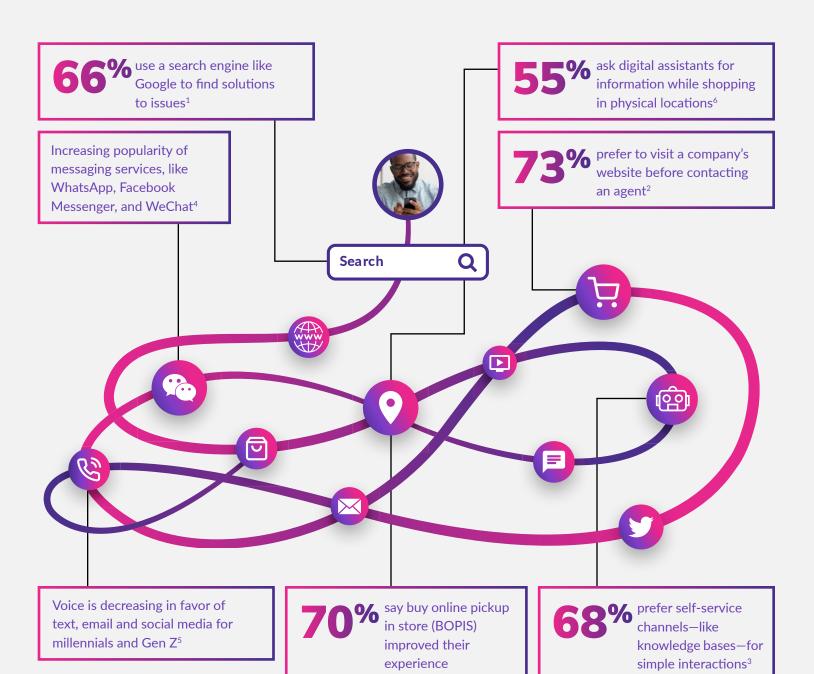
# **Customer journey map:** The new digital-first CX

### The linear, predictable customer journey is obsolete.

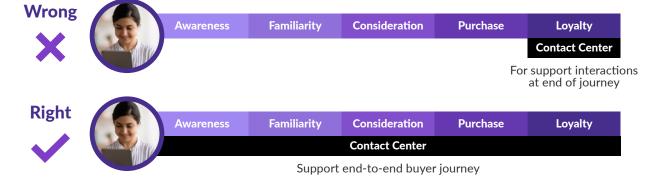
Today's customer journeys begin with web search, and long before they initiate contact with an agent, they're self-serving their needs via the web and your digital—and physical—channels.



### From the digital front door across the entire journey.

full journey-not just one touchpoint.

The contact center is the hub that enables exceptional customer experience throughout the



#### today's 7 customer expectations? Today's consumers have an abundance of choice in a borderless and boundless digital landscape.

They're increasingly impatient with brands that don't deliver on their expectations:

Does your experience meet



#### outcomes than ever before. Accommodating messy end-to-end journeys and customer expectations determines if businesses survive or thrive:

will walk away from your say good service makes them more business if you can't deliver<sup>14</sup> likely to make another purchase<sup>15</sup>

Contact centers have the power to create lasting customer relationships and can drive larger business



Cultivating a

future-proof customer

## **Transform every** experience throughout

the entire journey Make better sense of today's new reality and future-proof for

tomorrow. Leading CX experts will help you understand and integrate changing digital-first customer preferences to build

**Get your copy** 

relationships that last.

<sup>2</sup> Accenture: Next Generation Customer Service (2019)

- <sup>1</sup> Accenture: Next Generation Customer Service (2019)

extraordinary customer experiences while meeting key business metrics. Featuring

<sup>4</sup> Statista: Mobile messenger apps - Statistics and Facts (2019) <sup>5</sup> NICE: CXone Transformation Benchmark, Consumer Wave (2020)

<sup>3</sup> Salesforce: State of the Connected Customer - Third Edition (2019)

- <sup>6</sup> Futurum Research/SAS: Experience 2030: Pulse Report (2020) <sup>7</sup> National Retail Federation: NRF's Winter 2020 Consumer View (2020)
- <sup>8</sup> Deloitte: 2020 Update: A promise of growth and a path of complexity (2020)
- <sup>10</sup> Salesforce: State of Service, 4th Edition (2020)

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<sup>11</sup> Salesforce: Trends in integrated customer experience (2020) <sup>12</sup> Salesforce: State of the Connected Customer, 4th Edition (2020)

9 Accenture: Growth: It Comes Down to Experience (2021)

- <sup>13</sup> NICE CXone: Customer Experience (CX) Transformation Benchmark (2020)
- <sup>15</sup> Salesforce: State of the Connected Customer, 4th Edition (2020)

<sup>14</sup> PWC: Experience is Everything: Here's How to Get it Right (2018)

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NICE CXON

the world's #1 cloud native customer experience platform, CXone, we're a worldwide leader in Al-powered contact center software. Over 25,000 organizations in more than 150 countries, including over 85 of the Fortune 100 companies, partner with NICE to transform—and elevate—every customer interaction.

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