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**Customer contact centres —**

Part 1:  
**Requirements for customer contact  
centres**

*Centres de contact clients —*

*Partie 1: Exigences relatives aux centres de contact clients*

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## Foreword

ISO (the International Organization for Standardization) is a worldwide federation of national standards bodies (ISO member bodies). The work of preparing International Standards is normally carried out through ISO technical committees. Each member body interested in a subject for which a technical committee has been established has the right to be represented on that committee. International organizations, governmental and non-governmental, in liaison with ISO, also take part in the work. ISO collaborates closely with the International Electrotechnical Commission (IEC) on all matters of electrotechnical standardization.

The procedures used to develop this document and those intended for its further maintenance are described in the ISO/IEC Directives, Part 1. In particular the different approval criteria needed for the different types of ISO documents should be noted. This document was drafted in accordance with the editorial rules of the ISO/IEC Directives, Part 2 (see [www.iso.org/directives](http://www.iso.org/directives)).

Attention is drawn to the possibility that some of the elements of this document may be the subject of patent rights. ISO shall not be held responsible for identifying any or all such patent rights. Details of any patent rights identified during the development of the document will be in the Introduction and/or on the ISO list of patent declarations received (see [www.iso.org/patents](http://www.iso.org/patents)).

Any trade name used in this document is information given for the convenience of users and does not constitute an endorsement.

For an explanation on the voluntary nature of standards, the meaning of ISO specific terms and expressions related to conformity assessment, as well as information about ISO's adherence to the World Trade Organization (WTO) principles in the Technical Barriers to Trade (TBT) see the following URL: [www.iso.org/iso/foreword.html](http://www.iso.org/iso/foreword.html)

This document was prepared by ISO/PC 273, *Customer contact centres*.

A list of all the parts of ISO 18295 can be found on the ISO website.

## Introduction

The ongoing success and development of any organization relies on its understanding of the expectation levels and perceptions of its customers. The results of specific consumer research by ISO's Consumer Policy Committee (COPOLCO) prompted an initial request to member bodies to assess the interest in a customer-focused contact centres standard.

Service standards are an important element of service management excellence; they help clarify expectations for clients and employees, enable performance management, and support client and customer satisfaction. This document specifies requirements and gives guidance for in-house (captive) contact centres and outsourced contact centres (third party providers). It is intended to be used for any customer interaction with a customer contact centre (CCC).

Implementation of this document and ISO 18295-2 can create value for the customer, the client, the employee and the CCC, improving the robustness and efficiency of the service and the client/CCC relationship, therefore enabling the CCC to deliver a higher level of customer experience on behalf of the client.

ISO 18295 comprises two parts (see [Figure 1](#)).

This document specifies requirements for customer contact centres (CCC) which are either in-house or managed by an outsourcer. It deals with certain aspects of products and services which remain the responsibility of the client organization, rather than the CCC.

ISO 18295-2 specifies requirements for the client organization that mandates the CCC (in-house CCC and/or the outsourcer). A CCC is not responsible for certain aspects of products and services which remain the responsibility of the client organization.

ISO 18295-2 aims to ensure that customer expectations are consistently met through the provision and management of appropriate arrangements with CCCs meeting the requirements of this document.

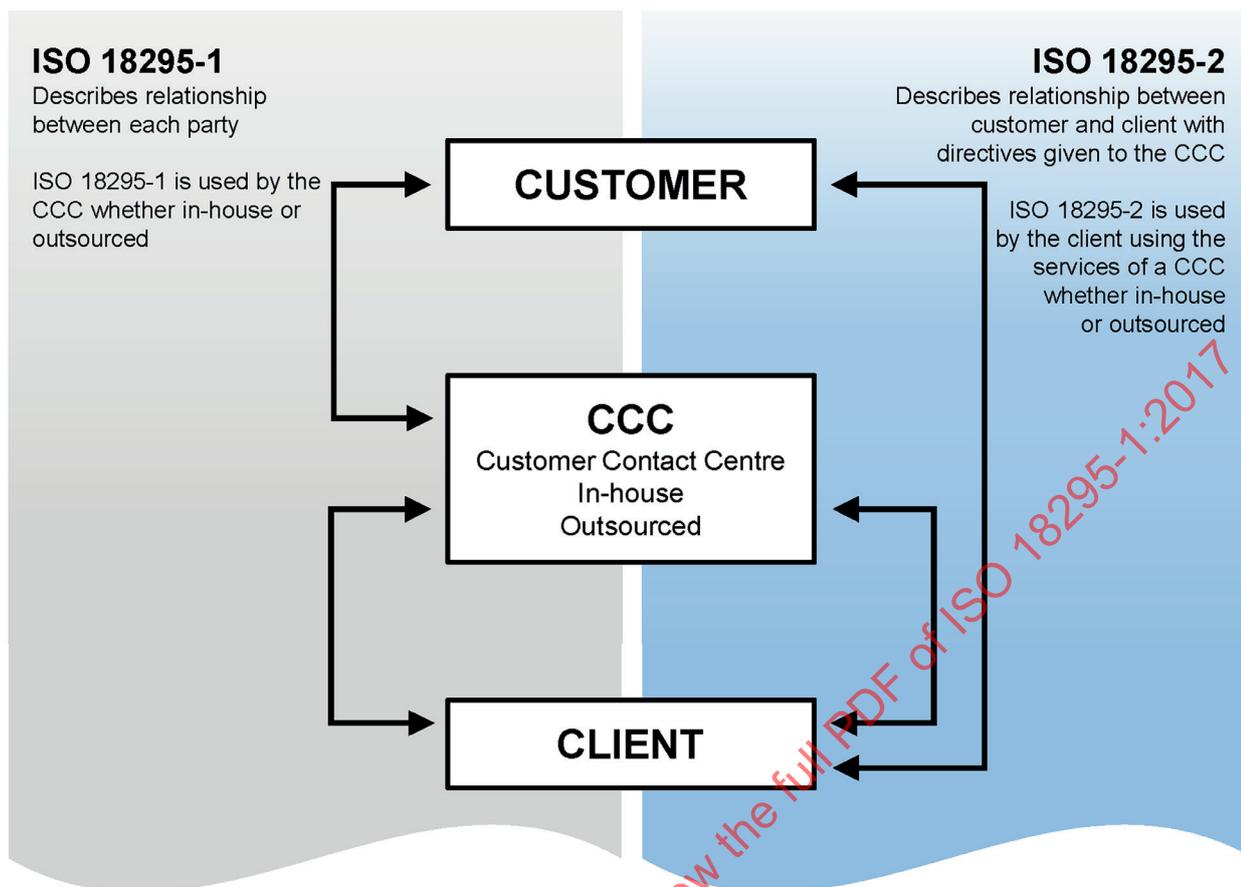


Figure 1 — Relationship between ISO 18295-1 and ISO 18295-2

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# Customer contact centres —

## Part 1: Requirements for customer contact centres

### 1 Scope

This document specifies service requirements for customer contact centres (CCC). It specifies a framework for any CCC that aims to assist in providing clients and customers with services that continuously and proactively meet or exceed their needs.

This document is applicable to both in-house (captive) and outsourced (third party operator) CCCs of all sizes, across all sectors and all interaction channels, including inbound and outbound. It specifies performance metrics (KPIs) as and where required.

### 2 Normative references

There are no normative references in this document.

### 3 Terms and definitions

For the purposes of this document the following terms and definitions apply.

ISO and IEC maintain terminological databases for use in standardization at the following addresses:

- ISO Online browsing platform: available at <http://www.iso.org/obp>
- IEC Electropedia: available at <http://www.electropedia.org/>

#### 3.1

##### **agent**

CCC staff member who handles customer contacts

#### 3.2

##### **accessibility**

usability of a product, service, environment or facility by people with the widest range of capabilities

#### 3.3

##### **campaign**

set of custom-designed initiatives (interactions and activities) that target prospective or existing customers (or both) for desired outcomes

#### 3.4

##### **channel**

means by which a customer is able to interact with a CCC

EXAMPLE Web-chat, e-mail, voice.

#### 3.5

##### **client**

organization which commissions the CCC to deliver customer interactions on its behalf

Note 1 to entry: A client can be part of the same organization as the CCC as well as an organization that outsources part or all of its CCC activities.

**3.6**

**customer contact centre**

**CCC**

in-house or outsourced organization which provides customer contact services, on behalf of a client organization, to their customers

**3.7**

**customer**

organization or person that receives a product or service

Note 1 to entry: A customer can be internal or external to the organization, existing or potential, e.g. consumer, end user, beneficiary or purchaser.

**3.8**

**complaint**

expression of dissatisfaction made to an organization, related to its products or service, or the complaints-handling process itself, where a response or resolution is explicitly or implicitly expected

[SOURCE: ISO 10002:2014, 3.2, modified]

Note 1 to entry: In this document complaints are related to CCC interactions and client product(s)/service(s).

**3.9**

**inbound**

<contact with the CCC> initiated by a customer

**3.10**

**outbound**

<contact with a customer> initiated by the CCC

**4 Customer relationship requirements**

**4.1 General**

Customers who interact with a CCC have a variety of needs. The CCC shall, on behalf of the client, deliver positive customer experiences which meet their customers' needs.

The CCC shall ensure that it is accessible, reliable and responsive to customer needs and that it handles all customer interactions consistently across its available communication channels.

**4.2 Communication of information to customers**

The CCC shall ensure that all information it provides to customers is accurate, relevant and easily understood. When communicating with customers, the CCC shall take into account and act appropriately in response to customers' communication needs, for example language, literacy and impairments. The CCC should consider where and in what format it presents information.

When the CCC cannot immediately resolve a query it shall provide the customer with appropriate information, for example:

- a) the estimated time-frame for a response/resolution;
- b) the department/role/function that will be responsible for response/resolution;
- c) regular status updates;
- d) an amended time-frame and action plan when delays are incurred.

### 4.3 Measuring and monitoring of customer experience

The CCC shall take action to understand the experience customers have when interacting with the CCC.

This should include overall customer satisfaction and satisfaction with how the agent handled their interaction. The CCC should ensure it understands the key reasons for these results.

The CCC can use a variety of methods to understand and monitor this, including:

- a) the CCC's quality evaluation;
- b) employee feedback;
- c) customer feedback;
- d) speech analytics;
- e) complaints analysis;
- f) social networks feedback;
- g) customer recommendations.

The CCC shall agree with the client before undertaking any direct customer contact to gather their feedback.

NOTE Guidance on monitoring and measuring can be found in ISO 10004.

### 4.4 Complaints handling

The CCC shall establish an effective and efficient process for handling complaints about the CCC and about client-related product(s)/service(s).

The CCC and the client shall agree the conditions under which the complaints handling process is to be applied.

The CCC shall provide customers with clear and readily available information about where and how to complain, and about how complaints are handled.

The CCC shall acknowledge all complaints. The CCC shall ensure that all complaints, as defined by the CCC and the client, are:

- a) logged and categorized correctly;
- b) investigated and acted on within the set resolution time-frames, which are communicated at regular intervals;
- c) escalated, when necessary, within the set time-frames;
- d) closed with appropriate feedback provided to the customer on the resolution and outcome achieved.

The CCC shall use information from complaints to improve service delivery.

NOTE Guidance on complaints handling can be found in ISO 10002.

### 4.5 Customer protection

The CCC shall ensure that the identity of the client is made clear in each interaction (unless the identity of the client could influence the purpose of the interaction e.g. market research).

The CCC shall ensure that agents only share confidential information with the correct customer.

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The CCC shall proactively provide customers with clear information about any increased charges they could incur when interacting with the CCC. The CCC shall not conceal any charges.

The CCC shall ensure it deals with all customers ethically. It shall provide clear information about any financial, legal and contractual implications of decisions customers make related to interactions with the CCC.

The CCC shall not use pressure selling tactics and shall not exploit customers. It shall not disguise sales/marketing interactions as market research.

The CCC shall protect the privacy of customers, their information and data.

The CCC shall ensure that for outbound interactions:

- a) it follows national or local 'do not contact' rules and legislation and any opt-out requests;
- b) it advises the client to remove the customer details from the database when a customer requests to be removed from the database;
- c) it minimizes abandoned contacts by a dialler;
- d) the correct customer has been contacted and gives them an option to continue the interaction;
- e) it gives the purpose of the contact at the beginning of the interaction;
- f) it terminates a contact the customer does not want, and does not contact the customer again;
- g) it makes telephone contacts within nationally accepted time-frames, except where the customer has requested a different contact time (within agreed operating hours).

Waiting times/queueing should be free of charge for the customer.

## 5 Customer-focused leadership

### 5.1 General

The CCC leadership shall take overall responsibility for implementing the requirements of this document and the customer experience strategy of the client. It shall establish customer-focused strategies that will result in positive experiences for customers when they interact with the CCC.

### 5.2 Customer experience design and delivery

The CCC leadership shall, in consultation with the client, determine the desired customer experience to be delivered by the CCC. The CCC leadership is responsible for delivering the desired experience through the CCC.

The CCC leadership and the client shall agree relevant performance measures for the CCC to monitor its performance and support it in delivering the desired customer experience (see [Annex A](#)). It shall agree with the client review frequencies for these measures.

### 5.3 Employee satisfaction/engagement

Employee satisfaction/engagement directly impacts customer satisfaction, therefore the CCC leadership shall create a working environment which encourages high levels of employee engagement. The CCC shall equip its employees with the skills and resources needed to deliver the desired customer experience.

The CCC shall integrate employee engagement in relevant CCC activities. It shall periodically measure employee satisfaction/engagement to understand employee needs and take action to improve as necessary. This shall focus on:

- a) overall employee satisfaction/engagement (see [A.2](#), metric 9);
- b) agent experience in handling customer interactions.

## 6 Human resources

### 6.1 General

The CCC shall provide and schedule the right staff with the right competencies at the right time across interaction channels to fulfil the requirements defined with the client. It shall also provide a suitable work environment (see [8.4](#)) in order to deliver the desired customer experience.

### 6.2 Functions

The CCC shall specify the requirements for all role functions. It shall ensure that all employees understand the performance requirements of their role.

The CCC shall be supported by the following functions and shall ensure that those who deliver these functions are competent to do so:

- a) leadership;
- b) human resource activities (recruitment, retention, employee satisfaction / engagement, well-being etc.);
- c) skills development;
- d) support systems - information, communication and technology management etc.;
- e) quality assurance;
- f) CCC operations management;
- g) client relationship management;
- h) compliance - knowledge of relevant legislation and regulation, including customer rights and data protection;
- i) capacity management - workforce planning, scheduling and monitoring;
- j) CCC management information systems and reporting;
- k) subject matter expertise related to the CCC service offering;
- l) product/service knowledge and content management.

### 6.3 Agent competencies

#### 6.3.1 General

The CCC shall ensure that agents are only assigned to deal with interaction types for which they are suitably competent.

The CCC shall ensure that agents have the following competencies and behaviour and have an understanding of the performance requirements of their role in order to handle customer interactions.

### **6.3.2 Communication and customer service competencies**

The CCC shall ensure that agents have the following communication and customer service competencies:

- a) customer-focused attitude;
- b) listening, communication and comprehension skills;
- c) adaptability in handling different situations and customers, including vulnerable customers;
- d) goal-orientated attitude;
- e) problem solving skills;
- f) business-writing skills, where applicable.

### **6.3.3 Technical competencies**

The CCC shall ensure that agents have the following technical competencies:

- a) systems and technical knowledge;
- b) data capture skills;
- c) CCC-specific process knowledge and skills.

### **6.3.4 Client-specific competencies**

The CCC shall ensure, together with the client, that agents are competent to fulfil the tasks incurred by the client's mandate and to meet customer experience objectives related to it. This shall include at least the following:

- a) product/service and brand knowledge;
- b) knowledge of and skills to handle the customer related processes;
- c) appropriate language skills;
- d) relevant knowledge of the regulations and legal requirements.

## **6.4 Skills development**

The CCC shall review the competencies of agents at least annually. It shall provide agents who are identified as being not fully competent with the appropriate skills development and learning interventions to address skill gaps.

The CCC shall provide all agents with continuous development so they are well equipped to deliver the expected customer experience and to meet the required competencies.

## **6.5 Communication of information to employees**

The CCC shall ensure that all relevant employees are informed of the information they need so they can deal with customers as required. It shall ensure employees understand this information.

It shall ensure this information is:

- a) readily accessible;
- b) delivered in a timely and effective manner;
- c) consistent;

- d) communicated using appropriate methods across all CCC locations;
- e) up to date with only authorized information.

## 7 Operational processes

### 7.1 General

The CCC shall put in place operational and support processes to enable it to deliver the desired customer experience and the requirements of the client.

### 7.2 Customer-related processes

The CCC shall, in agreement with the client, define the processes required to handle customer interactions and deliver the desired customer experience.

It shall design, document and implement the following processes:

- a) customer interaction handling;
- b) escalation;
- c) complaints handling;
- d) service recovery;
- e) customer data and information handling.

### 7.3 Workforce planning

The CCC shall have a forecast and scheduling process in order to deal with customer demands in a timely manner. The process shall be agreed with the client.

The CCC shall base its staffing requirements on the forecasted capacity planning and required competencies so it can deliver the requirements agreed with the client.

The CCC shall have plans in place to deal with unexpected peaks of workload or lower than forecast agent availability.

### 7.4 Quality assurance related to customer interactions

The CCC shall establish a quality assurance process to control and improve customer interactions. It shall take client requirements into account when designing this process. The process shall include measuring, monitoring, evaluating and action-planning.

The CCC shall measure and monitor customer interactions for all channels and service types. This shall include:

- a) adherence to customer-related processes;
- b) accuracy of data capture;
- c) ability to resolve customer interactions effectively and efficiently;
- d) agent competencies as defined in [6.3](#).

The CCC shall ensure consistent assessment of service quality. It shall evaluate the results and take appropriate action to improve customer experience and ensure it delivers the client's requirements.

## 8 Service delivery infrastructure

### 8.1 General

The CCC shall provide infrastructure to meet the mandate of the client and customers' expectations.

### 8.2 Handling customer interactions

The CCC shall have the appropriate resources/systems (e.g. hardware, software, web-based) for handling customer interactions. This shall include the following features:

- a) interaction history to capture and retain records of customer interactions;
- b) interaction details, which are easily accessible and available to agents;
- c) access to relevant data and information to enable agents to deal with customers effectively;
- d) data reporting for the CCC customer contact-specific activities.

### 8.3 Customer data

The CCC shall handle, store and retrieve customer data in a secure, access-controlled and monitored environment.

The CCC shall keep customer data private and only share them with authorized parties. It shall delete data that are no longer required.

### 8.4 Work environment

The CCC shall provide a suitable work environment, taking into account factors including ergonomics, noise, room size, seating layout and use of technology.

NOTE See ISO 9241 (all parts).

### 8.5 Continuation of service

The CCC shall ensure continuity of service, according to the terms it agrees with the client.

If services are interrupted, the CCC shall inform the client and, where possible:

- a) inform customers;
- b) provide alternative contact channels;
- c) advise when the service will be reinstated.

## 9 Client relationship

The CCC shall ensure that it delivers a consistently high level of service to customers, which meets the customer experience strategy of the client.

The CCC shall ensure that the terms of the service are specified with the client, indicating designated responsibilities.

NOTE 1 A Service Level Agreement (SLA) can be used for this purpose; see [Annex B](#) for guidelines.

The CCC shall monitor performance against the performance measures agreed with the client. It shall analyse any deviations from the target in order to discover the cause, and shall take relevant corrective actions. It shall report deviations and the action taken to the client.

NOTE 2 See [Annex A](#).

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## Annex A (informative)

### Metrics — Guidelines

#### A.1 General

The CCC should monitor performance against the metrics (KPIs) specified in this annex to identify continuous improvement initiatives.

These metrics may be measured by the CCC or the client.

All metrics should be measured at determined intervals, e.g. 15 min, 30 min, hourly, daily, weekly, monthly, annually.

Metrics should be measured across all applicable interaction channels.

All reporting is done across both inbound and outbound unless otherwise specified.

A level of confidence should be ensured where either a statistically relevant sample or an entire population base is engaged. This should be agreed with the client.

NOTE See ISO 2859-1.

#### A.2 Metrics

##### 1. Customer experience (CX)

**Definition/Formula:** Customer's perception of the degree to which their requirements have been fulfilled. Any direct contact with the customer to gather their feedback needs to be agreed with the client. There are numerous methods by which to measure CX, e.g. customer satisfaction, voice of the customer, customer effort score, sentiment analysis, social media data collection, customer feedback, speech analytics, complaints analysis, social networks feedback, customer recommendations.

**Recommended best practice:** Use more than one method to measure.

**Recommended:** Client and CCC specific.

**Recommended reporting:** Inbound and outbound interaction, by Client, Business unit, Campaign, Channel, specific to the CCC.

##### 2. Customer interaction quality

**Definition/Formula:** Customer interaction quality has two measurement areas to consider: factual accuracy and interaction handling.

###### 2.1 Factual accuracy

**Definition/Formula:** The accuracy/completeness of information provided to the customer and the necessary tasks or steps to close the interaction according to process/procedure. The percentage of transactions monitored that have achieved the client-specific factual accuracy target.

**Recommended best practice/targets:** Greater than 95 % compliance against factual accuracy criteria that are client-specific based.

## 2.2 Interaction handling

**Definition/Formula:** Measuring the customer interaction approach of the agent to achieve the required customer experience taking into account, for example, empathy, politeness, listening skills, attention to the individual, and appropriate response to the customer's needs.

**Recommended best practice/targets:** Minimum 85 % compliance against interaction quality accuracy criteria that are client-specific based.

To ensure a high quality output level from the CCC, each agent should be assessed using pre-determined criteria and an unbiased sample agreed between the client and the CCC.

All assessments should be conducted against set quality measurement criteria that are defined as two separate measurements for both factual accuracy and interaction handling.

In order for assessments to be objective, calibration sessions shall take place around results using the calibration variance as the measurement criteria to determine objectivity and alignment on scoring.

**Recommended measurement frequency:** Unbiased sample monthly.

**Recommended reporting:** By campaign, by team, by agent for each interaction type.

### 3. First contact resolution (FCR)

**Definition/Formula:** Percentage of interactions resolved in the first contact from a customer's perspective over a representative sample.

**Recommended:** Client to specify target, dependent on process.

**Recommended reporting:** Inbound interactions, by client, business unit, campaign, agent.

### 4. Service level (SL)

**Definition/Formula:** Total interactions offered that are answered/responded to by an agent before the threshold time, divided by total interactions offered. No exclusions to be factored in such as abandoned contacts under threshold. A measure to indicate the speed of service for interactions based on the customer's waiting tolerance.

**Recommended:** Client to specify target.

**Recommended reporting:** Inbound interactions that are handled real-time (average speed of answer / response), by CCC, campaign or interaction channel / service line.

### 5. Abandonment rate

**Definition/Formula:** Percentage of all interactions that are dropped by a customer prior to an agent responding.

**Recommended:** Client to specify target.

**Recommended reporting:** Real-time inbound interactions, by CCC, campaign, service line, interaction channel / service line.

### 6. Aborted call rate

**Definition/Formula:** Percentage of all interactions that are aborted by the dialler or customer prior to being connected to an agent.

**Recommended:** Client to specify target.

**Recommended reporting:** Outbound interactions, and CCC, campaign, service line, interaction channel.

7. Repeat contact ratio

**Definition/Formula:** Ratio of repeat customer interactions for the one and the same query divided by total number of interactions received in a given period of time (intervals). All repeat contacts should be tracked to assess the ratio of repeat contacts.

**Recommended:** Client to specify target.

**Recommended reporting:** Inbound interactions, by campaign, service line, interaction channel.

8. Complaint ratio

**Definition/Formula:** The volume of complaints as a percentage of total customer interactions.

**Recommended:** CCC to specify target.

**Recommended reporting:** Inbound and outbound interaction, by agent, campaign, service line, interaction channel, CCC.

9. Employee satisfaction/Engagement (ESE)

**Definition/Formula:** Employee satisfaction/engagement measures the employee's perception of how engaged or satisfied they are with the CCC. There are numerous methods by which to measure ESE, e.g. staff satisfaction, employee effort, employee surveys.

**Recommended best practice/target:** CCC to specify target, use more than one method to measure.

**Recommended reporting:** By CCC, business unit.

10. Client satisfaction

**Definition/Formula:** Client perception of the degree to which their requirements have been fulfilled by the CCC. There are numerous methods by which to measure client satisfaction e.g. surveys, quarterly reviews, client complaints review.

**Recommended:** CCC to specify target.

**Recommended reporting:** By client, business unit.

11. Average handling time (AHT)

**Definition/Formula:** Total time spent by an agent handling the customer interaction including hold time and after interaction work (AIW), divided by the number of contacts handled.

**Recommended best practice:** This metric should be aligned with the documented and tested average customer process handling time per interaction type.

**Recommended reporting:** CCC, by business unit, service line/interaction channel specific.

12. Agent occupancy

**Definition/Formula:** Total interaction time plus after interaction work time, divided by total available plus interaction time plus after interaction work time.

**Recommended:** CCC to specify target.

**Recommended reporting:** By campaign, service line/interaction channel, team, agent.

13. Absenteeism

**Definition/Formula:** Percentage of unplanned absence against the schedule.

**Recommended:** CCC to specify target.

**Recommended reporting:** By CCC, campaign, service line/interaction channel, team, agent.

14. Attrition

**Definition/Formula:** Percentage of total number of agents exiting the CCC divided by total number of agents.

NOTE All agents who exit the CCC whether internally (e.g. being promoted) or exit externally by choice or not.

**Recommended:** CCC to specify target.

**Recommended reporting:** By CCC, annualized basis, reported monthly.

15. Forecast accuracy

**Definition/Formula:** Percentage difference between the actual interaction arrival and the interaction arrival forecast.

**Recommended best practice/targets:** Maximum 5 % variance above or below forecast, calculated per 30 min interval.

**Recommended reporting:** By campaign, service line/interaction channel, interaction types, per interval.

16. Schedule accuracy

**Definition/Formula:** Percentage difference between the actual required agents and the scheduled agents.

**Recommended best practice/targets:** Maximum 5 % variance above or below schedule.

**Recommended reporting:** By campaign, service line/interaction channel, by interaction types, per interval.

17. Schedule adherence

**Definition/Formula:** Expressed as a percentage of actual workforce adherence against scheduled.

**Recommended:** CCC to specify target.

**Recommended reporting:** By campaigns, service line/interaction channel, interaction types.

18. Contact back on time

**Definition/Formula:** Percentage of interactions made on time in response to a customer request/instruction (scheduled).

**Recommended:** Client to specify target.

**Recommended reporting:** By campaign, team, agent.

19. Opt-out rate

**Definition/Formula:** Percentage of prospect/customer records requesting the 'Do not contact' option against successful contacts (right party contacts).

**Recommended:** No target

**Recommended reporting:** Outbound interactions, campaign, service line/interaction channel.

20. Contactability (right party contact)

**Definition/Formula:** Percentage of customers that were successfully contacted against unique customer records.