

August 17, 2023

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Mr. Ivan D. Butts President National Association of Postal Supervisors 1727 King St. STE 400 Alexandria, VA 22314-2753

Certified Mail Tracking Number: 7020 3160 0002 0327 8478

Dear Ivan:

This letter is in further reference to the notice dated July 11 (enclosed), regarding the Customer 360 (C360) application and the Postal Service's plan to update the application with an additional display screen through a Computer Telephony Integration (CTI) enhancement.

When a customer calls the 1-800-ASK-USPS helpdesk number, the CTI enhancement will take information provided through the Interactive Voice Response (IVR) system, including the inquiry type, and display it on the agent's computer. The information will assist the agent in knowing how best to respond to the caller. The agent will then be provided several response options to select from based on the information provided by the customer.

The CTI enhancement will initially be tested on the call type, Hold Mail. The testing originally planned to begin on July 28 was delayed and is scheduled to being on August 24. The test is anticipated to last two months.

Enclosed is the following training material:

Computer Telephony Integration (CTI) Enhancements and C360 Training

Please contact Dion Mealy at 202-507-0193 if you have any questions concerning this matter.

Sincerely,

Shannon R. Richardson

Director

Contract Administration (APWU)

Enclosures



July 11, 2023

Mr. Ivan D. Butts President National Association of Postal Supervisors 1727 King St., STE 400 Alexandria, VA 22314-2753

Certified Mail Tracking Number: 7020 3160 0002 0327 5910

Dear Ivan:

This letter is in further reference to the notice dated July 7, 2022 (enclosed), regarding the Customer 360 (C360) application. The Postal Service plans to update the application with an additional display screen through a Computer Telephony Integration (CTI) enhancement.

When a customer calls the 1-800-ASK-USPS helpdesk number, the CTI enhancement will take information provided through the Interactive Voice Response (IVR) system, including the inquiry type, and display it on the agent's computer. The information will assist the agent in knowing how best to respond to the caller. The agent will then be provided several response options to select from based on the information provided by the customer.

The CTI enhancement will initially be tested on the call type, Hold Mail. A group of agents from each call center will begin testing on July 28, the test is anticipated to last two months.

Enclosed is the following training material:

Computer Telephony Integration (CTI) Enhancements and C360 Training

Please contact Dion Mealy at 202-507-0193 if you have any questions concerning this matter.

Sincerely,

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## CTI Enhancement and C360 Objectives

The CTI (Computer Telephony Integration) Enhancements is a Pilot using Call data from Genesys to populate the reason for the call on the Agent screen.

- · Pilot call type: Hold Mail
- · Pilot start date April 21, 2023
- · Introduce the new C360 tab CTY/Call Data
- Demonstrate the IVR/CTI call connection process
- Walk through new C360 CTY/Call Data tab
- · Revisit QSDD Validate/Verify process
- · Capture the Why (CTY) expectations
- · Introduce Service Request Notes picklist/dropdown menu
- Parking lot

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## **Facilitator Notes**

During our time together, these are our objectives.

This pilot will include approximately 90 agents to cover the HOLD mail call type.

Start date, April 21 at the start of your tour. There is no end date scheduled.

Management will monitor the pilot.

There may be adjustments to the pilot as determined by the monitors of the pilot.

C360 CTY/ Call Data tab is new for all agents.

Demo call connection.

Walk through what you will see on the new screen.

Revisit QSDD.

**CTY** expectations

Picklist menu is new for all agents.

Introduce zoom chat as the parking lot, enter questions in zoom chat.



## What is CTI?

CTI is the integration of telephones to interact with computers.

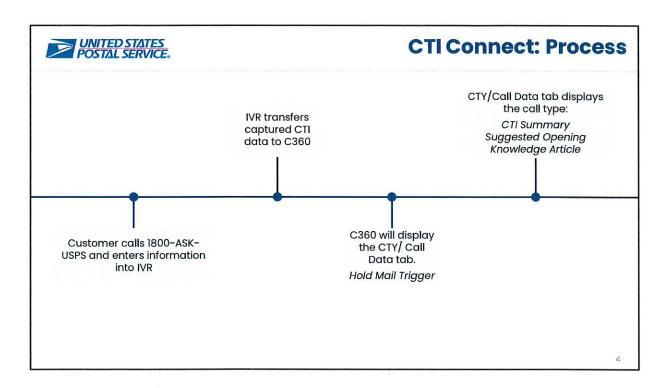
## We currently use CTI to capture the following:

- · Customer Telephone Number
- Data pre-populating in MyTools (tracking number, hold mail number, redelivery number, etc.)

## **Benefits of CTI Enhancement:**

- The customer data and call type will populate on your screen
- · Suggested opening to begin the conversation with the customer
- · Relevant knowledge article

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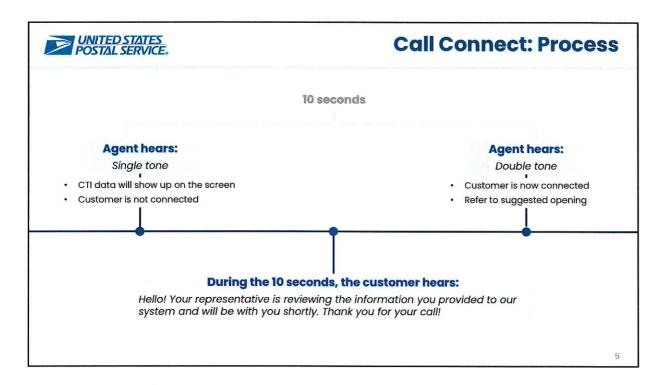


CTI Connect Process.

The CTI call connect process looks like the timeline below

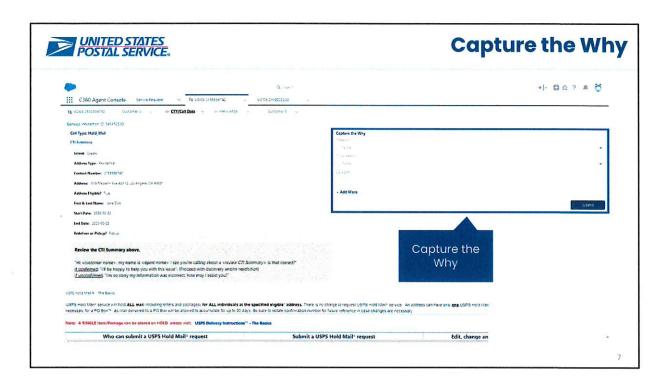
Understand CTI summary is provided by the customer within the IVR before call drops to an agent

Hold mail is the trigger for the pilot to then populate the new CTY/Data enhancement.



# Call connect process looks like the timeline below

- Agent hears single tone, silence for 10 seconds, and then a double tone which signals that the agent and customer are now connected
- Agent screen will automatically navigate to the 'CTY/Call Data' subtab in C360, rather than the Person Account sub-tab
- Customer hears captured message for 10 seconds, then the call is connected to an agent
- This is your 10 seconds to read the data on the screen



Point to new tab.

CTY will now be found on the right side of the screen.

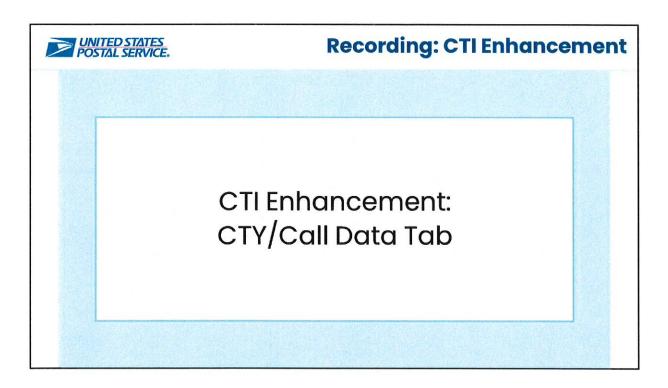
Includes the reason, sub-reason, and Zip code.

No change in the collection of the data, just the location.

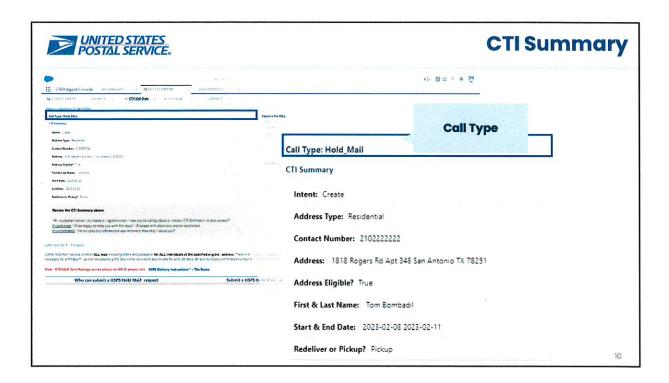
Important: The CTI pilot is only for Hold Mail. All other call types will NOT populate this data! (Additional releases after a successful pilot will add to the call types included)



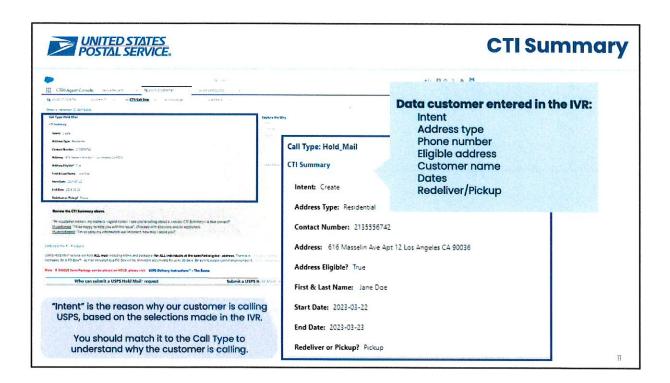
- The 10 seconds of silence between tones will exist for both English and Spanish callers that come through the IVR with a Hold Mail request
- The recording shows the call connect sounds that you can expect, as an agent
- · You can also hear the recording showing the single and double tone



- Here's a recording of the CTI Enhancement in its entirety, along with navigating over to the Person Account tab
- Calls without CTI Summary will continue to focus to the Person Account sub-tab
- Calls with CTI Summary will focus to the CTY/Call Data sub-tab
- When calls drop an agent, the experience will be the same for non-CTI Enhancement calls. For calls that trigger the CTI Enhancement interface, the CTY/Call Data tab will populate



- Next, we will break down the CTI Summary and blow it up to review.
- The information found in the CTI Summary is provided by the customer within the IVR, before the call is transferred to the agent.
- At the top of the CTI Summary section, you will see the Call Type: Hold Mail.
- The customer selected that path in the IVR.



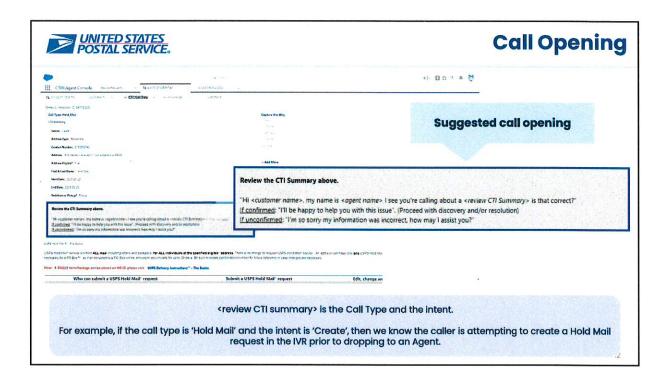
## Slide duration 3 min

Next, we will break down the CTI Summary and blow it up to review.

## The IVR asked these questions after selecting Hold Mail

- Intent: The reason why the customer is calling USPS, based on the selections made
  in the IVR. You should match it to the Call Type to understand why the customer is
  calling. For the Hold Mail pilot, the intent will either be 'create' or 'status'
- Address Type: the customer's address type, either residential or business
- Contact Number: the phone number the customer provided the IVR
- Address: the address entered in the IVR
- Address Eligible?: indicates whether the address is eligible for Hold Mail
- First & Last Name: the first and last name the customer provided the IVR

- Start Date: the start date for the Hold Mail the customer provided the IVR
- End Date: the end date for the Hold Mail the customer provided the IVR
- Redeliver of Pickup?: Customer selects redelivery or pickup

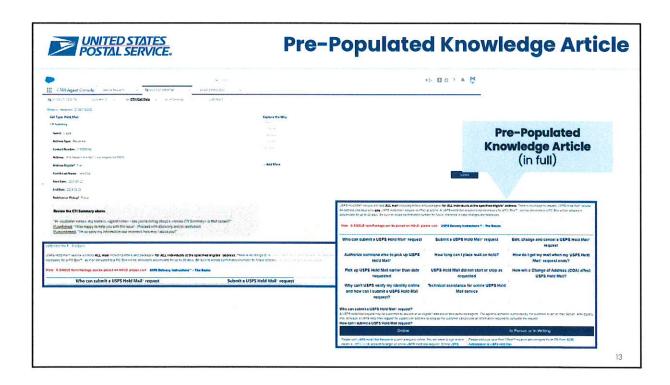


## Slide duration 2 min

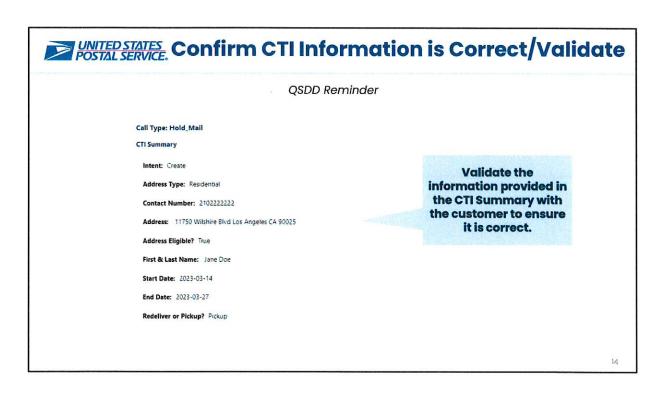
After the 10 seconds to review your screen and the two tones, agents have suggested call openings.

If the customer confirms the Hold mail selection, then continue.

If the customer states another reason for their call, offer unconfirmed call opening.



- For the CTI Enhancement, a pre-populated Knowledge Article will reflect based on the data the customer provided within the IVR
- If the pre-populated Knowledge Article is not the most appropriate article to assist the customer, you will need to search for the appropriate Knowledge Article to answer the customer's inquiry



- There are times where the information provided by the customer in the IVR is incorrect
- You will need to validate the customer's information to ensure it is correct
- The purpose of the CTI Enhancement is to not make our customers DO NOT repeat information they've already provided, especially since the CTI Summary information has already been entered by the customer within the IVR
  - It is okay for you to state information and have the customer confirm accuracy
  - You can validate the address without saying the whole address (example: I see your Hold Mail request is for 11750 Wilshire Blvd, is that correct?)
- The requirements in ensuring the information is accurate is the same without having the customer confirm each line in the CTI Summary is correct
  - When you need to use the pre-populated information, you need to validate it

| UNITIED STATES POSTAL SERVICE.   |   | Validate and Verify  |
|--|---|--|
| ,  | Using suggested call opening                  |  |
| Example 1  |   |  |
| Call Type: Hold_Mail CTI Summary   | Customer is calling about a Hold Mail request | "Hi <customer< td=""></customer<>  |
| Intent: Create  Address Type: Residential  Contact Number: 2102222222    |   | name>, my name is <agent name="">. I see you're calling about a <review cti="" summary="">. Is that correct?"</review></agent> |
| Address: 11750 Wilshire Blvd Los Angeles CA 90025 Address Eligible? True | Customer's name is                            |  |
| First & Last Name: Jane Doe Start Date: 2023-03-14                       | available                                     |  |
| End Date: 2023-03-27  Redeliver or Pickup? Pickup                        |   |  |
| - Andp   |   | 15   |

- Let's take a look at a real example
- In this example, we can see from the CTI summary that the customer is calling about a Hold Mail request.
- We can also see in the First & Last Name section that the customer's name was provided to the IVR.
- From this information, you can use the following greeting:
  - 1. "Hi <customer name>, my name is <agent name>. I see you're calling about creating a hold mail. Is that correct?"

• If some information is missing, you can use a more general greeting such as: "I see you're calling about Hold Mail, is that correct?" **Customer Confirms** "I'll be happy to help you with your issue." We will talk about how to handle calls where information is missing in the CTI summary in more detail later.



# **Activity: Call Opening**

## Activity: Provide a call opening for complete CTI data

Call Type: Hold\_Mail

CTI Summary

Intent: Create

Address Type: Residential

Contact Number: 4105556823

Address: 3113 W Marshall St. Apt C Richmond VA 23230

Address Eligible? True

First & Last Name: Elaine Green

Start Date: 2023-04-03 End Date: 2023-04-06

Redeliver or Pickup? Pickup

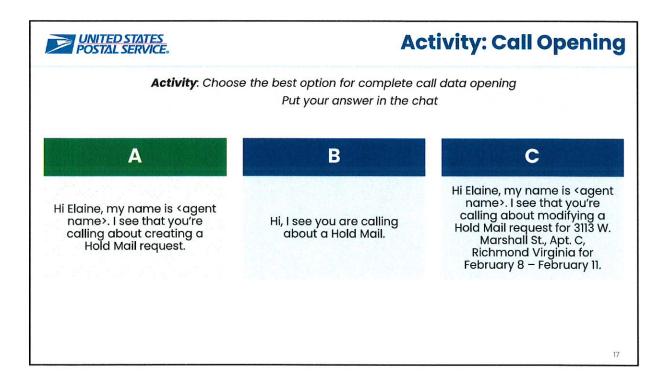
16

## **Facilitator Notes:**

 Let's use what we just learned to complete the activity. How would you greet a customer based on the below CTI Summary?

## **Trainer Note:**

- Opening should be concise, identify the intent



Based on the CTI Summary on the last slide, choose the best option.

Allow agents to put their answers in the chat.

#### Click to reveal correct Answer: A

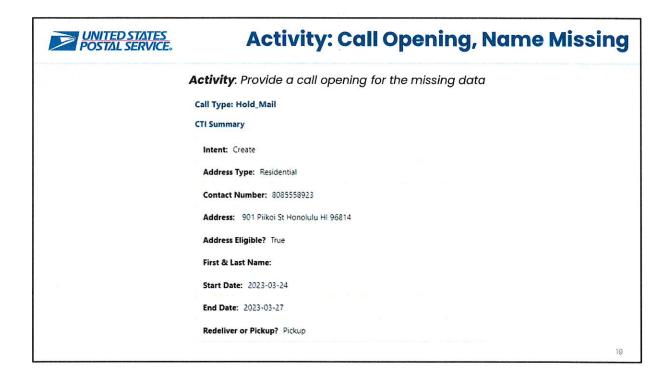
A greets the customer by their name provided in the CTI and references the fact the customer is calling about creating a Hold Mail request. This information was provided in the CTI summary.

**B** – B does not provide enough information regarding the customer's request and does not greet the customer by their name. B also does not have the agent provide their name.

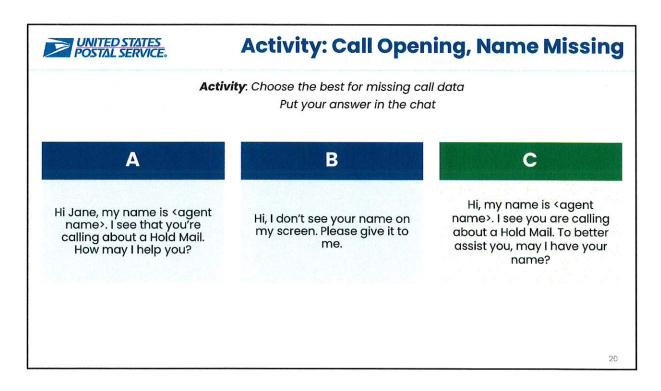
**C** – C provides too much information.

| UNITED STATES POSTAL SERVICE.                        |                                       | Call Opening   |
|--|---------------------------------------|--|
| Usi  | ng suggested call opening             |  |
| Example 2:   |                                       |  |
| Call Type: Hold_Mail                                 | Customer is calling about a Hold Mail | "Hi, my name is <agent< td=""></agent<>                          |
| Intent: Create                                       | request                               | name>. I see you're<br>calling about Hold Mail.                  |
| Address Type: Residential                            |                                       | To better assist you, may I have your name?"                     |
| Contact Number: 2102222222                           |                                       |  |
| Address: 1818 Rogers Rd Apt 348 San Antonio TX 78251 | Customer's name                       | Customer provides name   |
| Address Eligible? True                               | is                                    |  |
| First & Last Name:                                   | unavailable/hard to pronounce         | "Thank you <customer<br>name&gt;, I'll be happy to</customer<br> |
| Start & End Date: 2023-02-08 2023-02-11              | to pronounce                          |  |
| Redeliver or Pickup? Pickup                          |                                       | help you with this issue."                                       |
|  |                                       | 18   |

- Let's take a look at another example.
- In this example, we can see that the customer is calling about a Hold Mail request.
- We can also see that the customer did not provide their First and Last Name, as this section is blank in the CTI summary.
- Because of this, you should say:
  - "Hi, my name is <agent name>. I see you're calling about Hold Mail. To better assist you, may I have your name?"
  - · Customer provides name
  - "Thank you <customer name>, I'll be happy to help you with this issue."



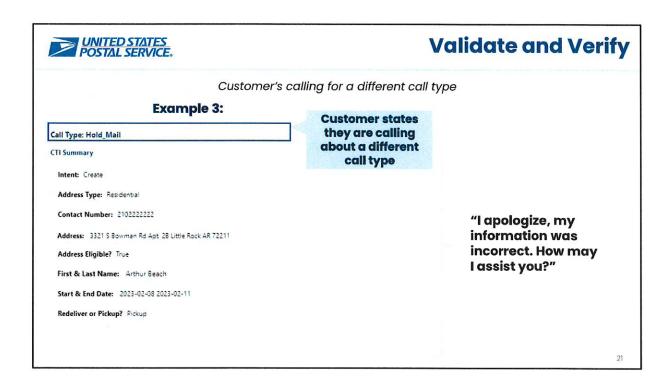
• Let's use what we just learned to complete the activity. How would you greet a customer based on the below CTI Summary?



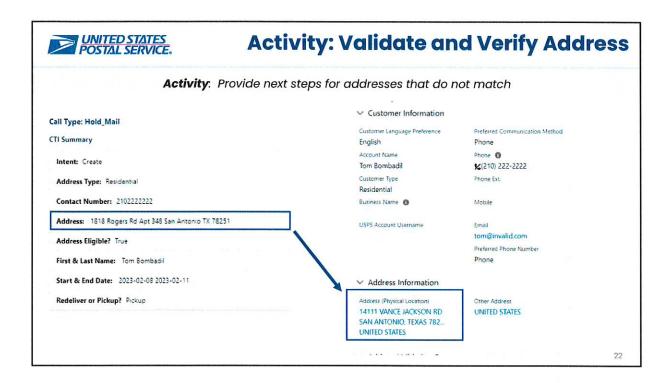
Based on the CTI Summary on the last slide, choose the best option.

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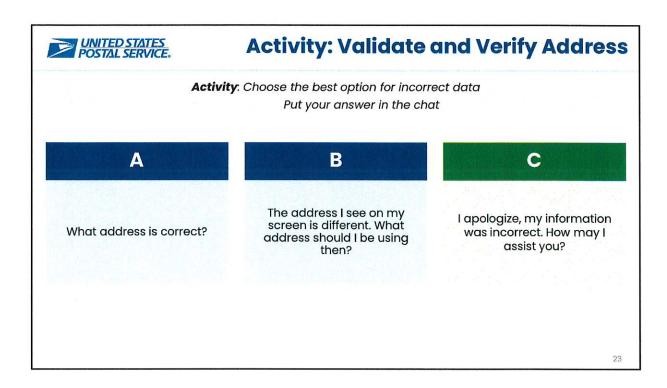
Click to reveal correct Answer: C



- Let's take a look at an example.
- In this example, CTI states that the customer is calling about a Hold Mail request, however the customer tells you that they are calling about a different call type, such as a Package Pickup.
- When this happens, you should say "I apologize, my information was incorrect. How may I assist you?".



- Let's use what we just learned to complete the activity. On the call, the customer references a different address than what is provided in the CTI summary. How would you greet a customer based on the below CTI Summary?
- Ask probing questions to determine what is happening (why the CTI Summary, the most updated information, may not match what's occurring within the Person Account



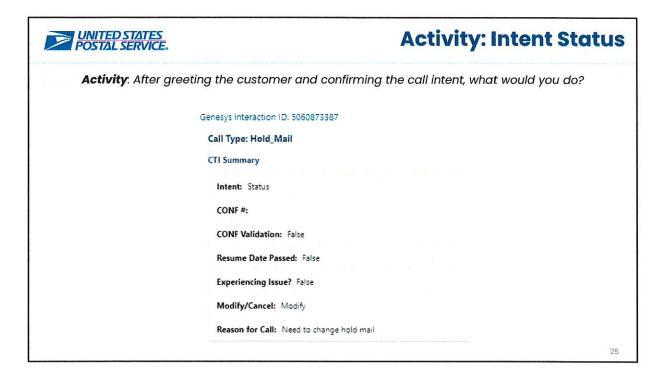
Based on the CTI Summary on the last slide, choose the best option.

Allow agents to put their answers in the chat.

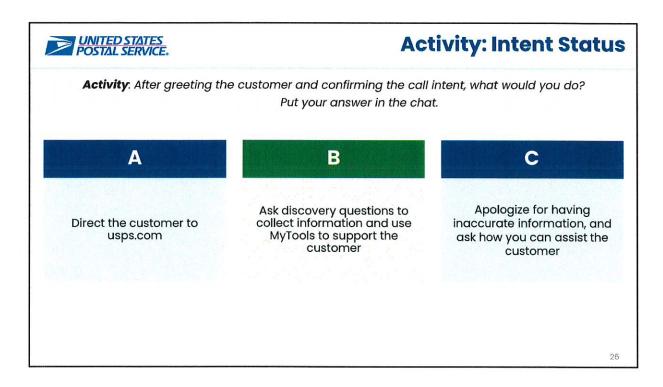
Click to reveal correct Answer: C

| UNITED STATES POSTAL SERVICE.                        | Validate and Verify, Intent Status         |  |  |
|--|--|--|--|
| C  | ustomer's calling for a different call typ | ре   |  |
| Example 4:   |  |  |  |
| Call Type: Hold_Mail CTI Summary                     |  | "I see you're calling<br>about modifying a<br>Hold Mail, is that |  |
| Intent: Status                                       | Customer intent is 'Status'                | correct?"  |  |
| CONF Validation: False                               | Status                                     | Customer confirms  |  |
| Resume Date Passed: False  Experiencing Issue? False |  | "I'll be happy to  |  |
| Modify/Cancel: Modify                                | The request is to modify an existing       | help you with your<br>concern."                                  |  |
| Reason for Call: Need to change hold mail            | Hold Mail                                  |  |  |
|  |  | Agent proceeds with discovery and resolution                     |  |

- · Let's take a look at an example.
- In this example, CTI states that the customer is calling about a Hold Mail with an intent of 'Status'.
  - For all calls with an intent of 'Status', data provided through the IVR will require the support of MyTools by using the confirmation number, or you'll need to ask discovery questions.
  - This call can still be customized, leveraging the 'Reason for Call' and
    "Modify/Cancel' options to better see what data the customer provided in
    the IVR before the call has reached you
- To help this customer, you will first need to get the customer's name, then you will need to confirm the purpose of the call and gain insight into the details of the existing Hold Mail request



- Let's use what we just learned to complete the activity. How would you assist the customer? Trainer Note:
- As an agent, you have already greeted the customer, gathered the customer's name, and identified the call intent is accurate. Now what do you do?



Based on the CTI Summary on the last slide, choose the best option.

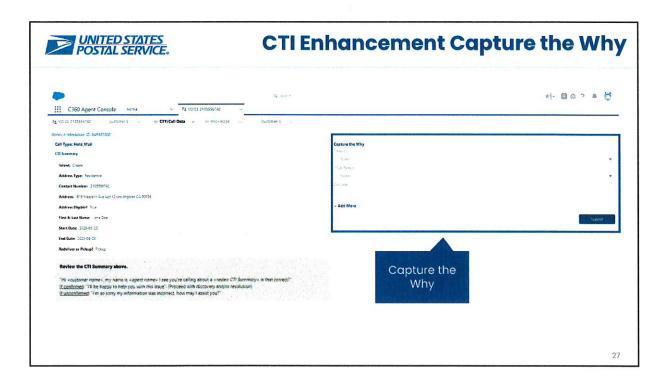
Allow agents to put their answers in the chat.

#### Click to reveal correct Answer: B

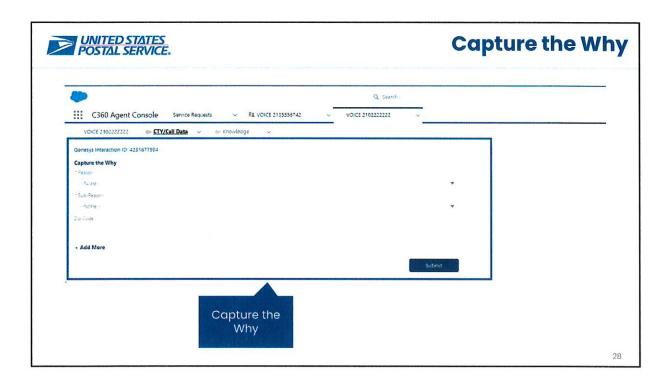
After you've identified the call intent, you'll want to ask any relevant discovery questions and use MyTools to help support the customer

**A** – We should not direct the customer to usps.com to handle their modify Hold Mail request when we can assist them on the call

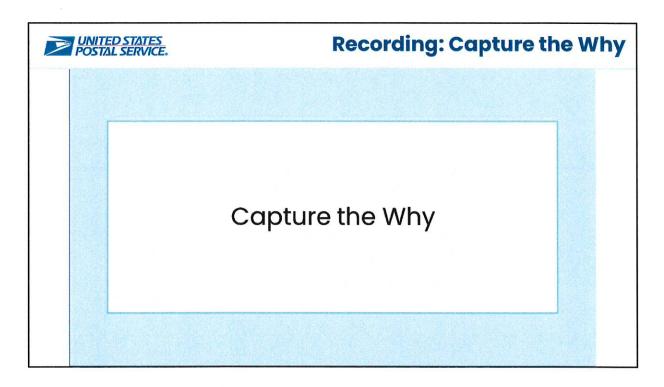
**C** – The customer has already verified call intent, so apologizing and stating you have inaccurate information would not help further the conversation



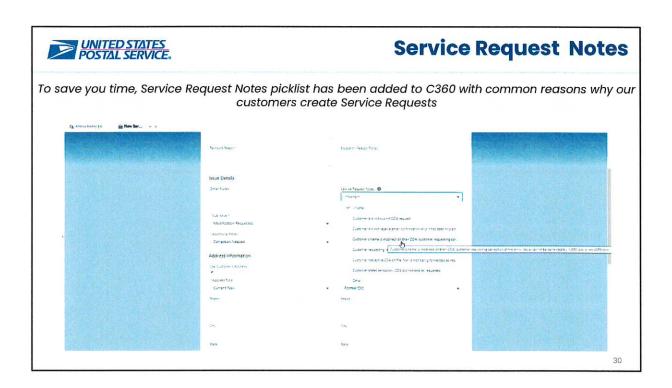
- · Capture the Why is required for every call type, once the caller intent is verified
- CTY will reflect on the CTY/Call Data tab
- For this visual, we see where CTY is placed for call types that are part of CTI Enhancement. There is no change to the current CTY process.
  - · Located on right-hand side of the screen
  - Mandatory fields for reason and sub-reason, and ability to add zip code
  - · We recommend you add in the zip code



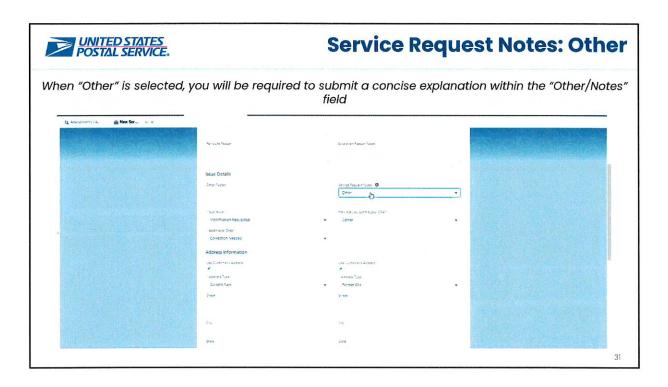
- For calls that are not part of the CTI Enhancement, CTY will still reflect on the CTY/Call Data tab
  - · CTY contains the same fields:
  - Located on the screen
  - · Mandatory fields for reason and sub-reason, and ability to add zip code
  - · We recommend you fill in zip code



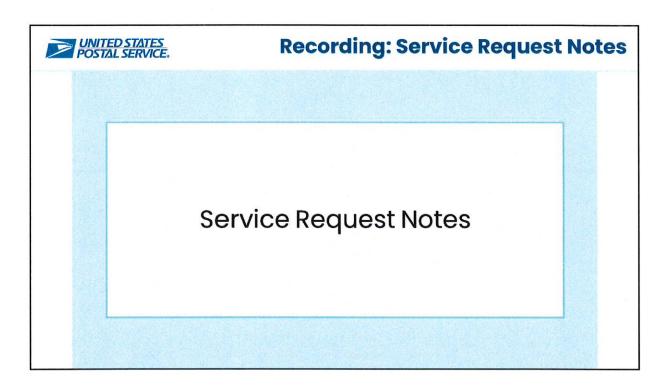
• Here's a recording of the Capture the Why process in C360, which will be the same process for calls that do and do not trigger the CTI Enhancement



- To reduce time spent creating a Service Request, you will now select common SR reasons from the "Service Request Notes" picklist, saving you time from having to manually write out details to common SR reasons
- The Service Request Notes picklist is located on the SR details page under the "Issue Details" section
- When submitting a Service Request, you will need to select the correct Service Request notes and sub-issue that accurately captures the customer's concern
- Please reference the article "Service Talks" to read the applicable service talk



- When "Other" is selected from the Service Request Notes picklist, you will be required to submit a concise explanation within the "Other/Notes" field
- You are also able to submit additional "Other/Notes" details in addition to selecting a Service Request Notes picklist option
- Notes must follow current guidelines for the "Other/Notes" field as detailed in article Quality: Service Request Escalation and Guidelines



- Here's a recording of the Service Request Notes picklist in C360
- Indicate that for other picklist options besides "Other", adding in notes in the "Other/Notes" section is not mandatory



# **Activity: Service Request "Other/Notes"**

Activity: Type your answer in the chat

A customer calls with this issue to stop USPS flat tubs/apple crates from being left behind in an apartment lobby. The carrier does not pick up flat tubs/apple crates despite notes left by residents on the box saying, "please remove".

How would you summarize this customer concern in the "Other/Notes" box?



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## **Facilitator Notes:**

"Flat tubs being left in lobby - need to be removed"



# Closing

The CTI (Computer Telephony Integration) Enhancements is a Pilot using Call data from Genesys to populate the reason for the call on the Agent screen.

- · Pilot call type: Hold Mail
- Pilot start date April 21, 2023
- · Reviewed the new C360 tab CTY/Call Data
- · Listened to the call connection process
- · Walked through the new CTY/Call Data provided by the customer
- · Revisited QSDD Validate/Verify process
- · Capture the Why (CTY) expectations
- · Introduced the Service Request Notes picklist/dropdown menu

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## **Facilitator Notes**

This pilot will include approximately 90 agents to cover the HOLD mail call type.

There is no end date scheduled.

Management will monitor the pilot.

There may be adjustments to the pilot as determined by the monitors of the pilot.