides.  Available for sponsorship by solution providers. Guaranteed 1,000+ downloads.	Sponsorship: \$750 - \$5,750
Jul 2018		The 2018-19 US Contact Center Decision-Makers' Guide	The 10 <sup>th</sup> edition of the definitive guide to the operations, technology, HR, strategy and performance of US contact centers.  Specific solution-focused chapters are available for sponsorship by vendors.	Sponsorship: \$750 - \$8,750
Jul 2018		The 2018-19 US Contact Center HR & Operational Review	Salaries, attrition, absence, recruitment; operational KPIs (ASA, abandonment, duration, transfer rate, first-contact resolution); budgets. Segmented by size and vertical market. Historical data, and forecasts to 2021.	Purchase: \$495



Publication	Coverage	Title	Description	Cost
Sep 2018		The Inner Circle Guide to Artificial Intelligence & Machine Learning	The definitive guide for contact centers and businesses researching AI in the customer contact space.  Available for sponsorship by solution providers. Guaranteed 1,000+ downloads.	Sponsorship: \$750 - \$5,750
Oct 2018		The 2018-19 UK Contact Center Decision-Makers' Guide	The 15 <sup>th</sup> edition of the definitive guide to the operations, technology, HR, strategy and performance of UK contact centers.  Specific solution-focused chapters are available for sponsorship by vendors.	Sponsorship: \$750 - \$8,750
Nov 2018		The UK Contact Center HR & Operational Review 2018-19	Salaries, attrition, absence, recruitment; operational KPIs (ASA, abandonment, duration, transfer rate, first-contact resolution); budgets. Segmented by size and 11 vertical markets. Historical data, and forecasts to 2021.	Purchase: \$495



## THE UK CONTACT CENTER DIRECTORY

Also available: **The UK Contact Center Directory** is an Excel database currently detailing c. 4,300 UK customer contact operations and c. 14,000 key personnel. It is available for rental as a whole or in part, and is updated at least once each year.

## Fields:

- Company name
- Telephone number(s)
- Fax number
- Address
- Region
- Postcode
- Web address
- Vertical Market

- Agent positions at this contact center
- UK agent positions
- Employees in organization
- Job Title
- Contact name
- E-mail (c. 85% of cases)
- Inbound / outbound activity
- Other UK contact centers

**Pricing:** \$5,995 + VAT.

Extracts of the UK Contact Center Directory are available on a bespoke basis (e.g. specific vertical markets, size bands, regions, job titles, etc.) on request, charged at 80p per location, plus 25p per contact at that site.

Terms: unlimited usage for 12-month period - www.contactbabel.com/terms.cfm

**Delivery format:** immediate, as Microsoft Excel or CSV file.

## DISCOUNTS AVAILABLE FOR REPORT / DATABASE PACKAGES

Solution providers planning 2018 marketing expenditure may wish to consider a discounted package deal. We offer the following levels of discount:

Package value (\$)	Discount level offered
\$9,000 - \$12,000	10%
\$12,001 - \$15,000	15%
\$15,001 and above	20%

## **Payment terms:**

28 days, although staggered / delayed invoicing will be considered if requested.

To discuss a package offer, or any other ContactBabel product further, please contact Steve Morrell on +44 (0)191 271 5269 or <a href="mailto:smorrell@contactbabel.com">smorrell@contactbabel.com</a>.