

Publication	Coverage	Title	Description	Cost
Dec 2017	  	The Inner Circle Guide to Cloud-based Contact Centre Solutions (3 <sup>rd</sup> edition)	<p>The definitive guide for contact centers and businesses researching cloud-based contact center solutions. The 3<sup>rd</sup> edition of one of the most popular Inner Circle Guides.</p> <p>Available for sponsorship by solution providers. Guaranteed 1,000+ downloads.</p>	Sponsorship packages from \$750 - \$5,750
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 for \$1,750
Jan 2018		UK Contact Centres 2018-2022: The State of the Industry & Technology Penetration	Industry size, structure & forecasts; current and future technology penetration rates.	Purchase for £1,250
Mar 2018		The 2018 European Contact Center Decision-Makers' Guide	<p>Salaries, attrition, absence; operational benchmarking metrics, omnichannel, cloud, CX &amp; technology usage of European contact centers.</p> <p>Available for sponsorship by solution providers.</p>	Sponsorship packages from \$375 - \$3,750 / £250 - £2,500 / €275 - €2,750
Apr 2018		UK Verticals	<p>Three in-depth studies of growth, technology and strategy in Finance, Insurance &amp; Retail contact centers. Read by key decision-makers.</p> <p>Available for sponsorship by solution providers.</p>	Sponsorship packages from £250 - £2,500 per report
Apr 2018		The 2018 US CX Decision-Makers' Guide	<p>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.</p> <p>Specific solution-focused chapters are available for sponsorship by solution providers.</p>	Sponsorship packages from \$750 - \$8,750

Publication	Coverage	Title	Description	Cost
May 2018		US Verticals	Three in-depth studies of growth, technology and strategy in Finance, Insurance & Retail contact centers. Read by key decision-makers.  Available for sponsorship by solution providers.	Sponsorship packages from £375 - \$3,750 per report
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.  Specific solution-focused chapters are available for sponsorship by solution providers.	Sponsorship packages from £500 - £5,750
Jun 2018	  	The Inner Circle Guide to Contact Center Outsourcing	The definitive guide for contact centres and businesses making decisions about outsourcing their contact center operations.  Available for sponsorship by solution providers. Guaranteed 1,000+ downloads.	Sponsorship packages from \$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 packages from \$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 for \$495

Publication	Coverage	Title	Description	Cost
Nov 2018		The 2018-19 UK Contact Centre Decision-Makers' Guide	<p>The 15<sup>th</sup> edition of the definitive guide to the operations, technology, HR, strategy and performance of UK contact centers.</p> <p>Specific solution-focused chapters are available for sponsorship by vendors.</p>	Sponsorship packages from £500 - £5,750
Nov 2018		The UK Contact Centre 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 for £295
Nov 2018	  	The Inner Circle Guide to Omnichannel (2 <sup>nd</sup> edition)	<p>Over 2,500 organisations have downloaded the previous edition of this report (including its Multichannel predecessor), making it the most popular of the Inner Circle Guides.</p> <p>Available for sponsorship by solution providers. Guaranteed 1,000+ downloads.</p>	Sponsorship packages from \$750 - \$5,750
Dec 2018	  	The Inner Circle Guide to Artificial Intelligence & Machine Learning	<p>The definitive guide for contact centers and businesses researching AI in the customer contact space.</p> <p>Available for sponsorship by solution providers. Guaranteed 1,000+ downloads.</p>	Sponsorship packages from \$750 - \$5,750



## THE UK CONTACT CENTRE DIRECTORY

Also available: **The UK Contact Centre 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:** £3,995 + VAT.

Extracts of the UK Contact Centre 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](http://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 [smorrell@contactbabel.com](mailto:smorrell@contactbabel.com).

--- Confidential ---