

Effects of 2020 Pandemic Shapes Outsourcing and Technology Investments for 2021

NCGS°

to Work From Homes and Changing Consumer Behaviors Amid Stay-At-Home Orders

For the sixth year, CGS surveyed more than 200 business leaders and

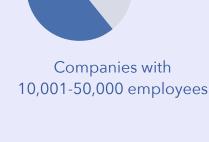
Survey Reveals Challenges: Moving Contact Centers

decision makers representing IT, operations, finance and customer service departments across 30 industries including: Technology and Software; Financial Services; Agriculture; Hospitals and Healthcare Providers; Food and Beverage; and Consumer and Commercial Services. We asked about the biggest challenges they faced from COVID-19, how that has impacted outsourcing decisions and technology investments as well as their goals moving into 2021. Here's a sneak peek at what your peers have shared:

Planning to Increase Their Use of Outsourcing or Outsource for the First Time in 2021



40.7%



Companies with 50,000+ employees

42.9%

Heading into 2021

Organizations of all sizes (average)

1

Top 3 Challenges Companies Experienced

From COVID-19 Disruption in 2020



IT/technology problems inhibiting

ability to work from home



Percentage of Contact Center Seats That Are Now Work From Home vs. End of 2019

Heading into 2020

25%

2.8% **10-24%**

0-9%



6.7%

41.0% Reduce costs/more predictable costs

41.0% Improve customer experience

37.1% Improve work from home capability and security

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more consistent delivery

Better handle transaction variability/ uncertainty due to COVID-19 effects

Standardize processes to improve efficiency/

Top Areas For Increased Investments in Contact Centers



34.3%

30.5%



Immersive/virtual e-learning, training and coaching for agent





Download the full report for a deeper dive into how the COVID-19 crisis has been a catalyst for change in the contact center and customer service industry and how it is transforming not only technology but how contact centers fundamentally work

About CGS: With optimized call center resources to serve global clients, CGS offers a unique hybrid approach through

automation and live agents in its contact centers located in North America, South America, Europe, Asia and the Middle East. Its Al-enriched chatbot and RPA technologies complement the customer support services provided by thousands of multilingual call center agents. CGS supports many of the world's industry-leading global brands from retail, hospitality, healthcare, technology, and telecom. The company's innovative, scalable and flexible business process outsourcing (BPO) solutions include technical and customer support, telesales, channel enablement and back-office support.

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