



TELCO USE CASES



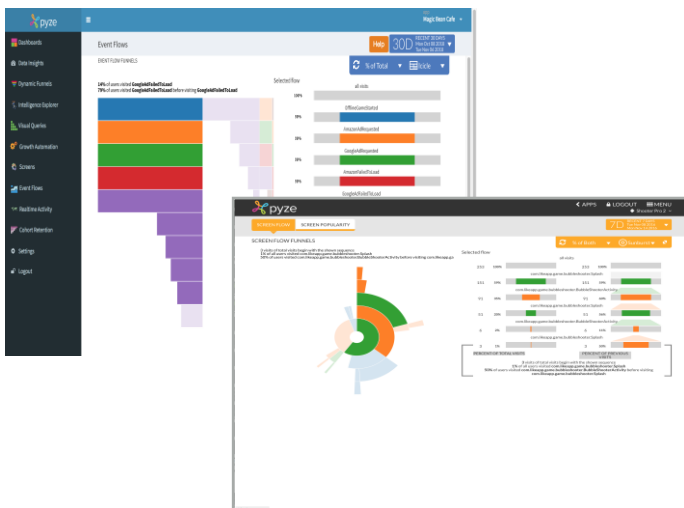
Internal Apps:

- Understand for employees, platform adoption per application
- Optimize Usage flows to increase app adoption and increase productivity
- Ensure success of new features by iterating based on user behavior
- Combine CRM Data with User level Application Usage Data for targeted messaging



External Apps:

- Understand For Each User, which Applications they utilize on which platforms
- Optimize and improve UX based on individual user data and send messages at key touchpoints
- Combine existing user data with usage and behavior to target promotions within web & mobile applications
- Cross promote relevant services and acquire look-alike users



Internal Use Case

Optimize process flow for a subscriber case management application used to create, address, and resolve customer issues



External Use Case

Understand how long it takes a user to pay their bill on (Web) vs using the App (Mobile) to uncover opportunities to improve the experience