Lexalytics for Voice of Customer & Customer Experience Management

People are talking. We help you hear and understand them.

Great customer experiences add 4-8% revenue, 6-14x higher lifetime value and up to 55% greater retention. Meanwhile, gaining a new customer costs 5-8x more than retaining an existing one. To improve customer experiences, Voice of Customer (VoC) programs draw on customer reviews, comments, tweets, free-text survey responses, support chat logs and call transcripts. But manual analysis is labor-intensive and expensive. Lexalytics uses machine learning and natural language processing (NLP) to unlock this value faster and for less cost. Our Voice of Customer solutions transform your unstructured customer feedback into structured data and useful insights at scale. We help you understand how people perceive and interact with your brands, products, and services, so you can make better decisions and recommendations across your company.

Voice of Customer Analytics

GATHER
Upload all of your customer feedback data directly into our platform or connect to a third-party firehose: social media comments, free-text survey responses, reviews, support tickets, call logs, chat transcripts and more.

PROCESS
Configure and run NLP analyses tuned to your industry’s language, no coding or engineering experience needed. Build custom dashboards in our analytics platform, work in Microsoft Excel, or export to your preferred BI tool.

ANALYZE
See what people are talking about, how they feel and why they feel that way. Tell powerful stories that show how customers interact with your products and services, and how your company should allocate resources.

ACT
Identify and explain common topics, trends and patterns. Trace root causes and find supporting data. Understand the factors driving customer churn and affecting their loyalty. Make clear, compelling recommendations to engineering, marketing, and support teams.

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2. http://www.hotelnewsnow.com/Articles/11472/10-tips-for-retaining-loyal-guests
Why Lexalytics for VoC Analytics?

**POWER**
Lexalytics extracts more data from each document than any other provider: topics, categories, themes, entities, intentions and summaries, all with multi-layered sentiment scores.

**COST**
Compared with open source and traditional VoC analytics, our solutions require less technical expertise, have more and stronger NLP features, scale more efficiently and come with full support and services.

**CONFIGURABILITY**
Use our graphical configuration tools to define custom entities, create query topics, build category taxonomies and more. Or use our pre-built Industry Packs for instant improvements.

**SECURITY**
More data is falling under regulatory review and privacy requirements. You can deploy your Lexalytics solution within any combination of private, public and hybrid cloud infrastructure. We’ll help you meet your legal obligations to keep your data safe and secure.

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**INDUSTRY PACKS: VOICE OF CUSTOMER**
Pre-built configuration sets for Salience, Semantria and the Lexalytics Intelligence Platform. Up to 10% increase in accuracy and precision for sentiment, topics and entities with minimal labor. Available for Hotel, Restaurant, Airline, e-Commerce and Pharmaceutical industries.

lexalytics.com/technology/industry-packs

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**CASE STUDY**
VOZIQ helps contact and call centers reduce customer churn 2x faster and increase retention by 10%.

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**Figure 2** | Sentiment topics polarity graph visualization of airline customer reviews

**Figure 3** | Area graph visualization measuring hotel customer reviews of sentiment and volume over time for topic “Attitude”