



CUSTOMER STORIES

Premium Automotive Software Provider Differentiates Itself with Exceptional CX

*Enhanced Flexibility and Deeper Reporting
Enables Dynamic CX Across Channels*



KEY RESULTS

Upstream Works has enabled Mitchell 1 to benefit from:

66% improvement in average speed of answer

80% reduction in abandoned calls

The Story Behind Mitchell 1

Mitchell 1 began with the simple idea that people need information to fix cars. That was true back in 1918 when Mitchell 1 got its start, and it's been true through the years. And never more so than today, with so many advanced technologies driving the car care business into the future. Mitchell 1's customers are at the center of everything they do, and they live and breathe this in their contact center operations.

The Challenge

The challenge Mitchell 1 faced was threefold: they wanted to be able to make on-the-fly changes to meet fluctuations in contact center activity, they needed to be able to pull meaningful reports to better understand their customers, and perhaps most importantly, they wanted to improve the customer experience they offer and make it cohesive, easy, and rewarding. "We had an older system that didn't provide us with reporting on contacts", said Ben Wahlquist, Telephony System Analyst. "Agents had to manually enter information, making it very difficult to measure what was driving things like long calls," he added.

Mitchell 1 needed a new platform that would help them better understand and serve their customers, with the flexibility to easily adapt the solution to meet everyday changes. "Ultimately what we had was difficult to administer," said Wahlquist, "and user empowerment is really important to us."

Mitchell 1 leverages UWF to improve customer and agent engagement

"With the flexibility that UWF affords us, today we're better than we were yesterday and tomorrow we'll be better than we are today."

- Ben Wahlquist,
Telephony System Analyst,
Mitchell 1

Our Solution

Mitchell 1 chose Upstream Works for Finesse (UWF) for its phone and email capabilities. A web-based application within Cisco Finesse, it provides agents with one workspace for managing all customer communications and interactions. Wahlquist explained the capabilities of UWF that appealed most to Mitchell 1: "UWF would allow us to do a lot more on the agent and supervisor side in terms of being able to distribute tasks and be able to react a lot more dynamically. Now supervisors can easily manage their agents and make skill adjustments in response to what's happening at any given moment, and that's really cool." With its many business units (Customer Accounts, Product Content Support, Tech Support, Marketing Services, Inside Sales, Accounts Receivable) it was important to Mitchell 1 that they be able to tweak each department's desktop to have its own relevant reason codes, so that they could really understand the inquiries each was receiving and do specialized reporting. "Visibility is a powerful thing", said Wahlquist. "Being able to measure the number

of calls coming in, where agents are spending more time, why are customers reaching out – this kind of data gets us a lot farther than relying on subjective agent feedback or best guesses."

Beyond gaining insights into customer activity through accurate, thorough reporting, Mitchell 1 derives further benefits at the agent level too. By leveraging tools such as transferring and Personal Agent Routing, they're able to offer a more informed, personalized experience to their customers. "Overall we've been able to give our customers a better and better experience," remarks Wahlquist. "Several years ago, what was our standard service level is now something that would be a really bad day for us. We're better at handling calls today because we have the tools to really understand them."

Wahlquist elaborates that the benefits go beyond service levels in the contact center: "By capturing customer input through reason codes, we've created a feedback loop with our product team, which allows us, as an organization, to continually enhance our products".



When asked what it was like to work with Upstream Works as a vendor, Wahlquist says "Upstream Works is one of my favorite vendors to work with. They're always interested in what we have to say, and always there to help us out when we have a problem that needs a solution. The team is adaptable, eager to listen, and ready to do the extra work – and that's when they really shine."

The Difference

Since implementing the UWF solution, Mitchell 1 has expanded and refined how they use the system, ensuring that it continues to grow and adapt to their needs. They are now able, as an organization, to have cohesive conversations with a customer with full visibility to all stages of the customer journey. They're also able to get more data on conversations, enabling them to react to them, learn from them, and adapt accordingly. "We've definitely been calibrating since day one. With the flexibility that UWF affords us, today we're better than we were yesterday and tomorrow we'll be better than we are today."

What's Next

Mitchell 1 has rolled out UWF email capabilities to its larger business groups, and the plan is to continue bringing other departments online as it continues to evolve its service offerings. "The next big thing will be enhancing that customer conversation, levelling up email and getting better visibility into those activities," says Wahlquist. A CRM integration is in the works, and Mitchell 1 is also evaluating other channel options as they continue to grow their customer experience capabilities. Mitchell 1 continues to seek out new ways to wow their customers, and Upstream Works is there to help them every step of the way.

Change the Conversation
with Upstream Works for Finesse.

Let us show you what's in it for you.

Contact us for a demo:
partners@upstreamworks.com

About Mitchell 1

Headquartered in Poway, California, Mitchell 1 has provided quality repair information solutions to the motor vehicle industry for 100 years. The Mitchell 1 family of products includes a complete line of integrated software solutions to help auto, medium and heavy truck professionals improve productivity and profitability. Mitchell 1 is a recipient of the ASE Blue Seal of Excellence award. For more information on Mitchell 1 visit www.mitchell1.com

About Upstream Works Software

Upstream Works provides best-in-class Omnichannel Contact Center software for the Cisco Collaboration Platform to increase customer engagement and agent success. We bring the customer journey together across all channels, interactions and applications with seamless integration and management simplicity. For over 15 years, organizations around the world and across industries have benefited from Upstream Works' experience and expertise, gaining operational efficiency and transforming the connected customer experience.



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