

Capstone Term 7 Interim Presentation

S08 Ecoplus – Customer Experience Management

Agenda

1. Introduction to the Team
2. Project Overview
3. Start of Customer Journey
4. Office Customers
5. Site Customers
6. Interfaces
7. AI Models
8. Project Budget and Timeline

Introduction to the Team



Kelvin Teo
General Manager



Serene Tan
HR Manager



SINGAPORE UNIVERSITY OF
TECHNOLOGY AND DESIGN



Dileepa Fernando
Lecturer



Sean Peh
ESD
Project Management



Marianne Lim
ESD
Customer Experience



Evelyn Lim
ESD
Data Visualisation



Saniyah Haider
CSD
Frontend



Stavya Sharma
CSD
Backend,
System Integration



Celest Teng
CSD
Backend/Data,
AI/ML/NLP



Edward Tang
DAI
AI/ML/NLP

Project Overview

Project Background

Ecoplus International Pte Ltd

- Integrated pipe systems provider for construction and maritime industries
- Most revenue comes from repeat orders
 - Hence, maintaining a good customer experience is crucial
- However, Ecoplus lacks insight into the customer experience today
 - No formal system to collect and follow up on customer feedback
 - Issues are only flagged when customers complain
 - Unable to accurately assess severity of customer complaints
 - Unable to measure effectiveness of service recovery

Information Gathering

- Meetings with Ecoplus management
 - Project sourcing (Nov'24 - Feb'25)
 - Weekly meetings (Oct'25 - Nov'25)
- Site Visit (30 Oct 2025, 9am-5.30pm)
 - Toured Ecoplus facilities
 - Presented to sales team
 - Shadowed Account Managers and Outbound Supervisor
 - Interacted directly with Ecoplus customers
- Literature Review
 - AI models (11 papers)
 - Backend databases (5 papers)
 - Customer experience / satisfaction (15 papers)
 - Data visualisation (8 papers)
 - Feedback gathering / survey methods (15 papers)
 - Project management (10 papers)
 - UI / UX Frontend (23 papers)

Customer Experience

- Customer experience – the **holistic, cumulative effect of all a customer's interactions with a company throughout their entire purchase journey**
 - Purchase journey stages – pre-purchase, purchase, post-purchase
- Three outcomes of quality customer experience¹:



Satisfaction
Overall and attribute-level

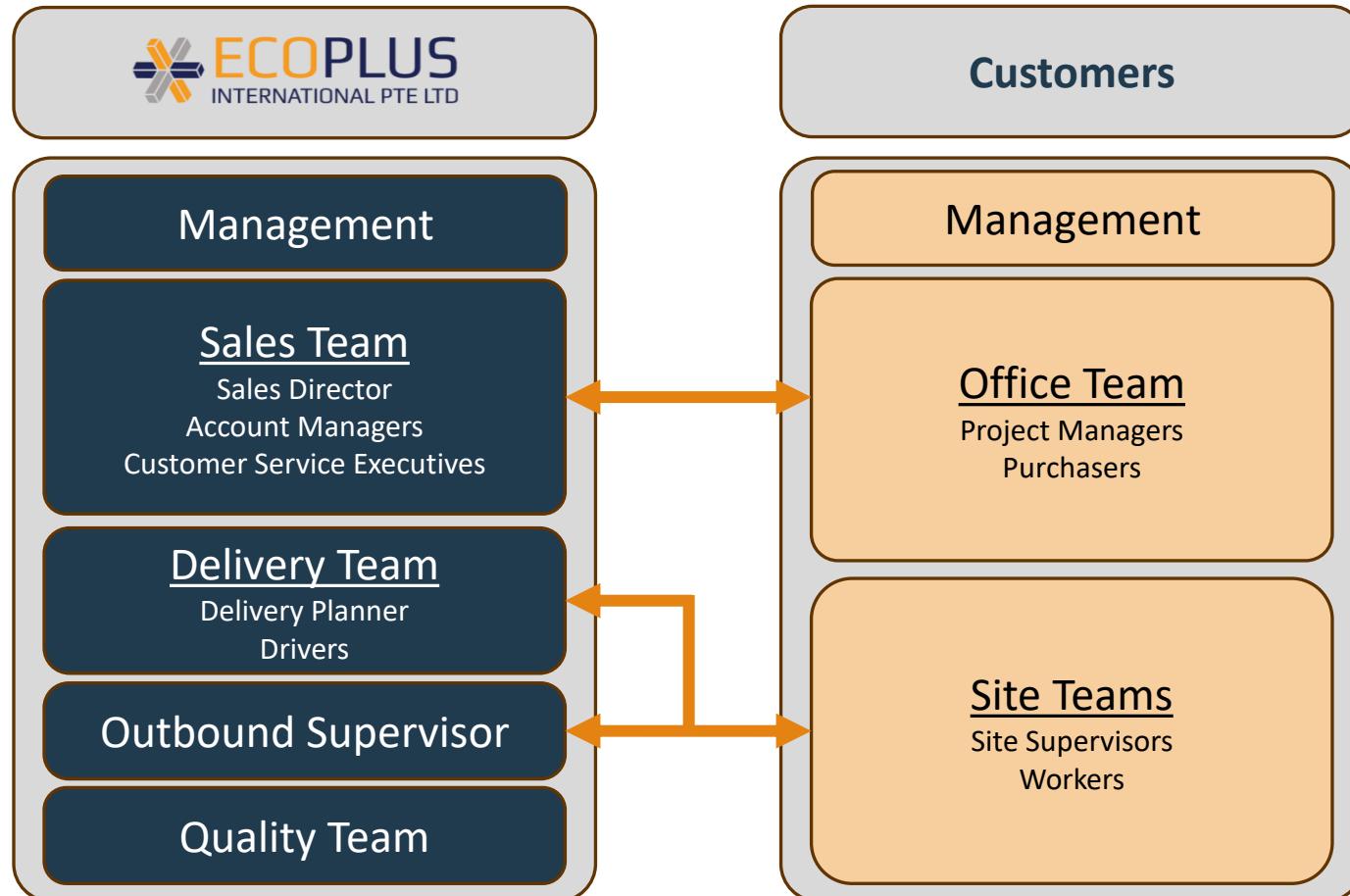


Positive word-of-mouth intention
Measured using Net Promoter Score (NPS)

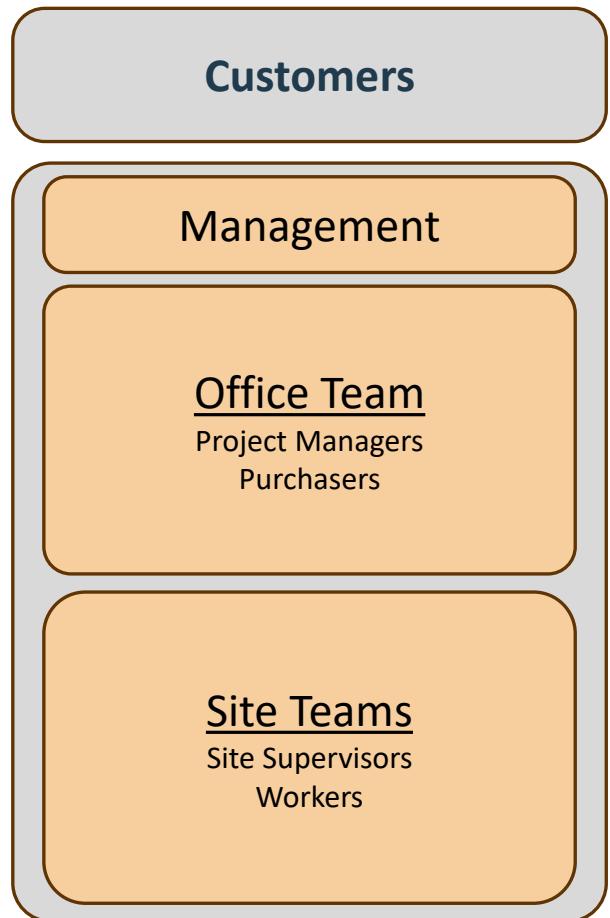


Loyalty
Repurchasing behaviour

Key Stakeholders



Customer Experience Metrics



Satisfaction

Overall and attribute-level

Net Promoter Score (NPS)

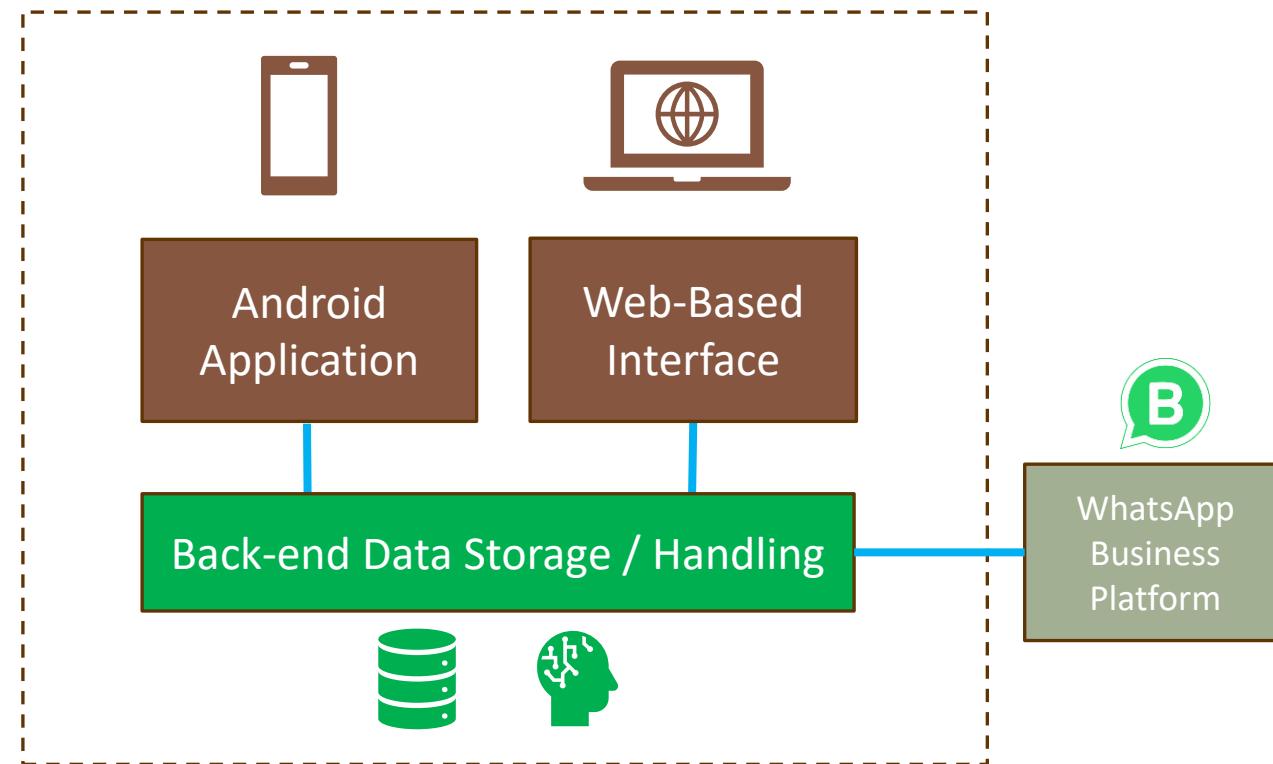
Satisfaction

Overall

Final Problem Statement

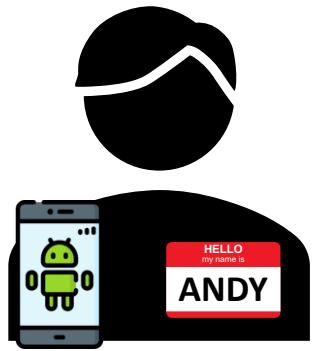
How might we deliver a solution to generate
timely, accurate customer experience insights
and follow-up actions in a way that **seamlessly**
integrates with existing Ecoplus workflows?

System Overview



Start of Customer Journey

Customer Journey: On-boarding



Account
Manager

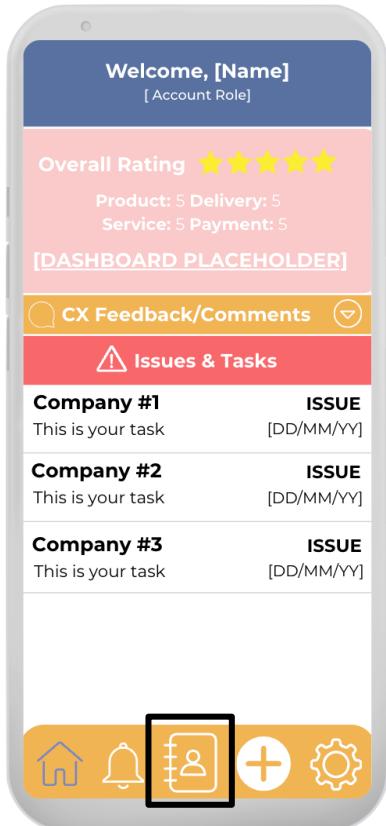


Office
Customer

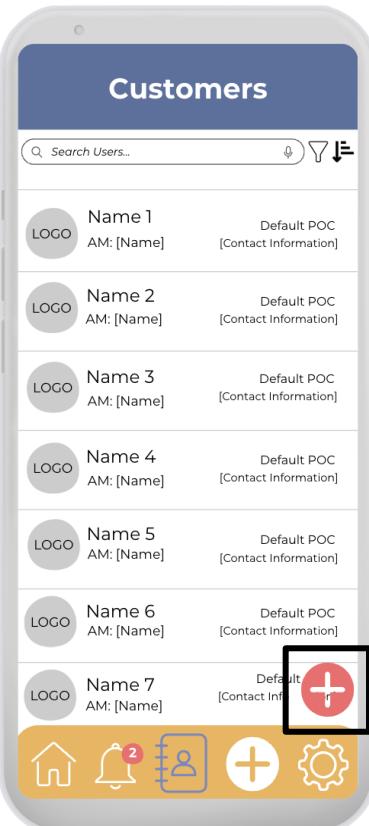


Site
Customer

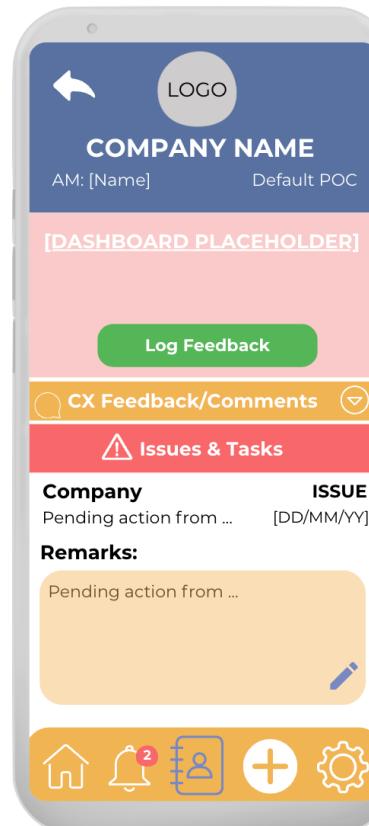
Customer Journey: On-boarding



Homepage



Customer List



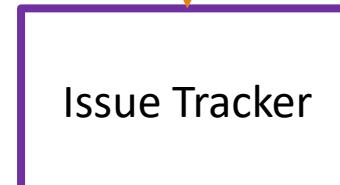
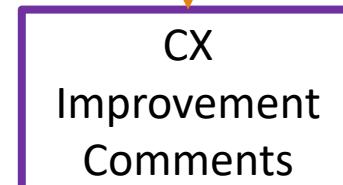
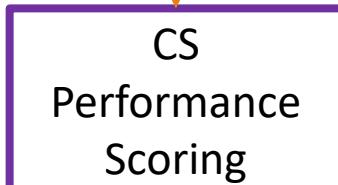
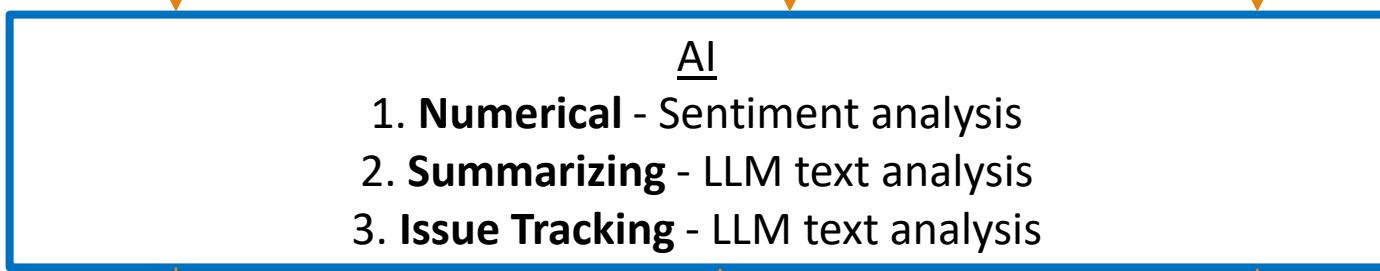
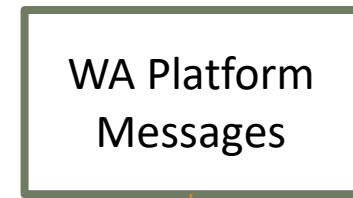
Customer Profile

Office Customers

Regular feedback



Ad-hoc feedback



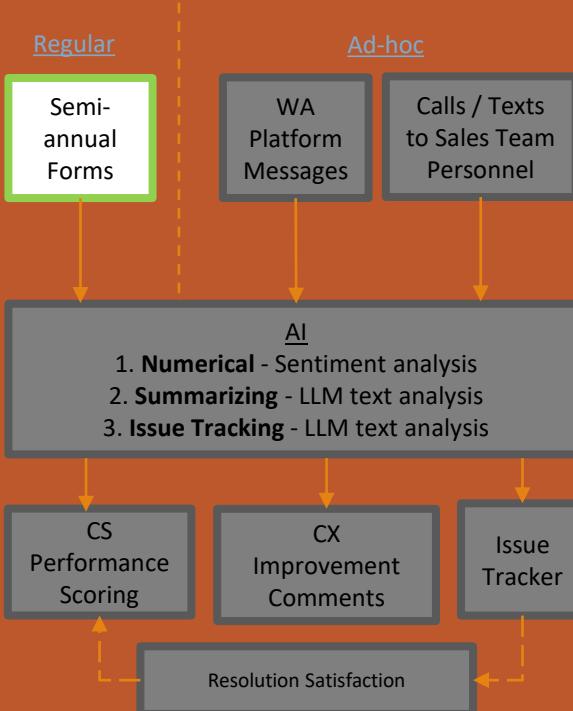
Prompt to ask for
resolution satisfaction



Data flow (Office)

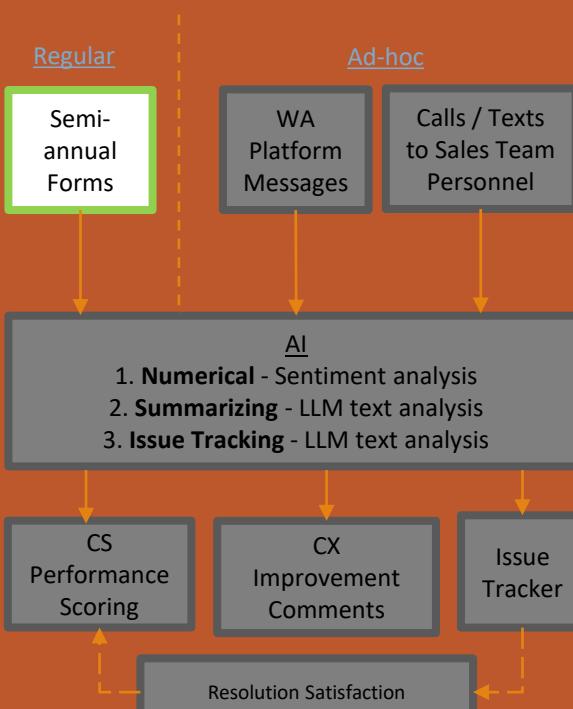


Regular Customer Feedback Channels



Format	Semi-annual external (web) form
Questions Asked	<ol style="list-style-type: none"> Which organisation do you represent? Which best describes your current role? How satisfied are you with Ecoplus' performance on _____ (1-5 scale) <ul style="list-style-type: none"> Product, Service, Delivery, Payment [If rating is 1 or 2] What attributes of _____ did not meet your expectations? How satisfied are you with Ecoplus' overall performance? (1-5 scale) On a scale of 0-10, how likely are you to recommend Ecoplus to a friend, family member, or colleague? Do you have any other comments or suggestions for improvement?
Data Collection Method	External form sent via WhatsApp Business Platform
Data Processing Models	<ol style="list-style-type: none"> Linear regression model Summariser AI Model

Regular Customer Feedback Channels



- Current Data Collected

- Form was sent in October 2025 to understand customer experience today

**Chong Cheong Foundry Works
Customer Experience Survey
(2025)**

Which organisation do you represent? *

Which best describes your current role? *

- Management
- Project engineer / manager
- Purchaser

- Synthetic data was also generated with expert approval

- "Boss say the price too high, ask me to get quote from other supplier also. But honestly CC quality more reliable. Can review pricing?"

- Net Promoter Score (NPS)¹

- % Promoters (recommendation likelihood = 9-10) – % Detractors (recommendation likelihood = 0-6)

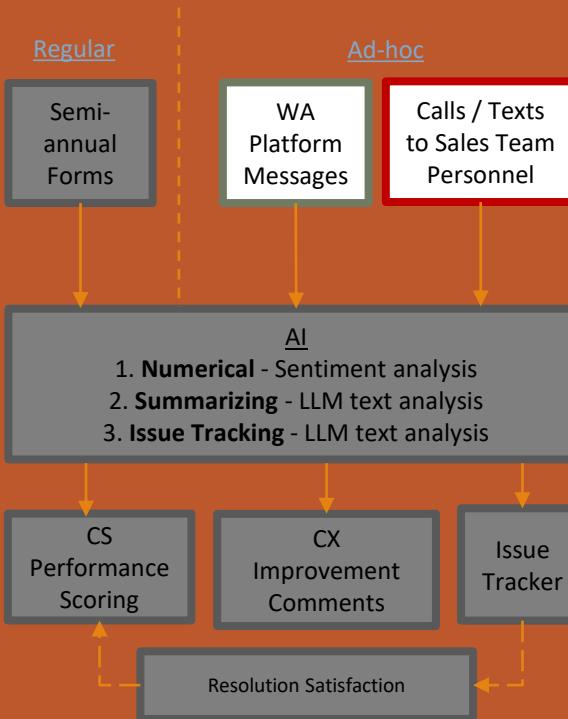
- Linear regression model

- $y = \beta_0 + \beta_1 x_1 + \beta_2 x_2 + \beta_3 x_3 + \beta_4 x_4$
 - Attributes: Product, Service, Delivery, Payment
 - Best-fit line for overall satisfaction score:
 - Overall = $0.740 + 0.106 * \text{Product} + 0.173 * \text{Service} + 0.339 * \text{Delivery} + 0.217 * \text{Payment}$
 - Attribute scores will be progressively updated

¹ Qualtrics. (n.d.). What is NPS? Your ultimate guide to Net Promoter Score. <https://www.qualtrics.com/en-au/experience-management/customer/net-promoter-score/>

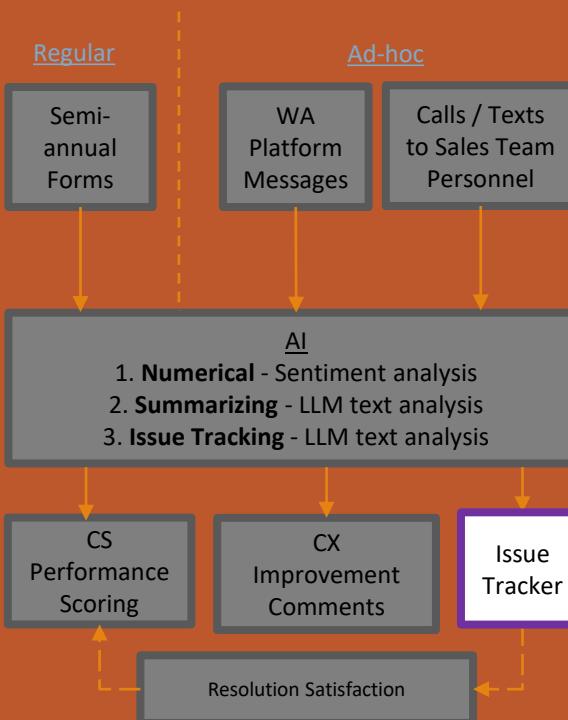


Ad-hoc Customer Feedback Channels



	 <p>Calls and Texts to Sales Team Personnel</p>	 <p>WhatsApp Business Platform Messages</p>
Data Collection Method	<ol style="list-style-type: none"> 1. Voice recording features <ul style="list-style-type: none"> • Available in the Android application • Recorded by sales team 2. Manual Input <ul style="list-style-type: none"> • Available in both interfaces • Recorded by sales team 	<ol style="list-style-type: none"> 1. WhatsApp Business Platform <ul style="list-style-type: none"> • Automatically extracted via API
Data Processing Models	<ol style="list-style-type: none"> 1. Numerical AI Model 2. Issue Tracking AI Model 	<ol style="list-style-type: none"> 1. Numerical AI Model 2. Summariser AI Model 3. Issue Tracking AI Model

Ad-hoc Customer Feedback Channels



✓= Issue and task tracker

S/N	Issue	Created by	Created at	To Inform	Assigned to	Resolved At	Status to Close	Closed At	Resolution Score
E.g.	Delivery Delay	Andy	14 Nov 1045h	Andy Cust Svc Darren	Darren Cust Svc		Andy		

1. Issue Creation

Using data collected from Ad-hoc customer feedback channels

2. Issue Resolution

Those in “assigned to” to handle and ensure issue is fixed before marking as resolved

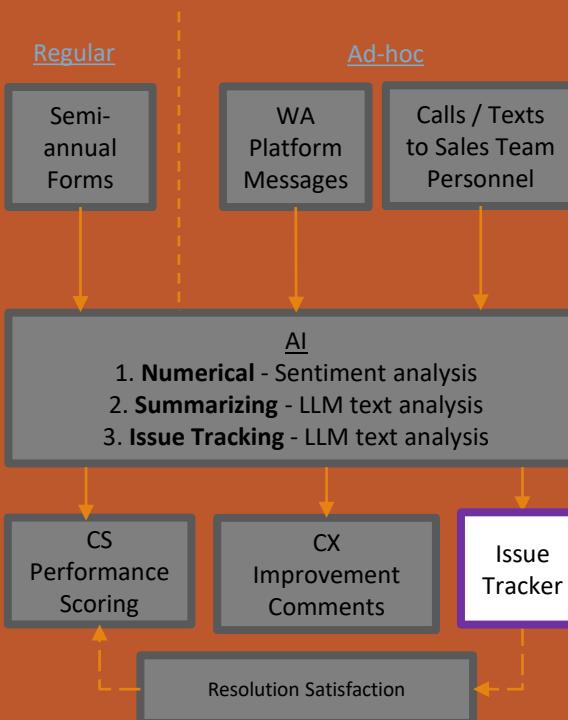
3. Issue Closure

Those in “status to close” to inform customers of resolution before marking as closed





Ad-hoc Customer Feedback Channels



✓ Issue and task tracker

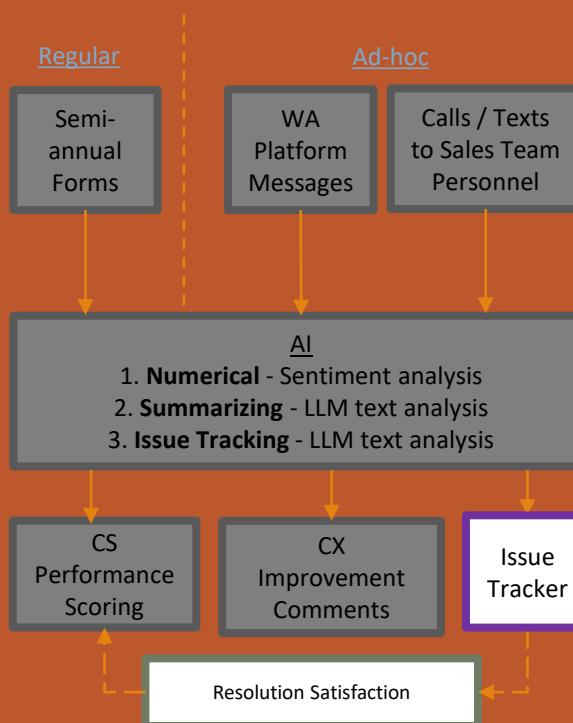
S/N	Issue	Created by	Created at	To Inform	Assigned to	Resolved At	Status to Close	Closed At	Resolution Score
E.g.	Delivery Delay	Andy	14 Nov 1045h	Andy Cust Svc Darren	Darren Cust Svc		Andy		

Notification System in Interfaces

- Alerts those in “to inform” when an issue is created
- Alerts those in “status to close” when an issue is marked as resolved

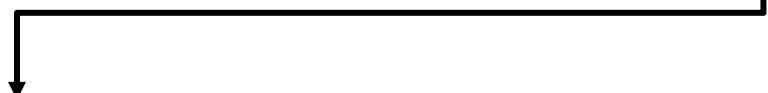


Resolution and Score Updating



✓= Issue and task tracker

S/N	Issue	Created by	Created at	To Inform	Assigned to	Resolved At	Status to Close	Closed At	Resolution Score
E.g.	Delivery Delay	Andy	14 Nov 1045h	Andy Cust Svc Darren	Darren Cust Svc	16 Nov 1735h	Andy	17 Nov 10355h	Neutral



Resolution and Score Updating

Customers to give score based on satisfaction with Ecoplus' resolution of the issue



Not Satisfied



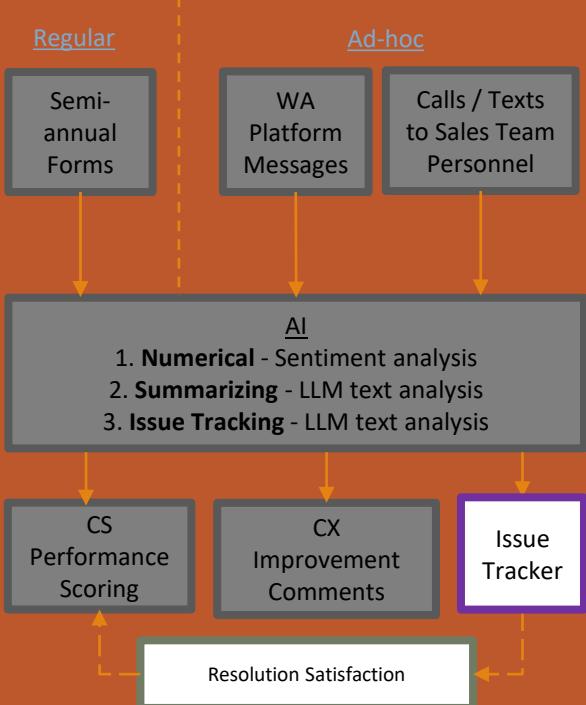
Neutral



Satisfied



Resolution and Score Updating



The resolution score is obtained at time period t . To calculate the new total score of i -th attribute at time period $t + 1$,

$$x_{i,t+1} = \alpha x_{i,t} + k(1 - \alpha)\Omega_{i,t+1}$$

Ad-hoc function

Decision Variables

- $x_{i,t}$: Total score of i -th attribute at time period t
- α : Pre-assigned weight
- $\Omega_{i,t+1}$: Score of ad-hoc feedback under i -th attribute given at time period $t + 1$

$$k = \begin{cases} 1 & \text{if not satisfied} \\ \frac{x_{i,t} + \Omega_{i,t+1}}{2\Omega_{i,t+1}} & \text{if neutral} \\ \frac{x_{i,t}}{\Omega_{i,t+1}} & \text{if satisfied} \end{cases}$$

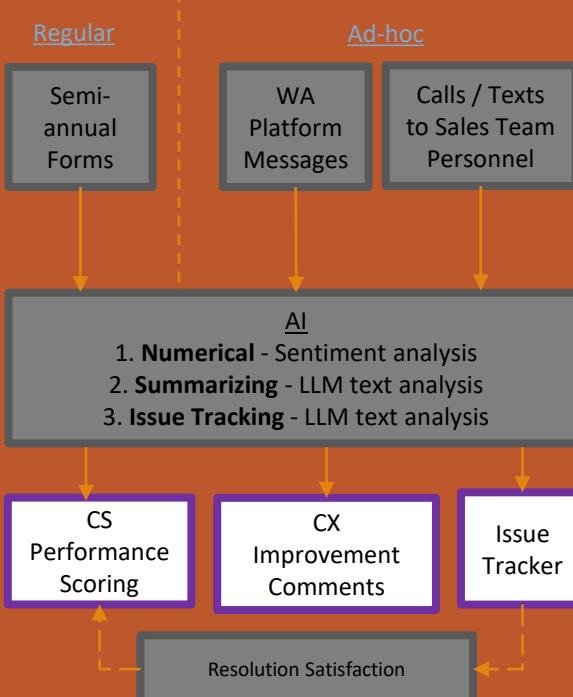
If not satisfied → Ad-hoc function unchanged
 If neutral → Ad-hoc function is halved
 If satisfied → Ad-hoc function is removed

Constraints

- $0 < \alpha < 1$
- $\Omega_{i,t+1}, x_{i,t} \in [0, 5]$

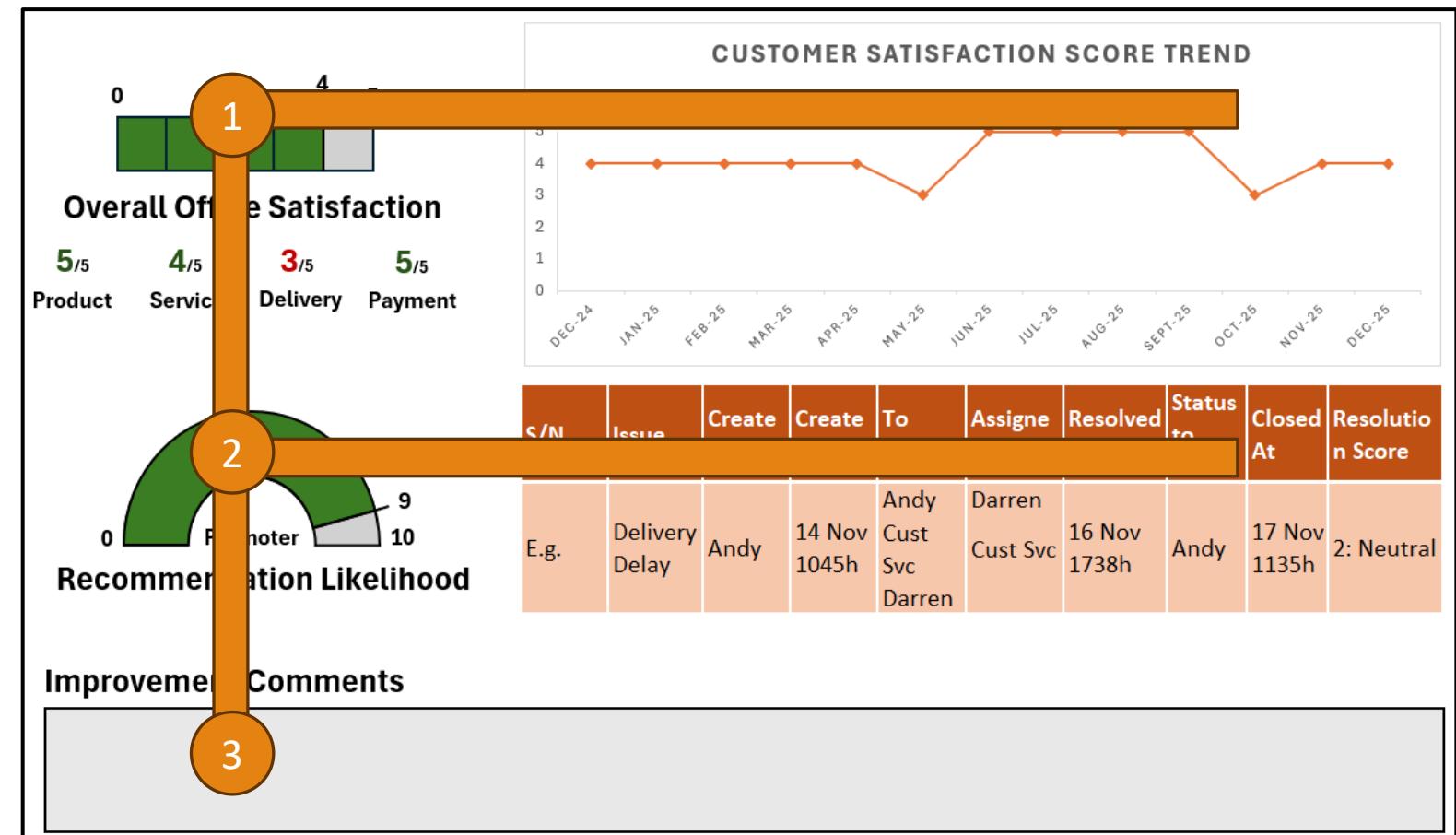


Displaying Customer Satisfaction

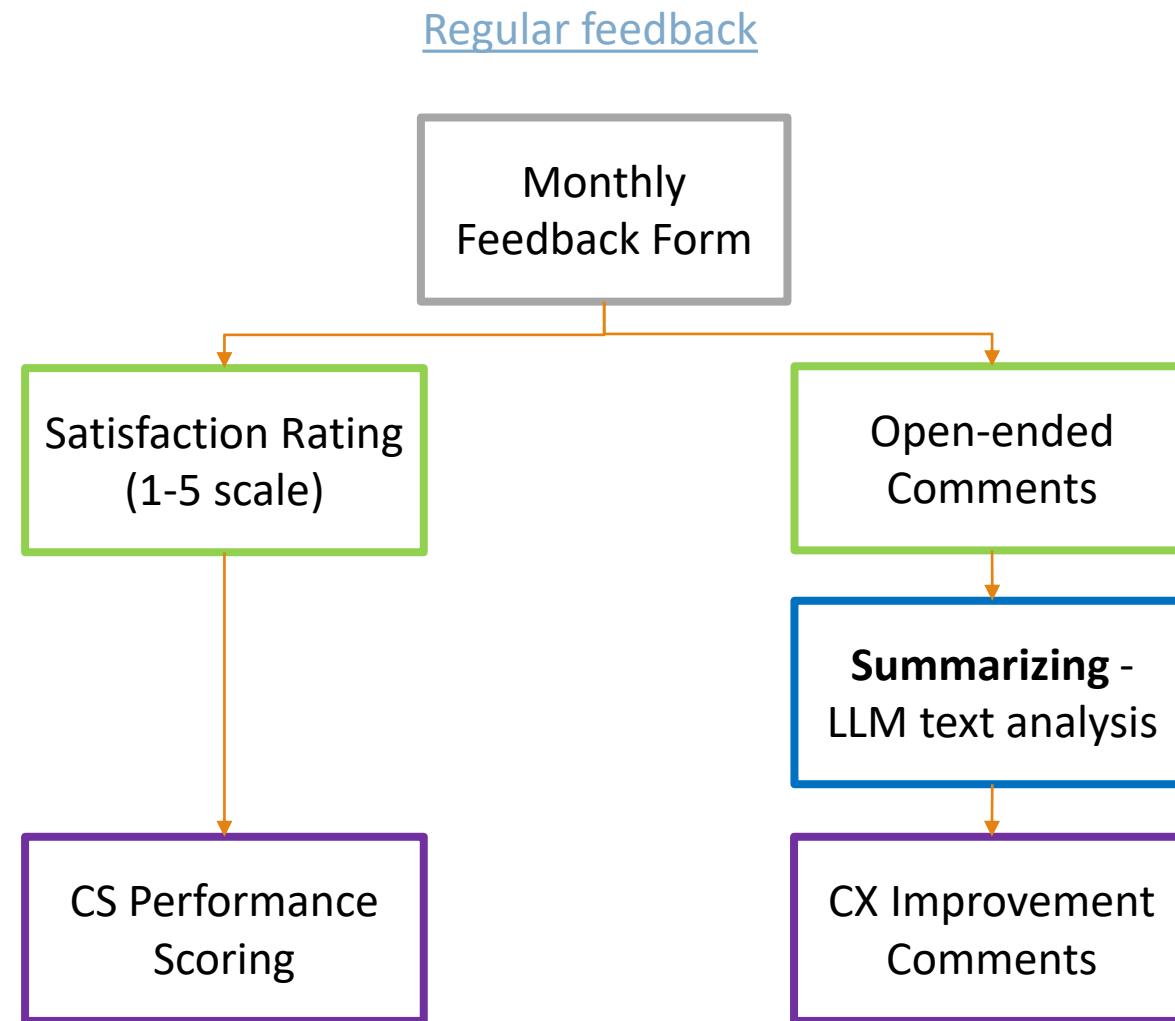


Design follows the visual hierarchy using the F-pattern

- Designs following the visual hierarchy are regarded as good designs²



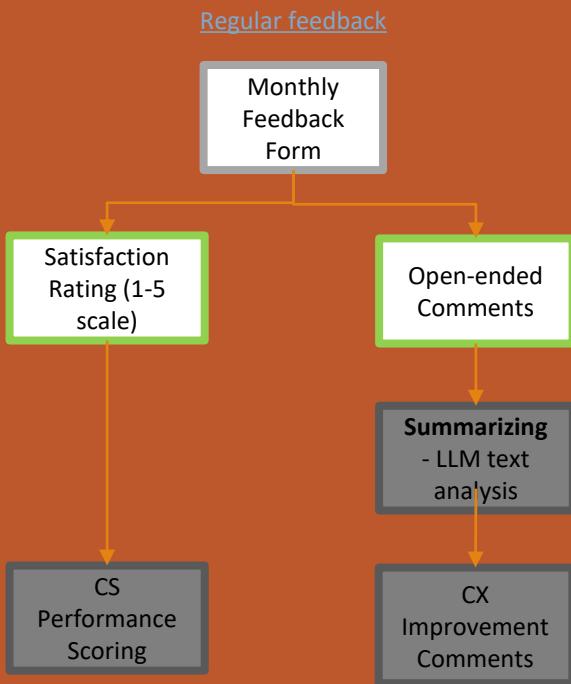
Site Customers



Data flow (Site)



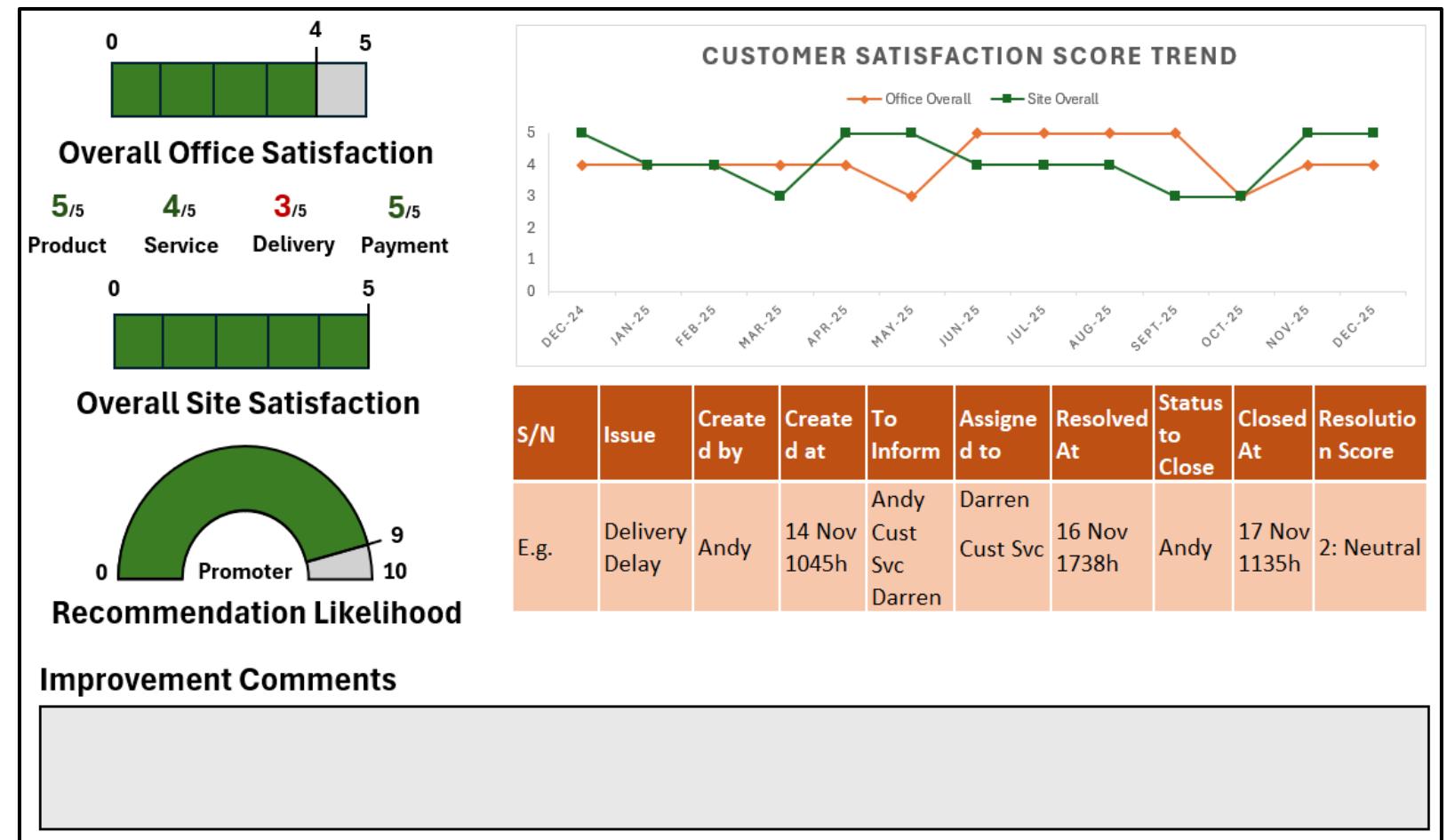
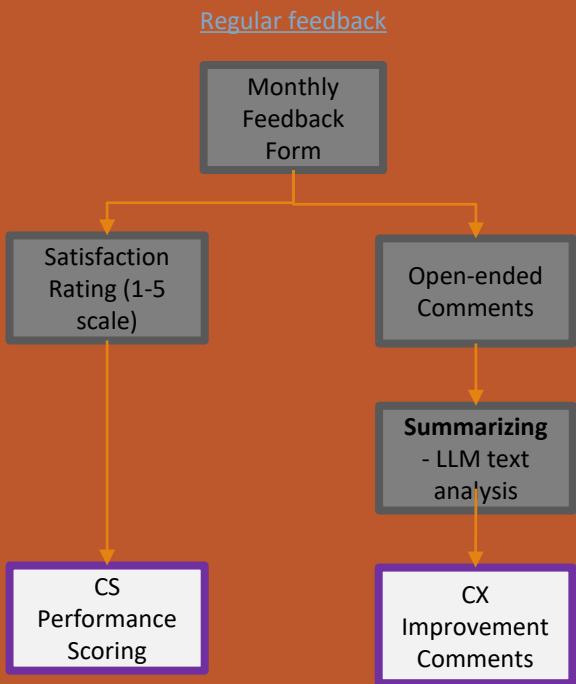
Regular Customer Feedback Channels



Format	Monthly Customer Satisfaction Questionnaire
Questions Asked	<ol style="list-style-type: none">1. How satisfied are you with Ecoplus' performance? (1-5 scale)2. Any other feedback?
Data Collection Method	In-app input on Outbound Supervisor's device during site visit
Data Processing Models	<ol style="list-style-type: none">1. Summariser AI model

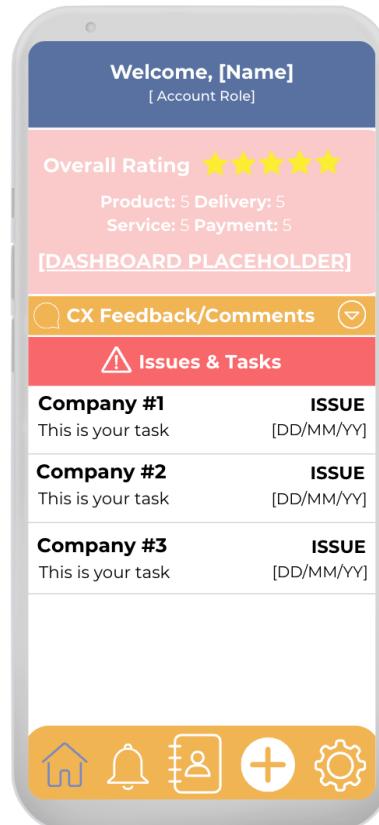


Displaying Customer Satisfaction

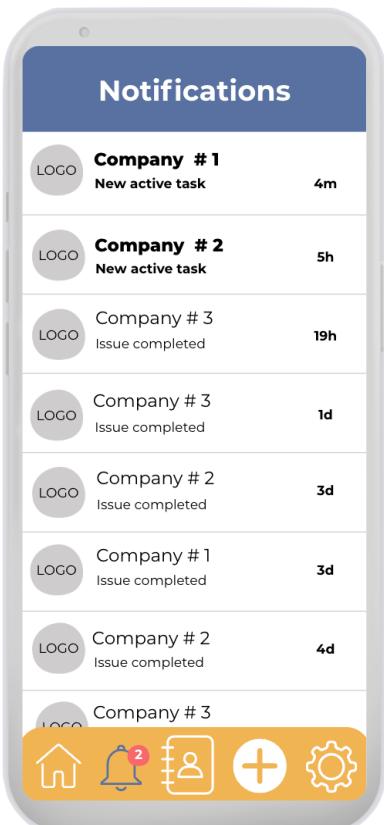


Interfaces

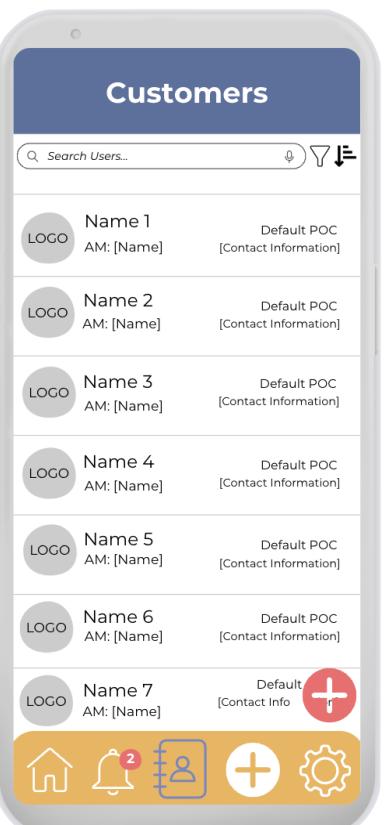
Proof of Concept: Android Application



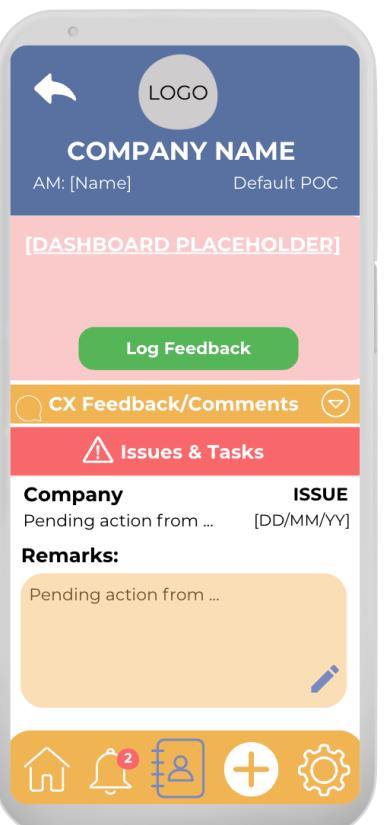
Homepage



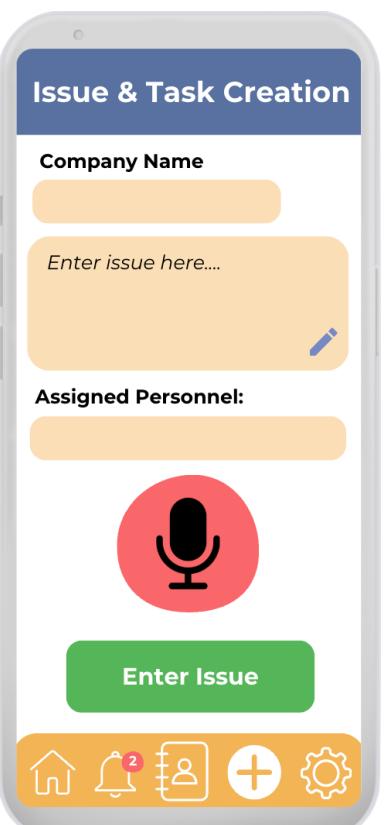
Notifications



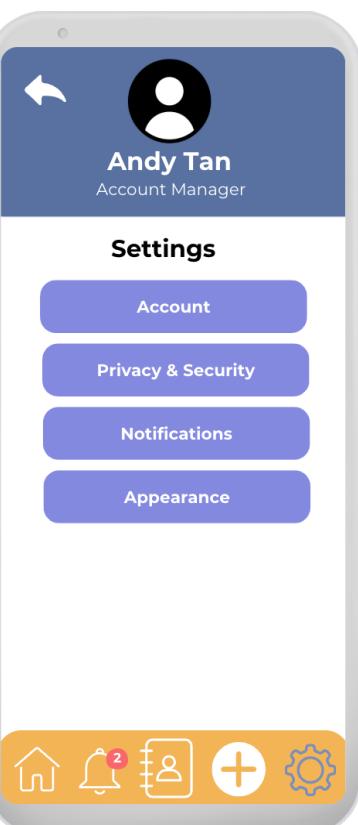
Customer List



Customer Profile



Issue Creation



Settings

Proof of Concept: Web-based Interface

The screenshot shows a web-based interface with a sidebar containing icons for Home, Notification, Customers, Create Issue, WhatsApp, and Settings. The main area features three dashed-bordered sections: 'CS Performance Scoring' with a line graph icon, 'Issues and Tasks' with a checklist icon, and 'CX Improvement Comments' with a speech bubble icon.

Homepage

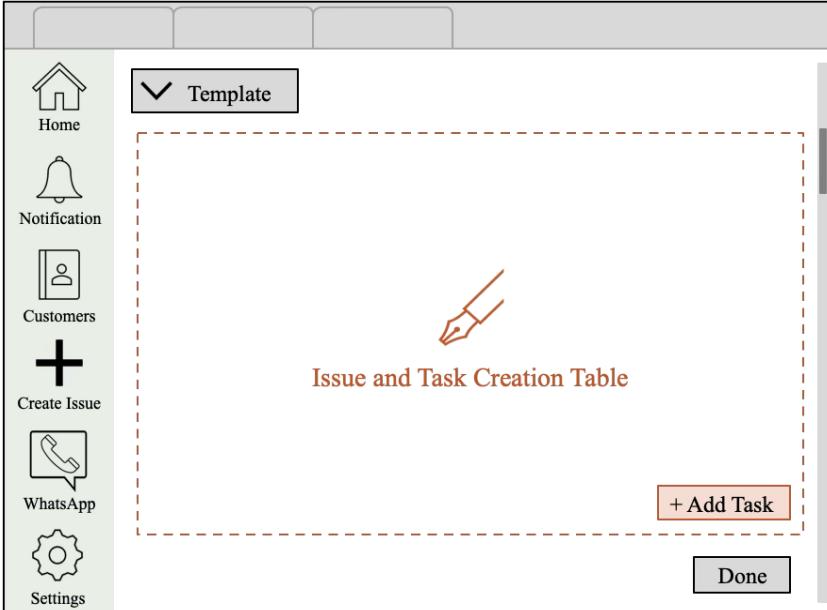
The screenshot shows a list of notifications on the 'Notifications' page. The items include 'New Active Task' (repeated twice), 'Issue Completed' (repeated twice), and 'New Active Task' (once). The sidebar on the left is identical to the one in the homepage screenshot.

Notifications

The screenshot shows the 'Customer Profile' page. It includes the SUTD logo and contact information: AM: Andy Lim Tel: +65 6303 6600 Fax: +65 6779 5161 Address: 8 Somapah Road, Singapore 487372. Below this is a section for 'POC Information' with details for Oscar Camaran Tan (Role: Purchaser, Mobile: +65 9277 0182, Email: oscarcam_tan@gmail.com). The main area contains a 'Customer Specific Data' section with a line graph icon and a 'Note Taking Space' section with a clipboard icon.

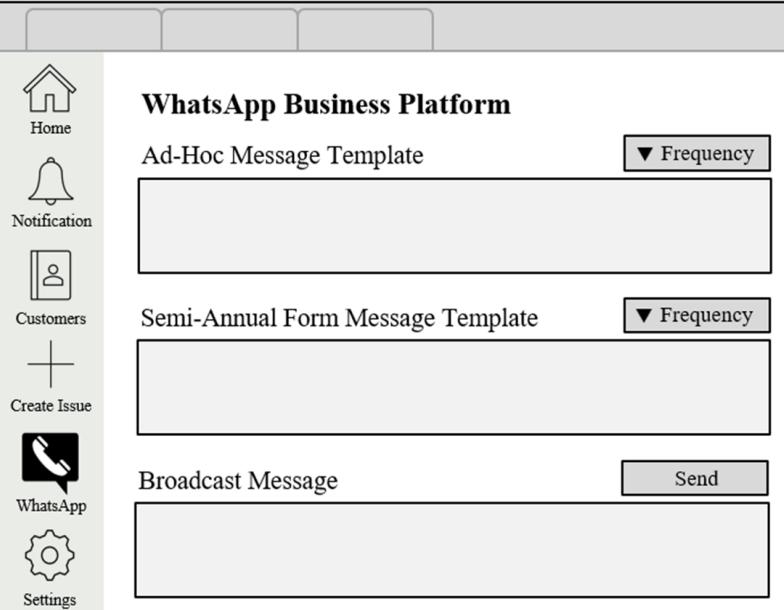
Customer Profile

Proof of Concept: Web-based Interface



The Issue Creation interface features a sidebar with icons for Home, Notification, Customers, Create Issue, WhatsApp, and Settings. A main panel titled "Template" contains a dashed red box labeled "Issue and Task Creation Table" with a pencil icon. Below it is a button "+ Add Task". At the bottom right is a "Done" button.

Issue Creation



The WhatsApp Business Platform interface has a sidebar with icons for Home, Notification, Customers, Create Issue, WhatsApp, and Settings. It displays three message templates: "Ad-Hoc Message Template", "Semi-Annual Form Message Template", and "Broadcast Message", each with a "Frequency" dropdown. A "Send" button is located next to the Broadcast Message template.

WhatsApp Business Platform



The Settings interface shows a sidebar with icons for Home, Notification, Customers, Create Issue, WhatsApp, and Settings. It displays a user profile for "Andy Tan, Account Manager" and a list of settings categories: Account, Login and Security, Notifications, and Appearance, each with a right-pointing arrow.

Settings

Interface Pages Summary

No.*	Pages	Description	Android Application	Web-Based Interface
1	Home	Overview of customer experience data and issue and task tracker	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
2	Notifications	Compile all notifications of key updates and actions required	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
3	Customer Profiles	List of individual profiles containing key Customer information	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
4	Issue and Task Creation	Tool to create issues	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
5	WhatsApp Business Platform	User friendly front-end to use WhatsApp Business Platform	<input type="checkbox"/>	<input checked="" type="checkbox"/>
6	Settings	Manage account information and adjust display preferences	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>

*Pages organised by importance and expected frequency of usage

AI Models



AI Models

Artificial Intelligence (AI) Models in our solution are:

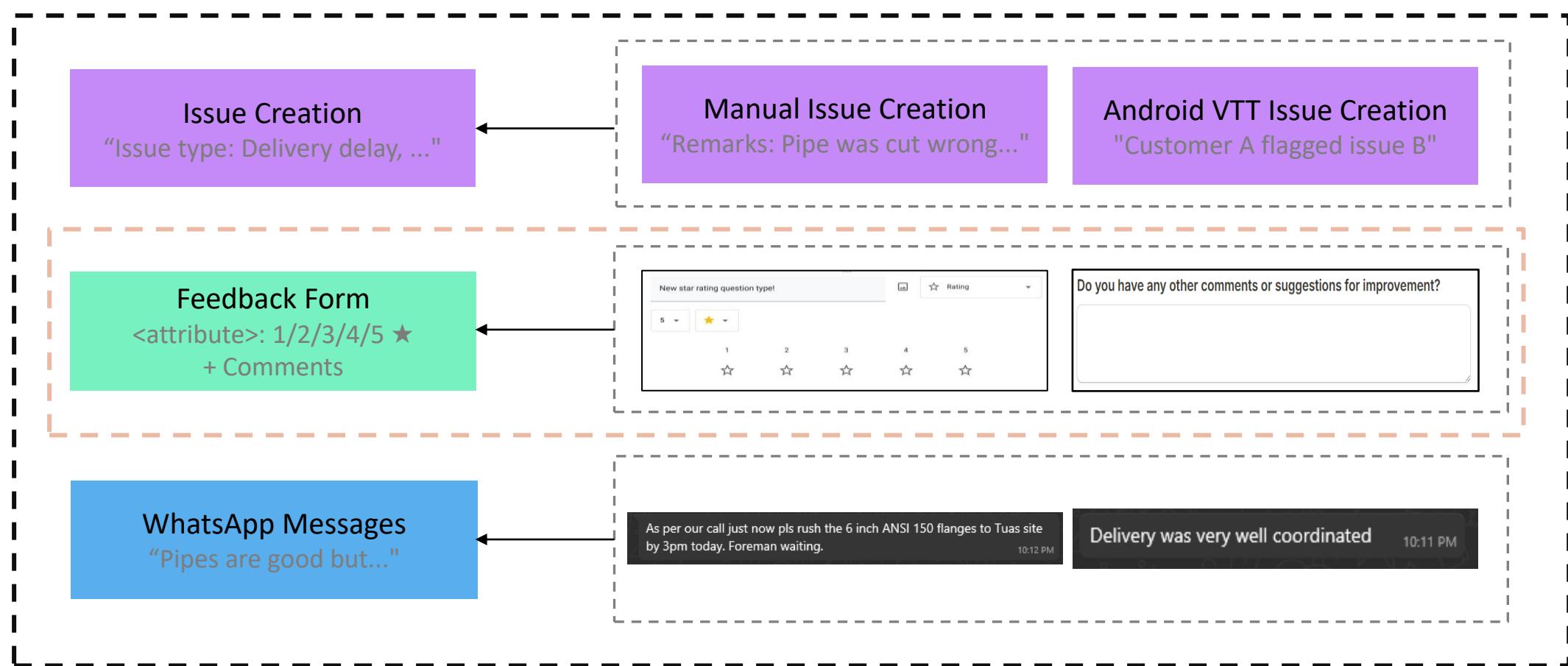
1. Office:

- a. Customer Satisfaction (CS) Scoring Model
- b. Summarizing Model (CX Improvement Comments)
- c. Issue Tracking Model

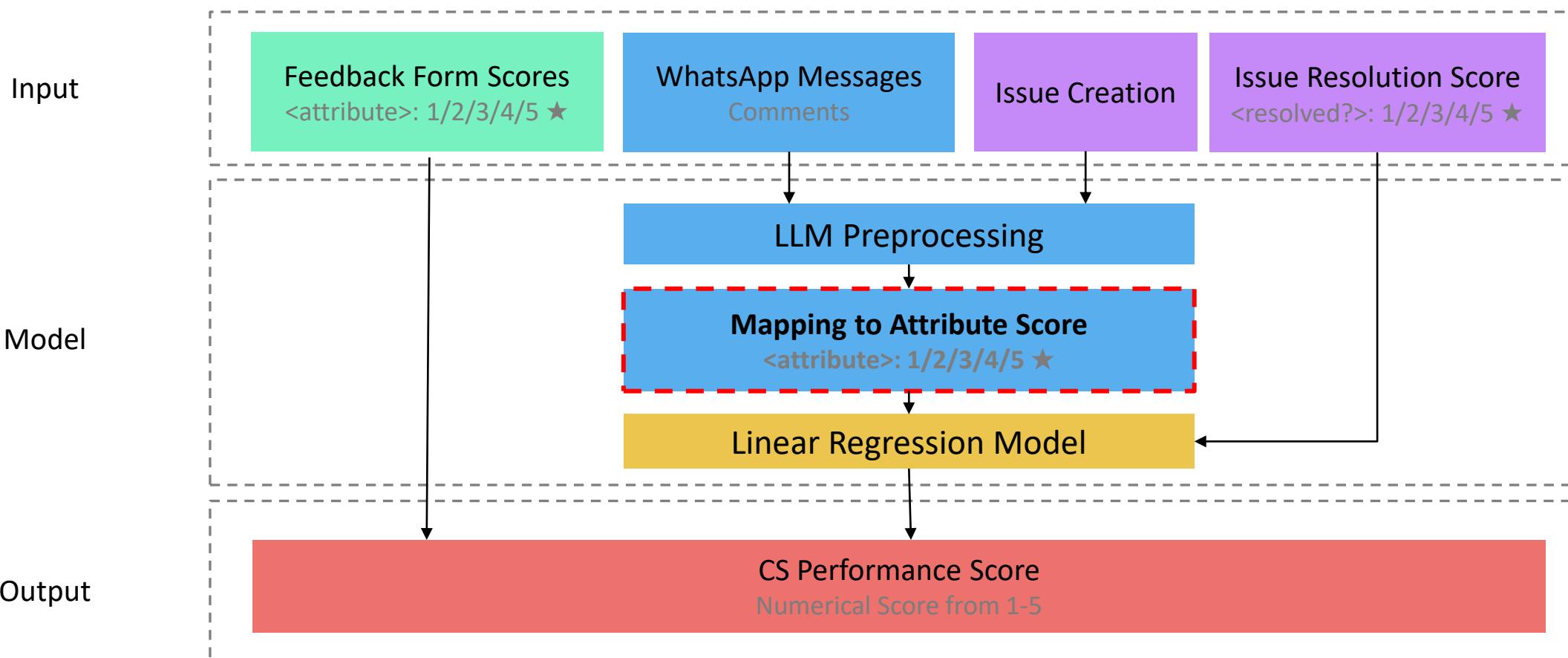
2. Site:

- a. Customer Satisfaction (CS) Scoring (Direct feedback form scores only)
- b. Summarizing Model (CX Improvement Comments)

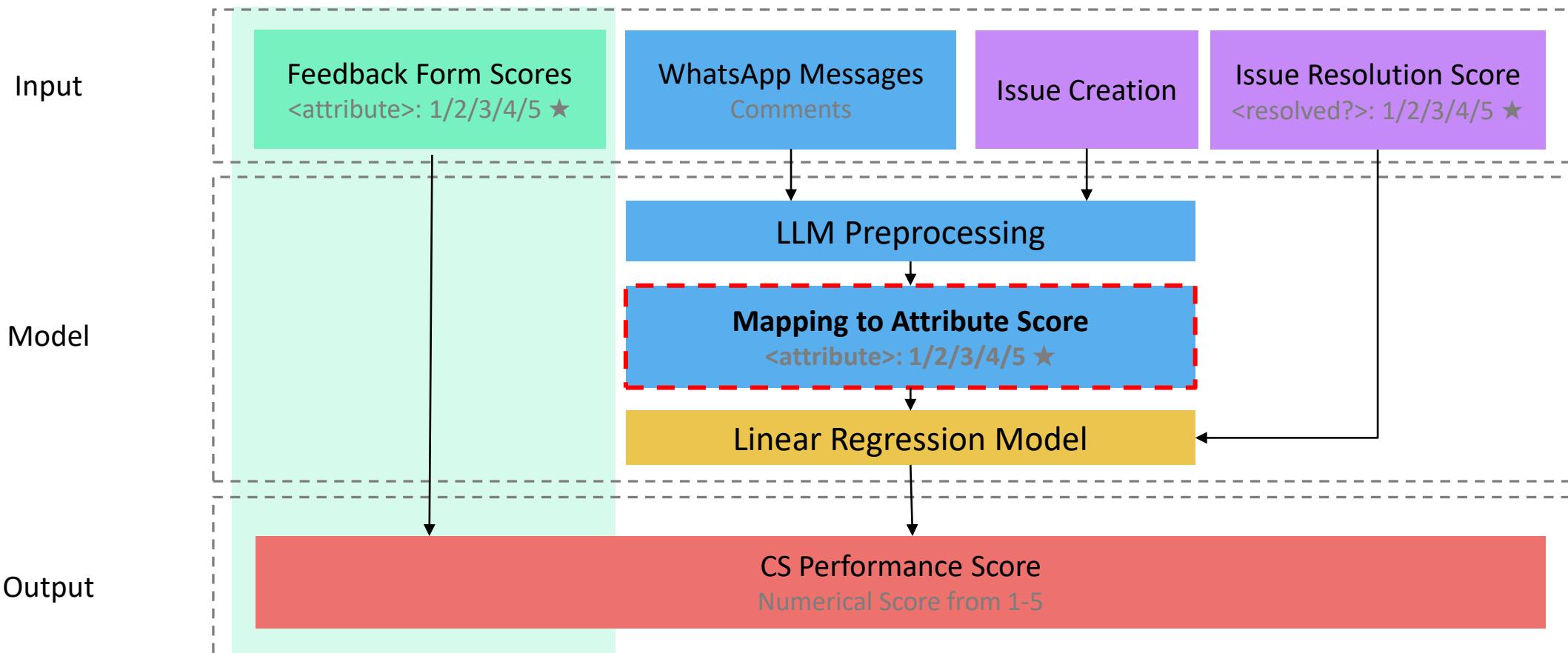
Inputs



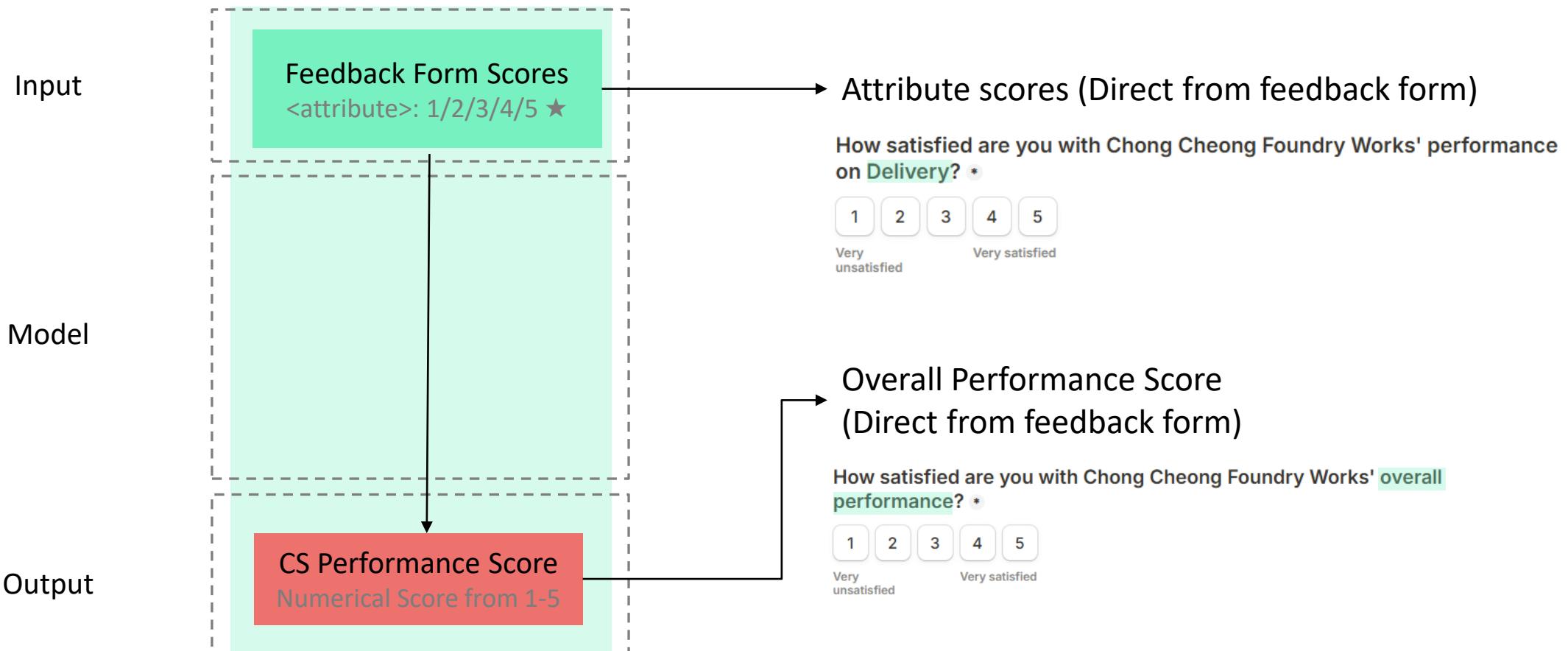
CS Scoring (Office)



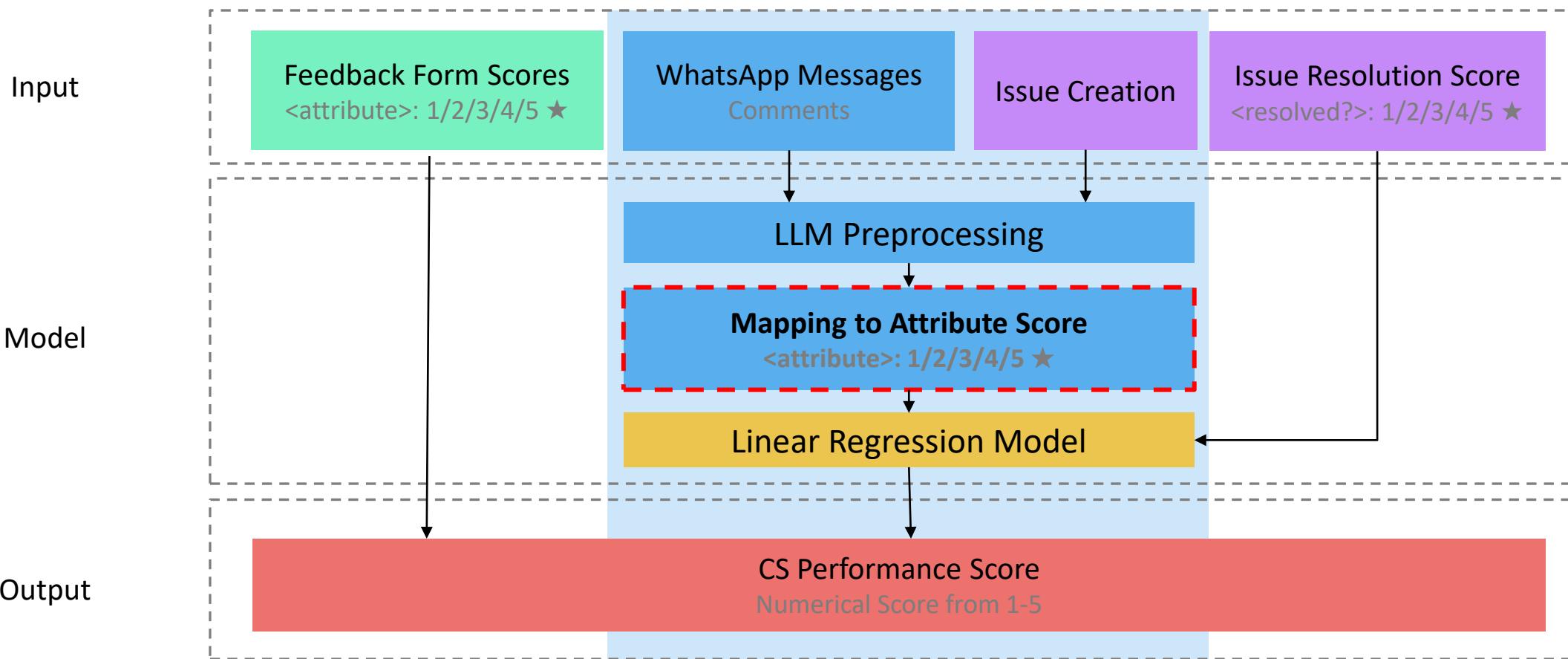
CS Scoring (Office)



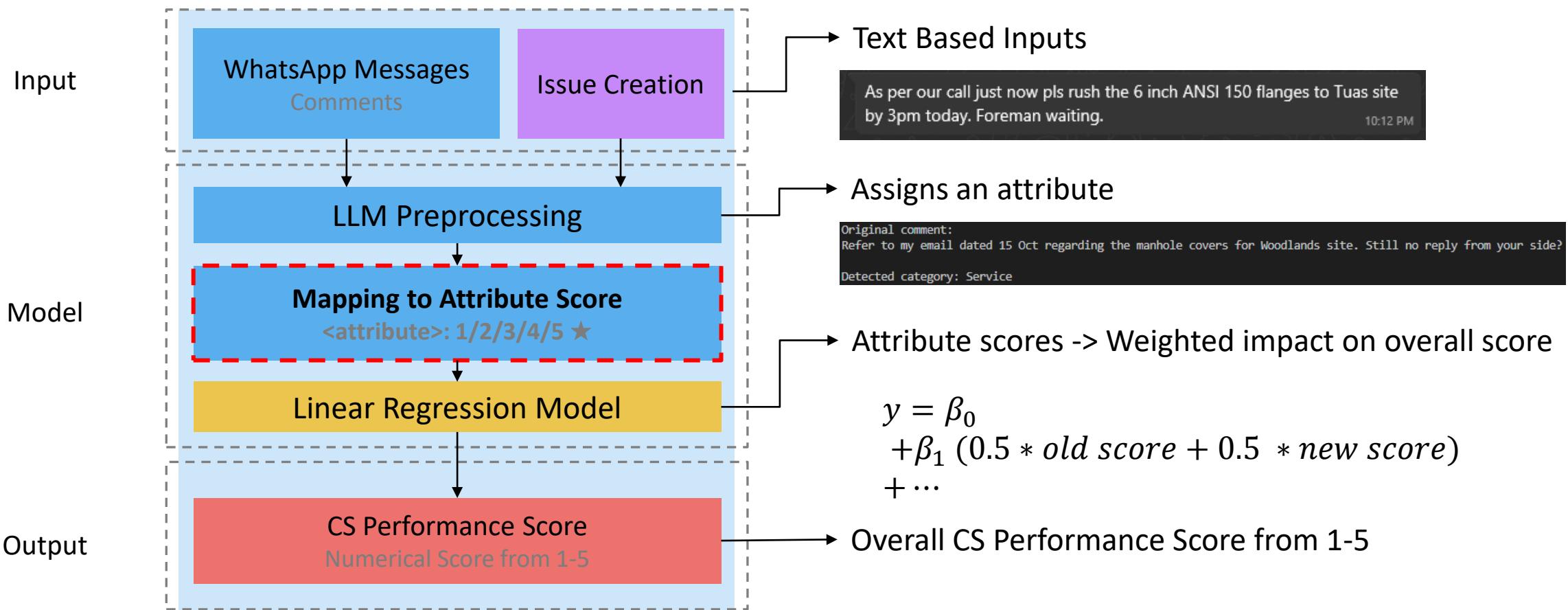
CS Scoring (Office)



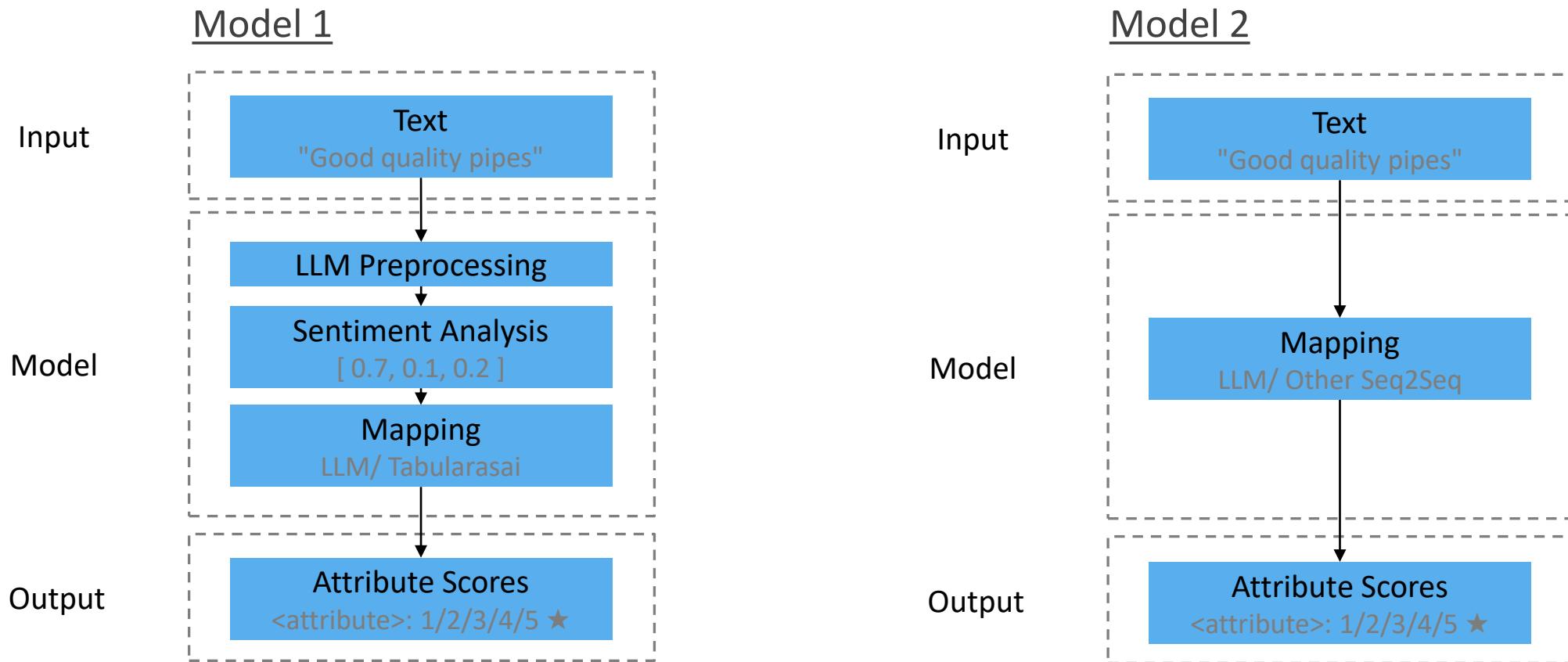
CS Scoring (Office)



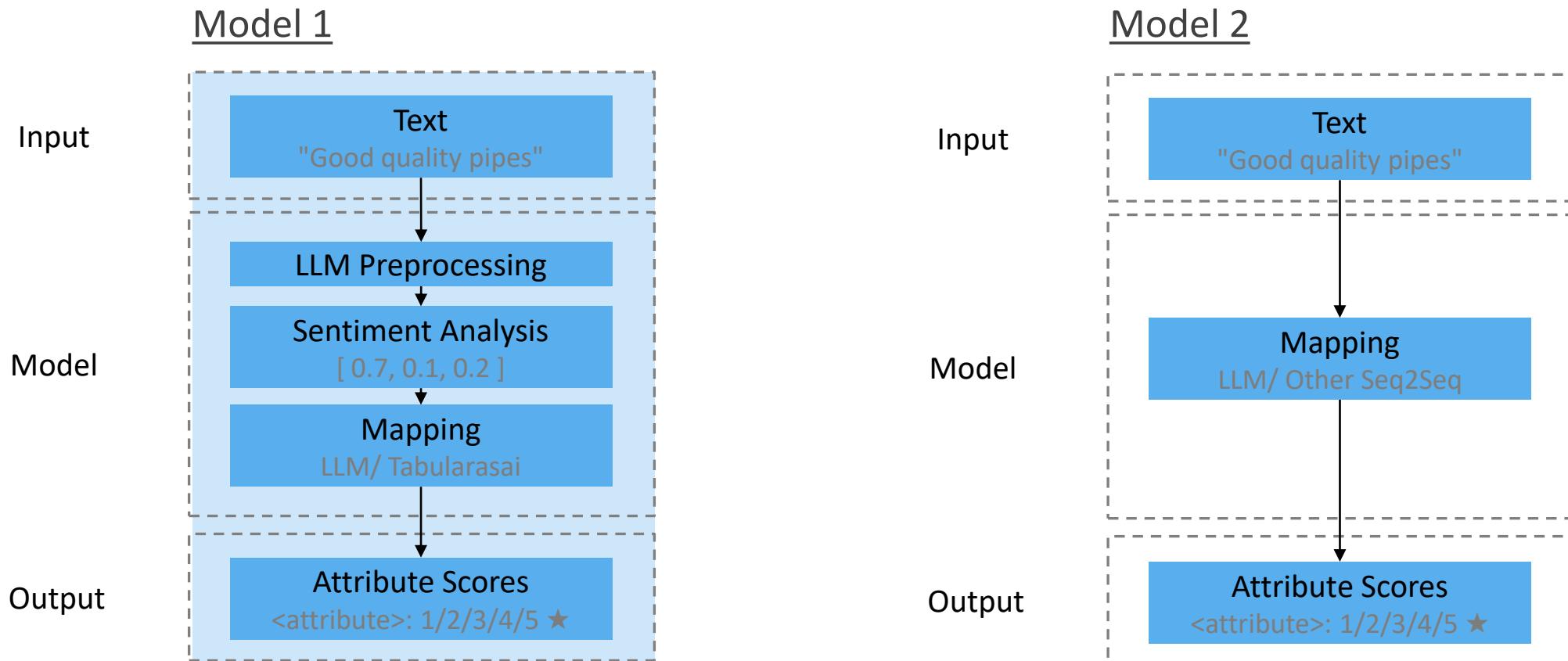
CS Scoring (Office)



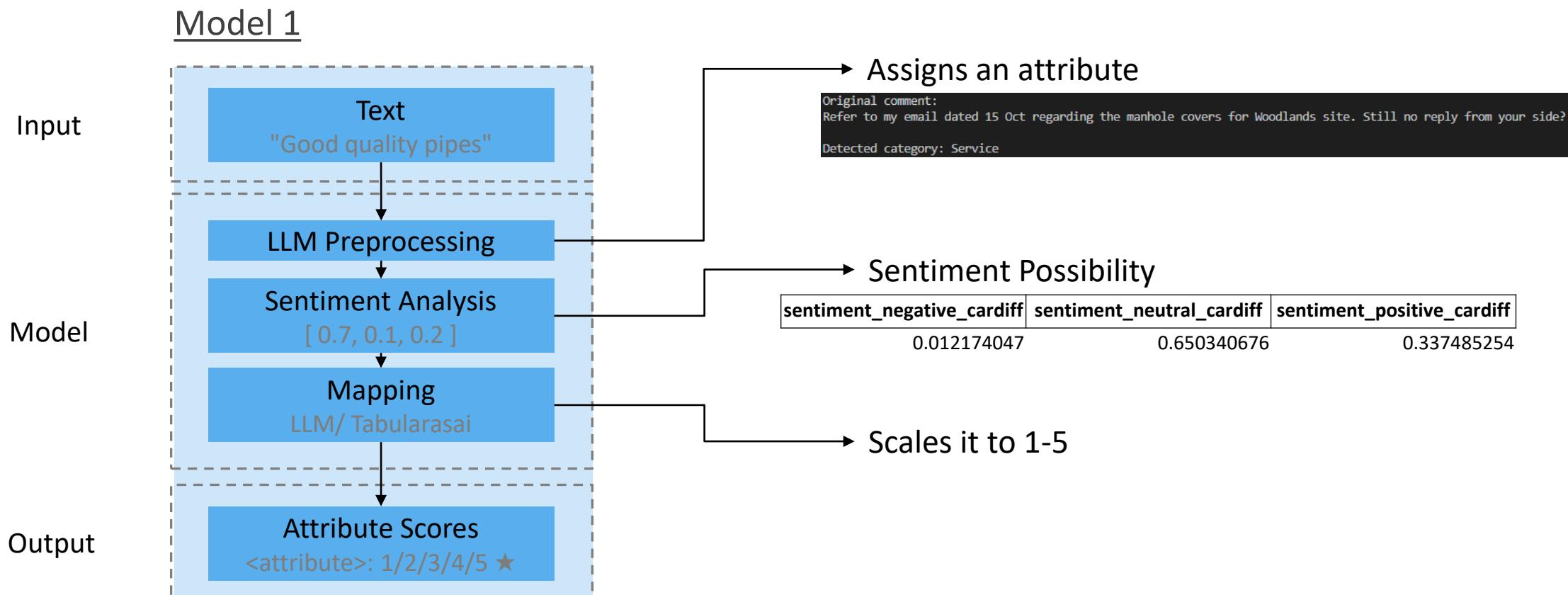
AI: Mapping Text -> Attribute



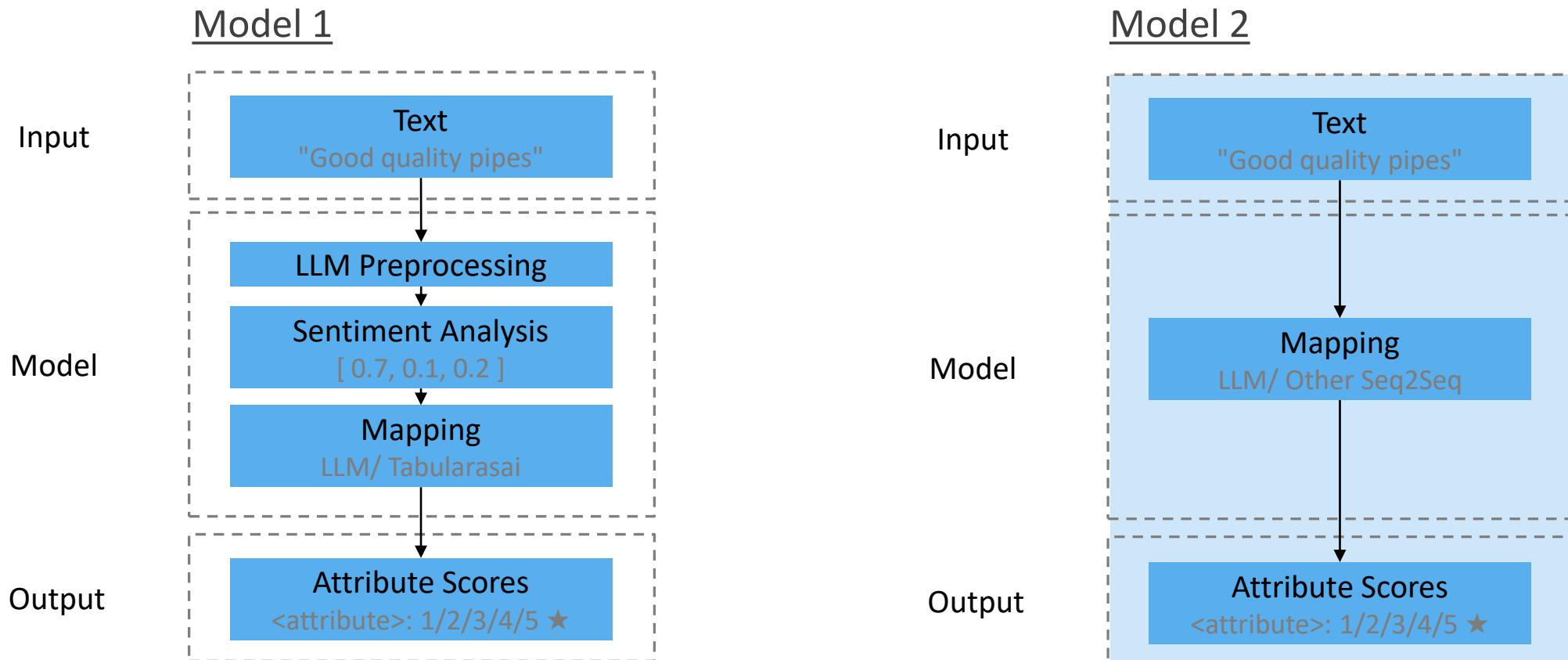
AI: Mapping Text -> Attribute



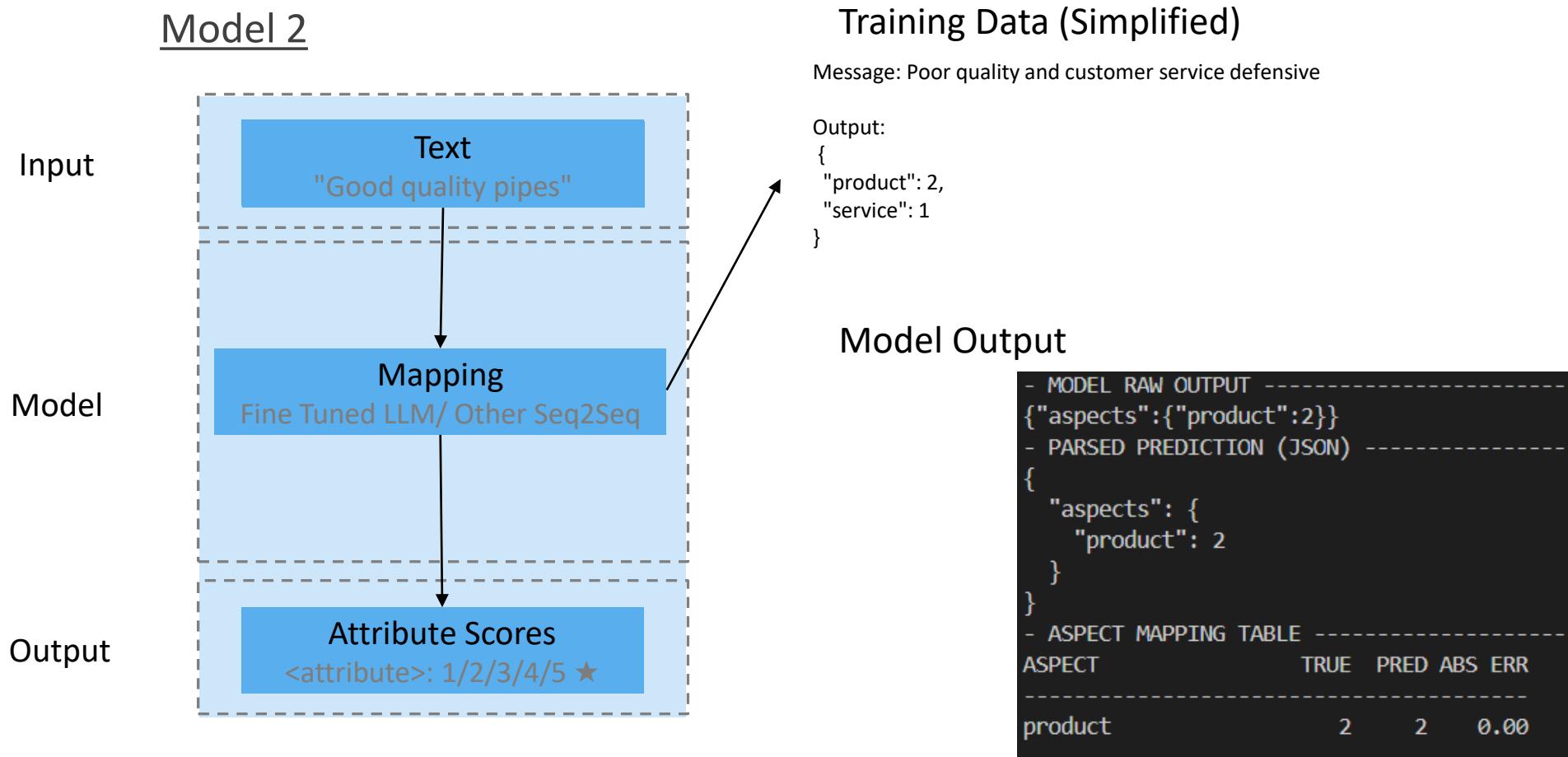
AI: Mapping Text -> Attribute



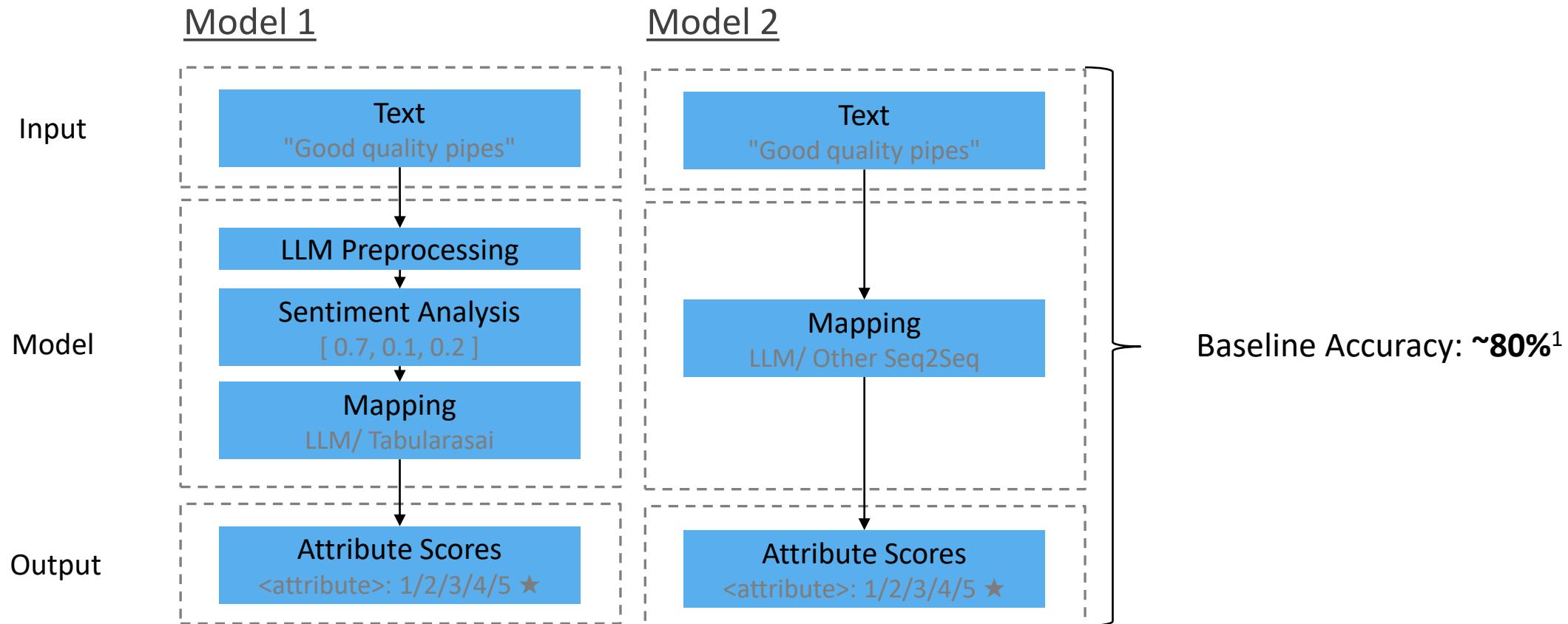
AI: Mapping Text -> Attribute



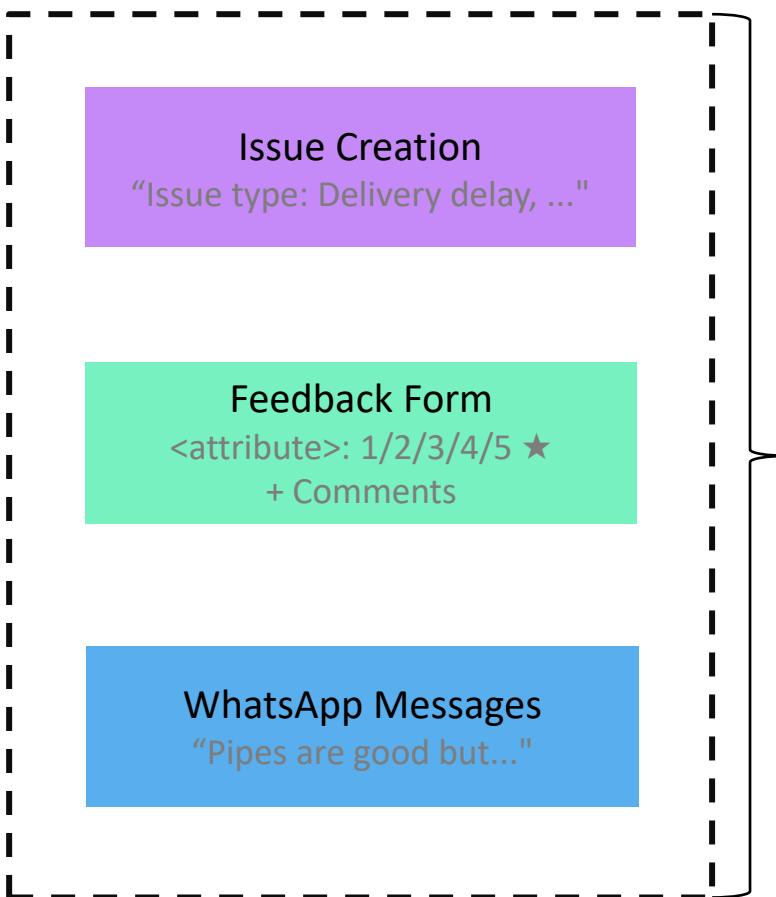
AI: Mapping Text -> Attribute



AI: Mapping Text -> Attribute



Inputs

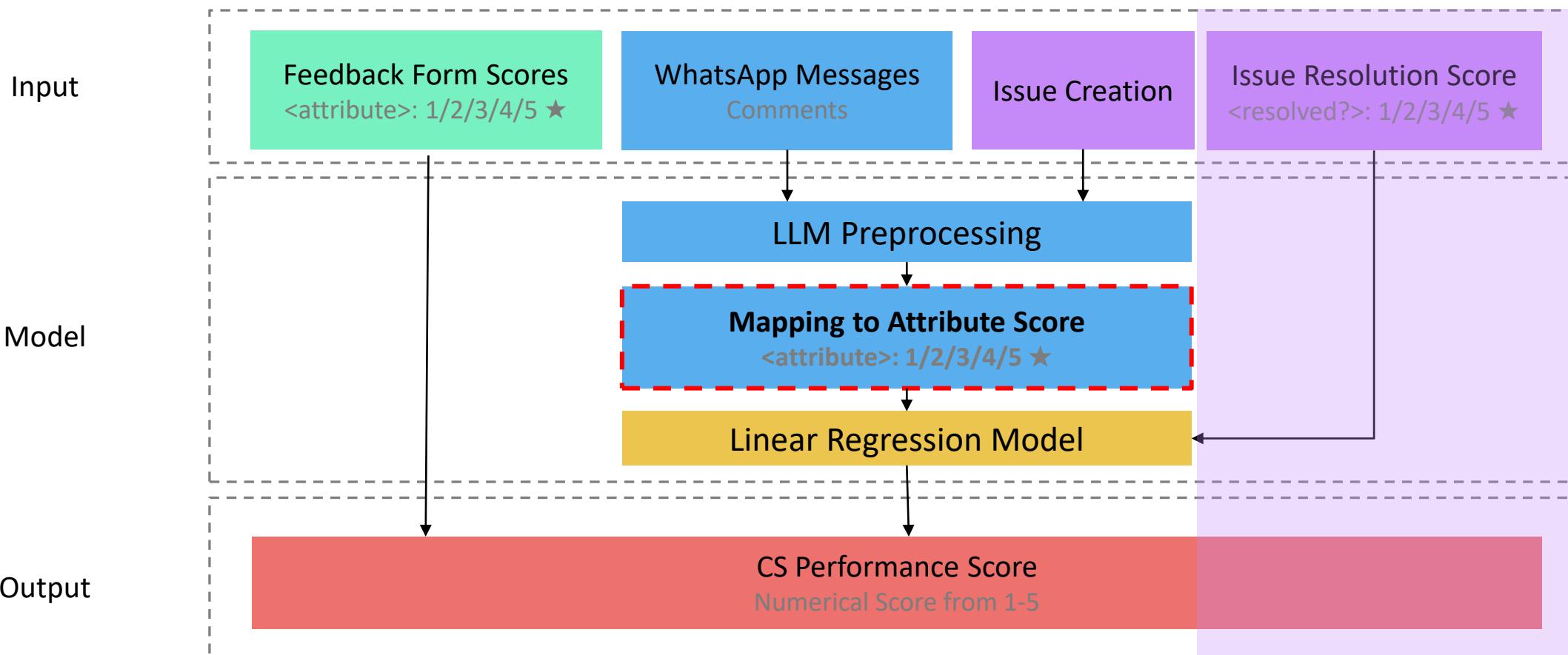


- Data Requirements

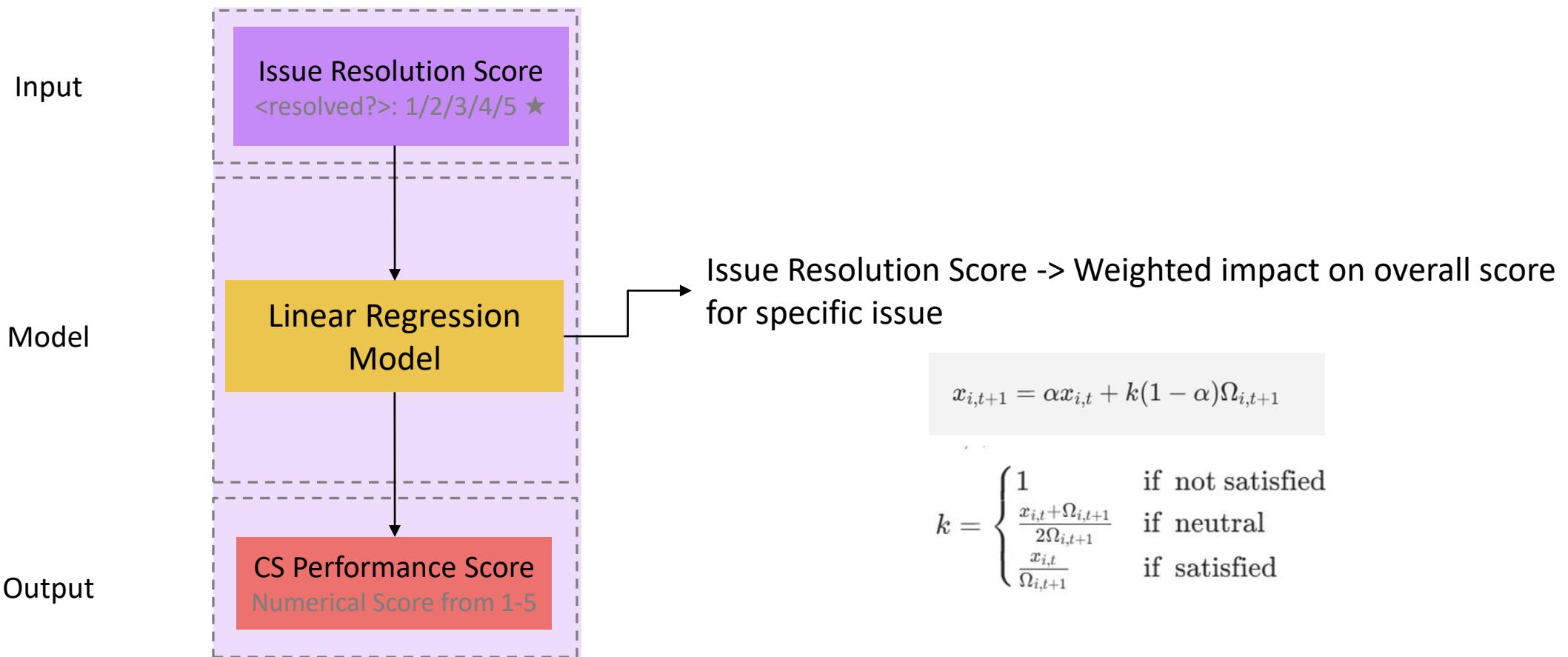
- Amount of data needed: **300-500 labelled samples**
- **Contingency:** Use **synthetic data** (LLM generated, verified by experts)
 - Must be easy to insert real data if it becomes available

Comment_ID	Comment
1	Status?
2	As per our call just now pls rush the 6 inch ANSI 150 flanges to Tuas site by 3pm today. Foreman waiting.
3	MTC received but cert date shows March 2024, our PO is Feb 2024. Which batch is this? Pls clarify asap.
4	Can faster or not? Client side keep asking me already. Need the DI fittings by COB today if not project delay.
5	Good support from your Katherine during LKG project shutdown last month. Hope can maintain same service level for upcoming Jurong Island works.
6	Wrong item sent again. This is 3rd time already. I ordered PN16 you send PN10. Pls arrange collection and replacement urgent.
7	Refer to my email dated 15 Oct regarding the manhole covers for Woodlands site. Still no reply from your side?
8	Driver cannot find our Pioneer Road location. Can give him my number 9123-4567 so I can guide him in?
9	Hi the valve you quoted is for freshwater system but can use for seawater or not? Our marine application need corrosion resistant.
10	Flanges received yesterday, quality looks good, coating finish is clean. Tks for the fast delivery.
11	Boss asking for update on PO CC-2847. Can advise ETA? Need before CNY shutdown period starts.
12	This one how? Drawing shows JIS 10K but client now says must be ANSI 150. Can still change or need to reorder?
13	Pls send the cert
14	Your Ah Beng say can deliver Monday but your office say Wednesday. Which one correct? Site ready to receive Monday only.
15	Need hydro test cert with third party witness for the 8 inch gate valves. PUB inspector very strict this time round.

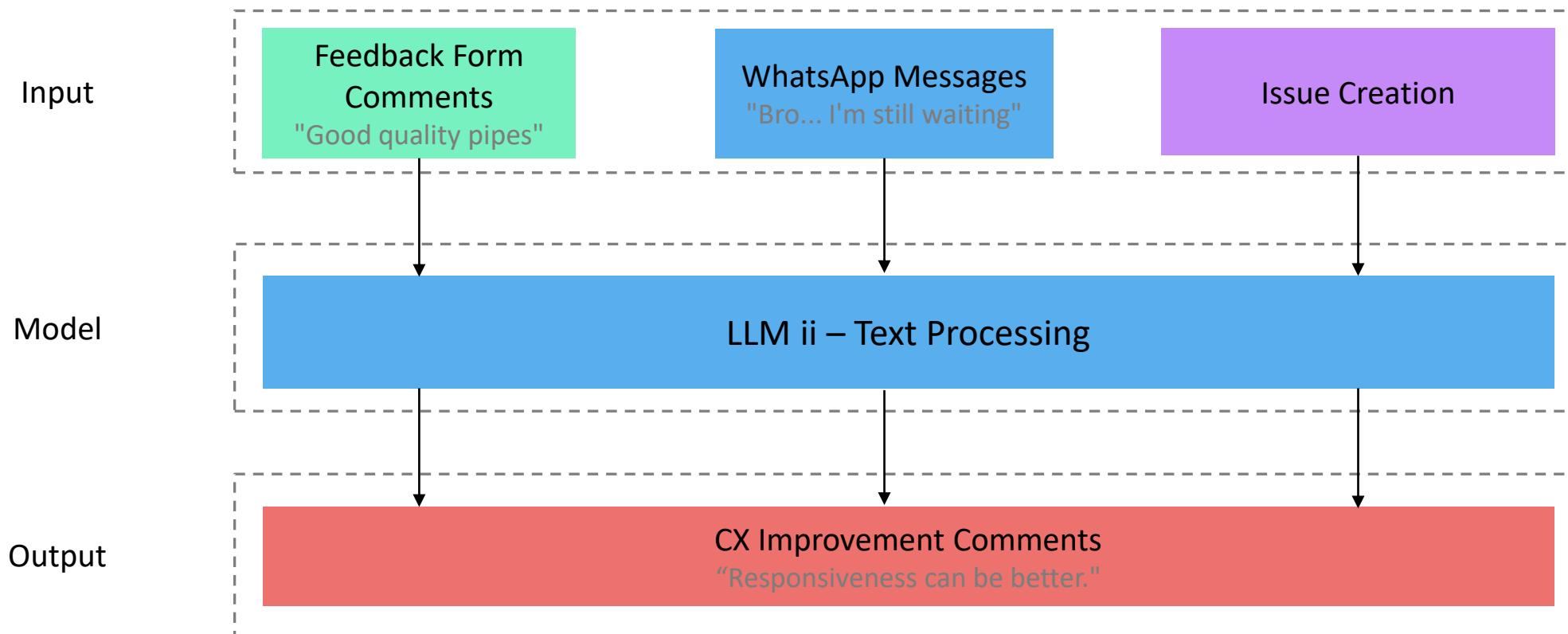
CS Scoring (Office)



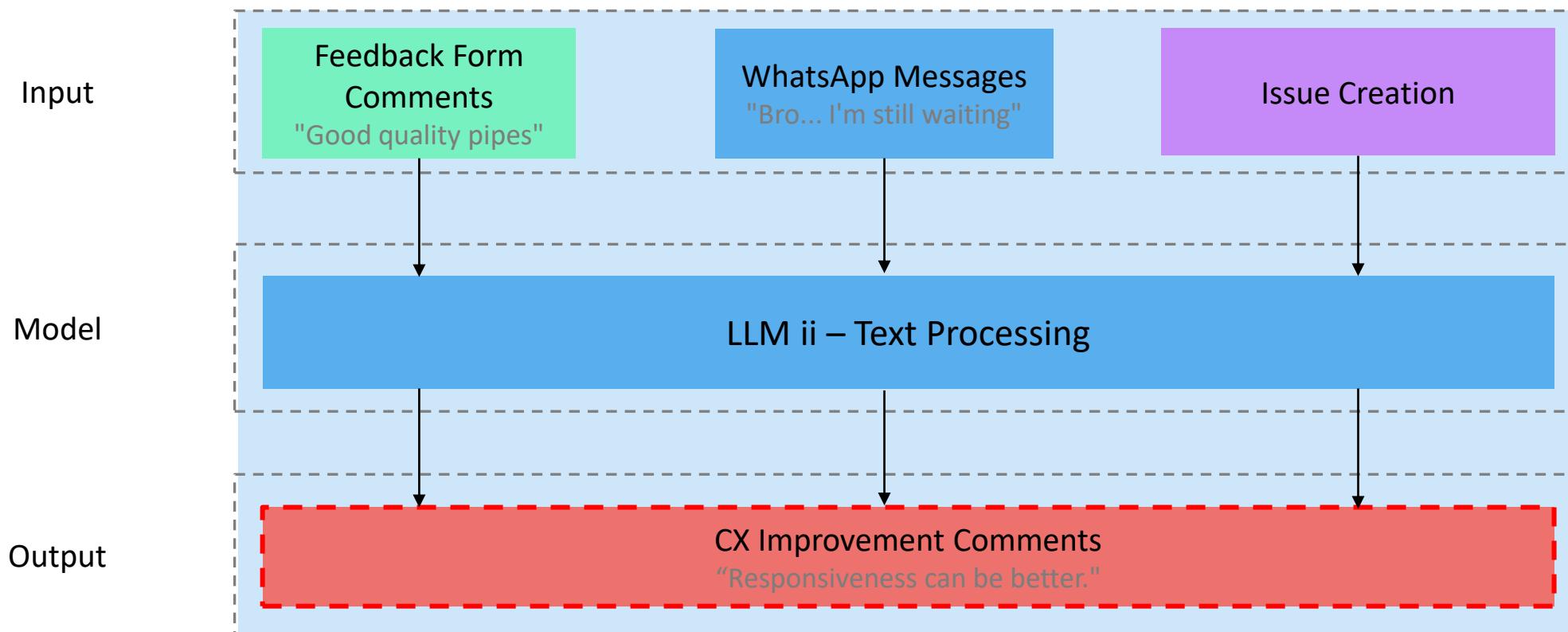
CS Scoring (Office)



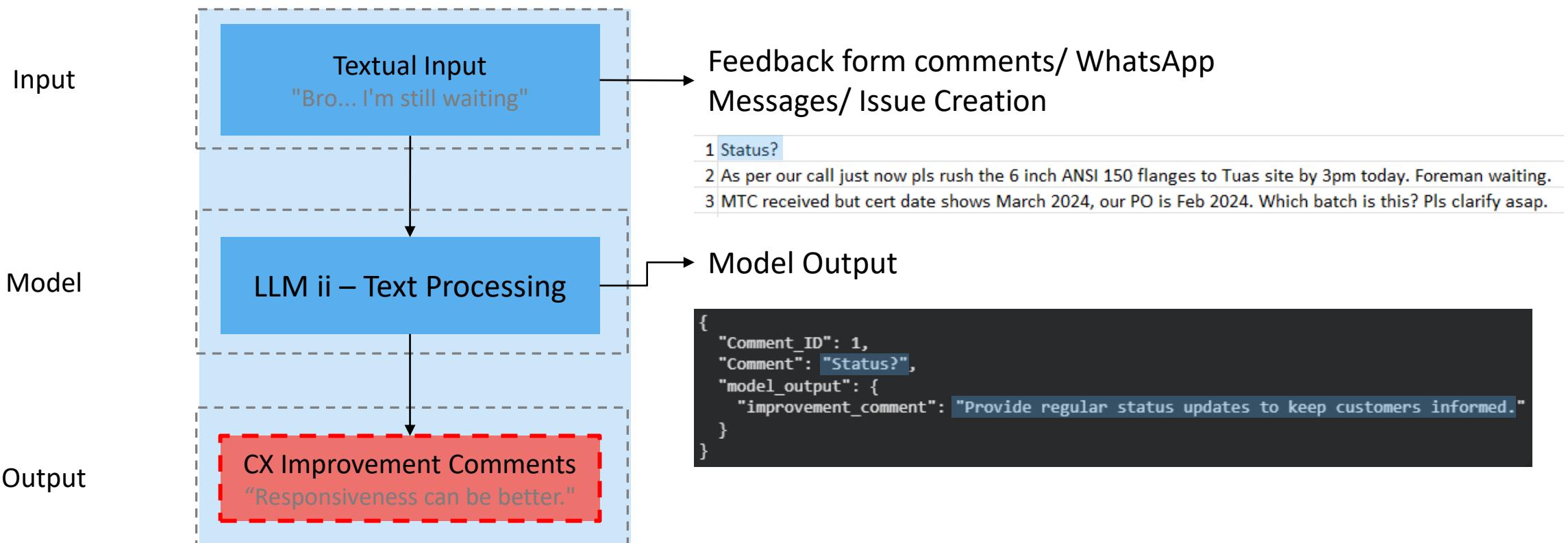
Summarizing Model (Office)



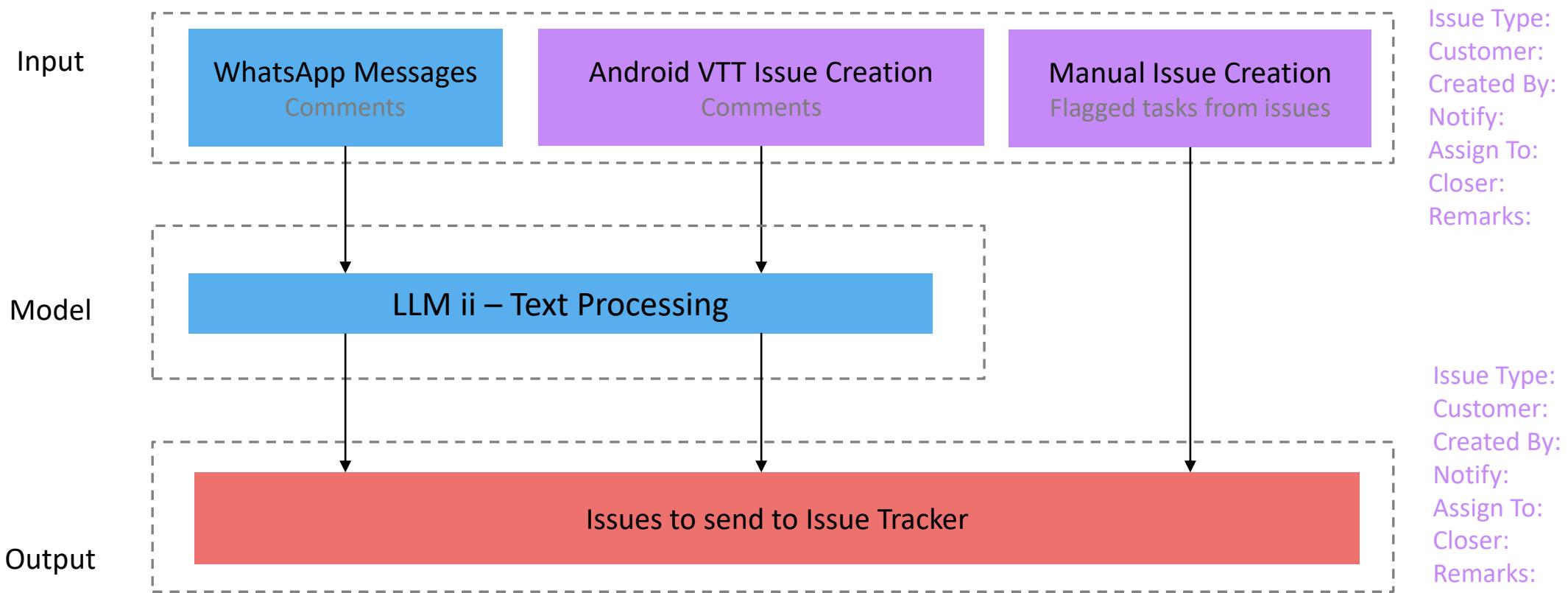
Summarizing Model (Office)



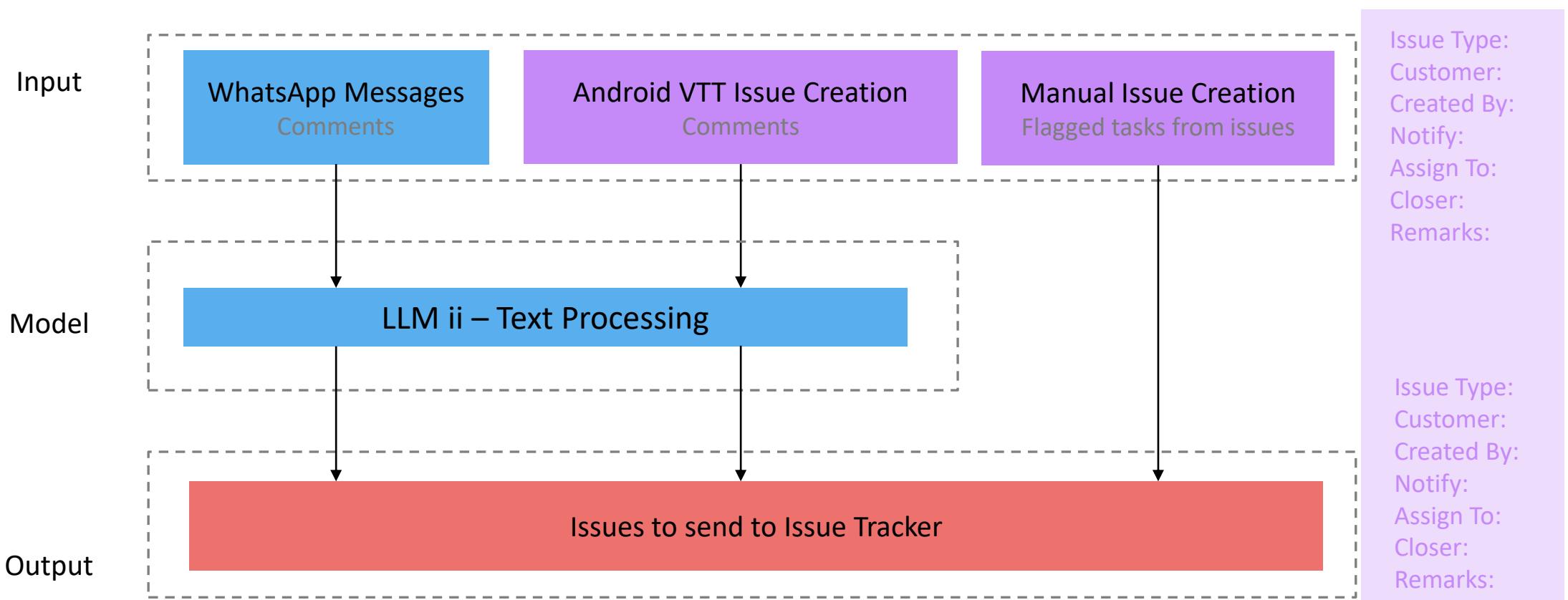
Summarizing Model (Office)



Issue Tracking (Office)



Issue Tracking (Office)

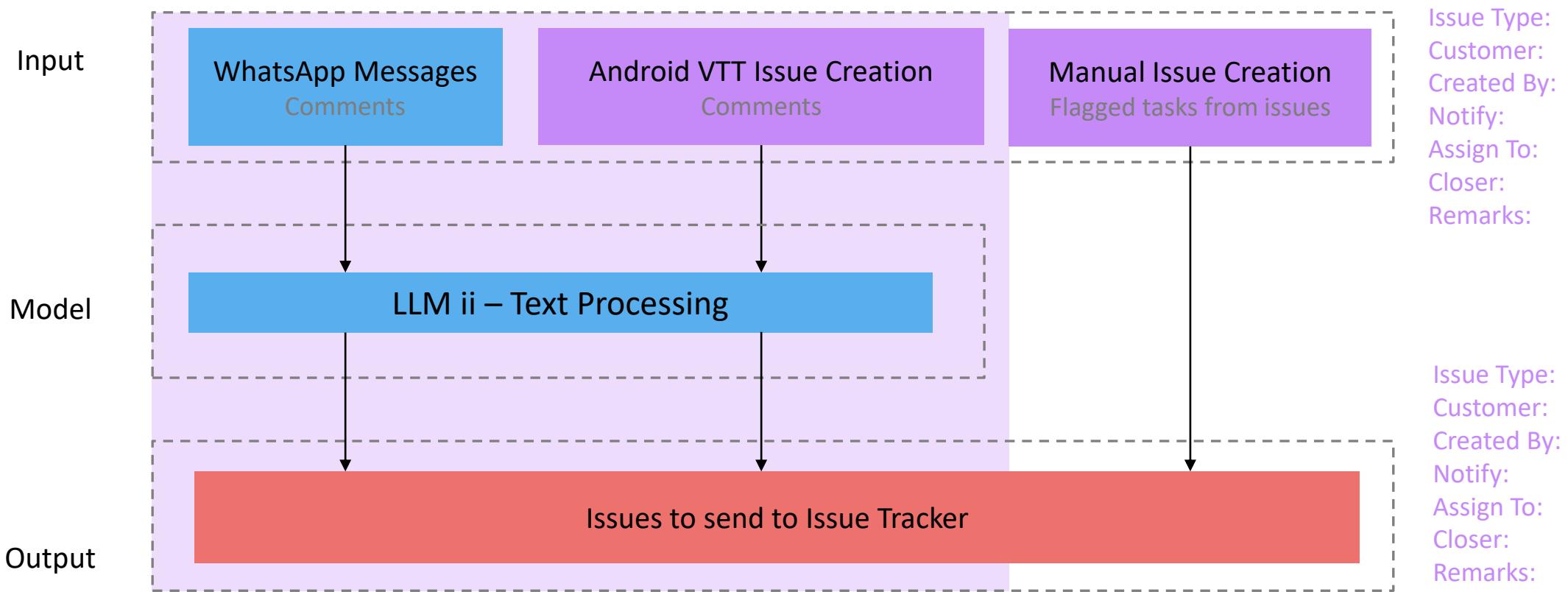


Issue Tracking (Office)

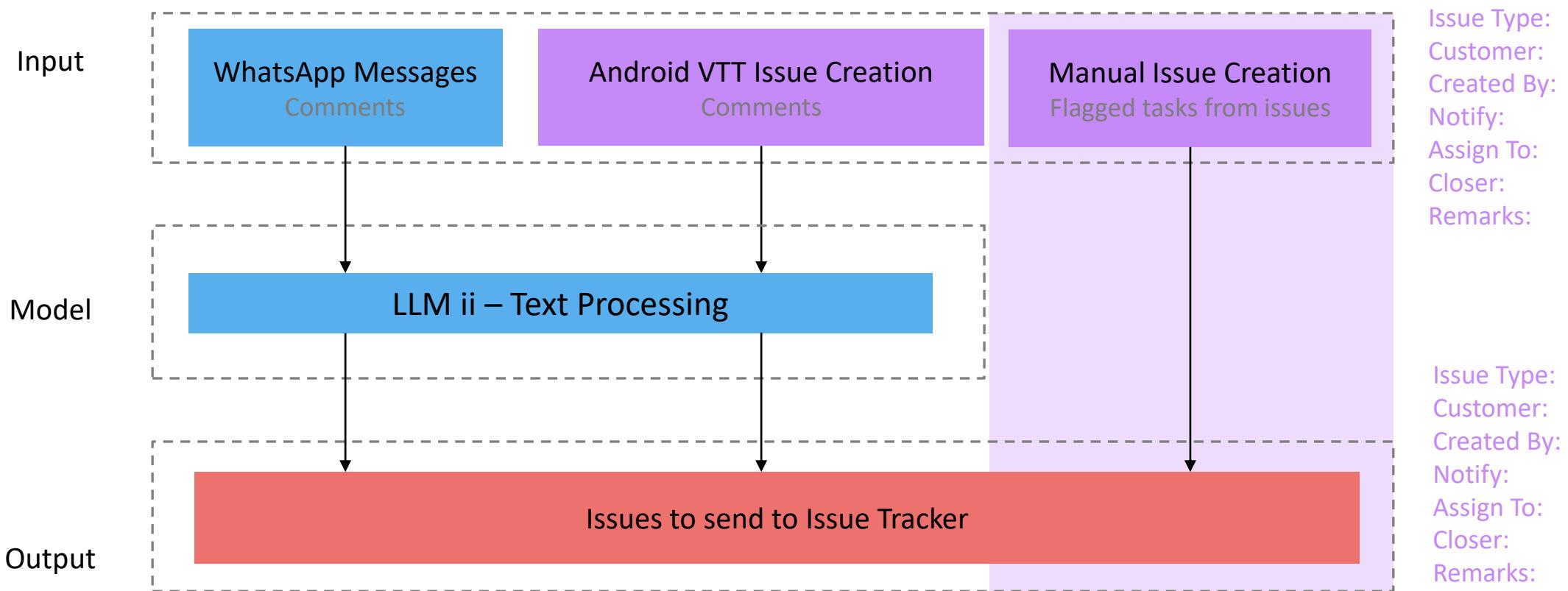
S/N	Issue	Created By	Created At	To Inform:	Assigned to:	Resolved At:	Status to Close	Closed At:
1	Del Delay	Cust Svc Anyone		AM Cust Svc Darren	Darren Cust Svc		AM	
2	Product Quality	Cust Svc Anyone		AM Cust Svc Mukesh	Mukesh Cust Svc		AM	
3	Stock Issues	Cust Svc Anyone		AM Cust Svc Purchase	Purchase Cust Svc		AM	
4	Service Issues	Cust Svc Anyone		AM Cust Svc	AM Cust Svc		Sales Director	
5	Fulfillment Error	Cust Svc Anyone		AM Cust Svc	Cust Svc Prabu AM		AM	
	Payments							

- Issue Tracking Fields
 - Issue (Currently 6 types, as shown)
 - Created By
 - Created At
 - To Inform:
 - Assigned to:
 - Resolved At:
 - Status to Close:
 - Closed At:
 - **Remarks** (added for further analysis)

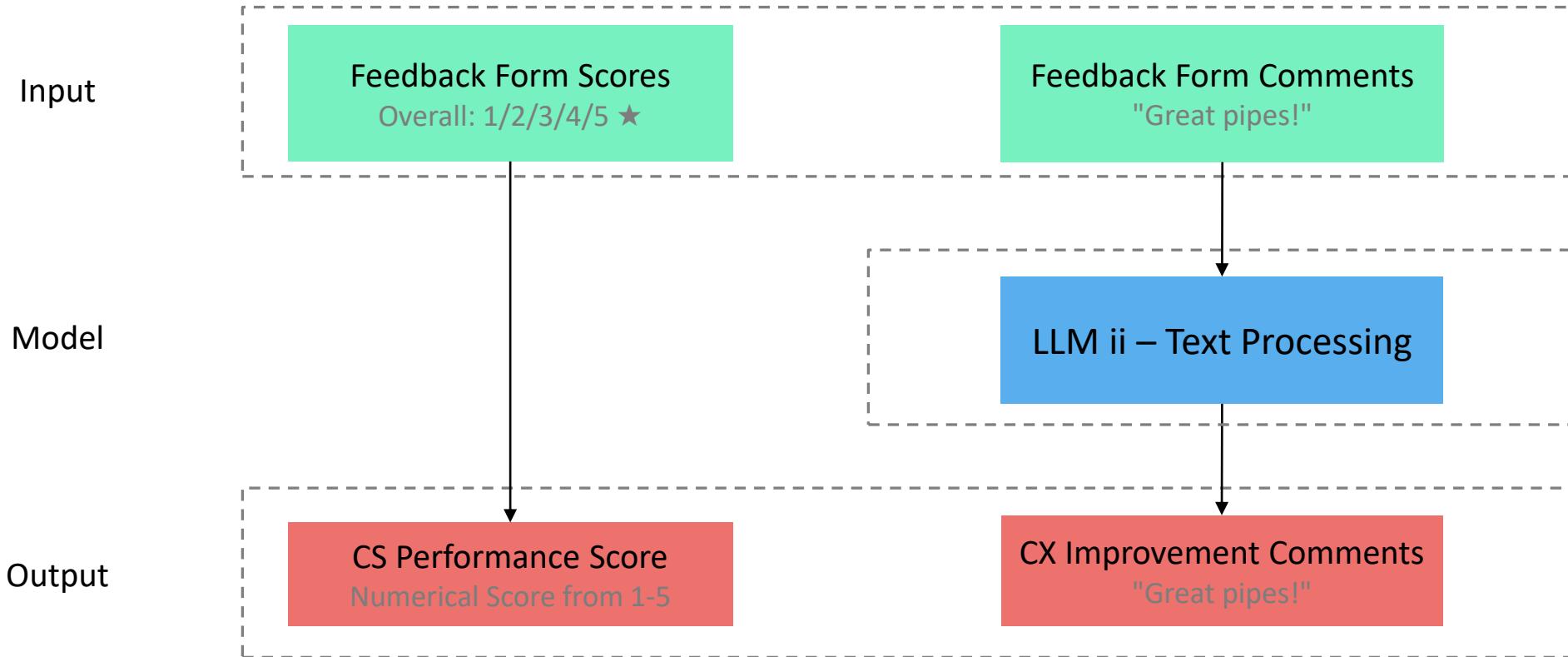
Issue Tracking (Office)



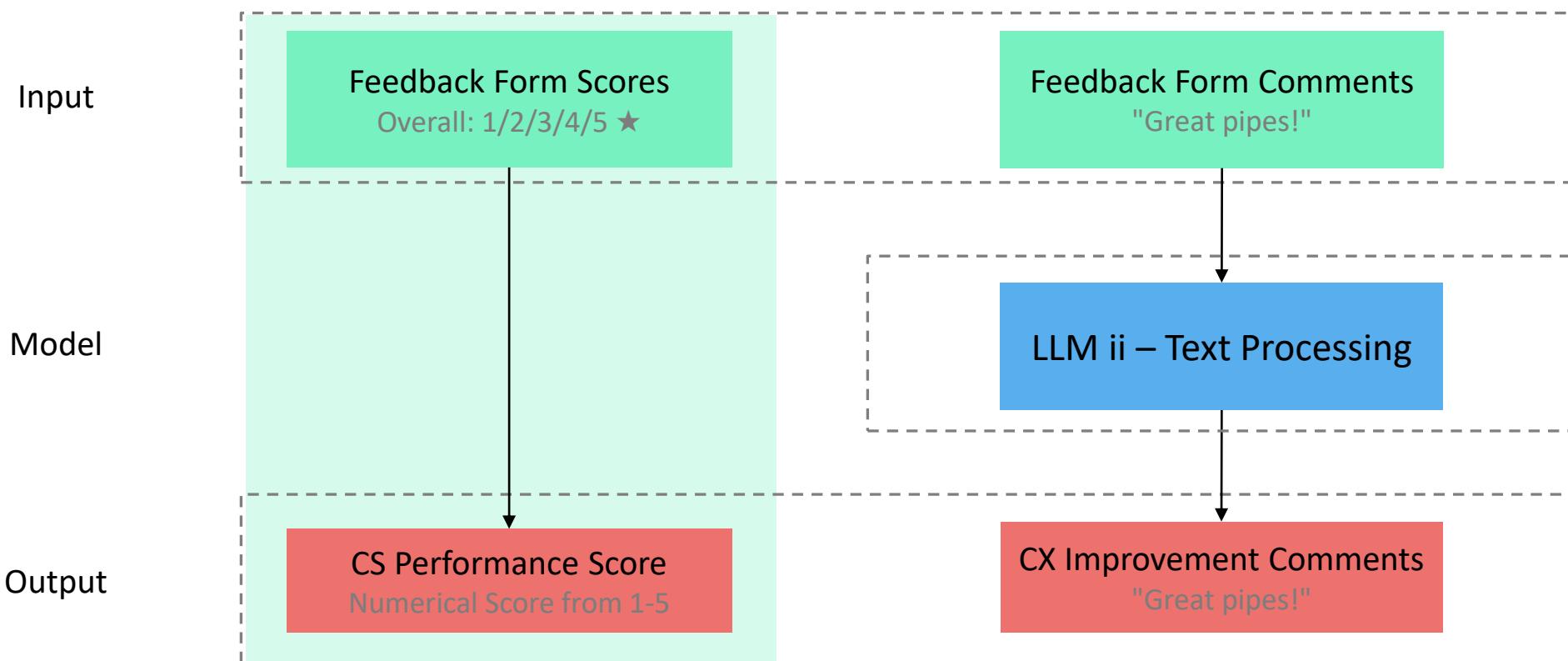
Issue Tracking (Office)



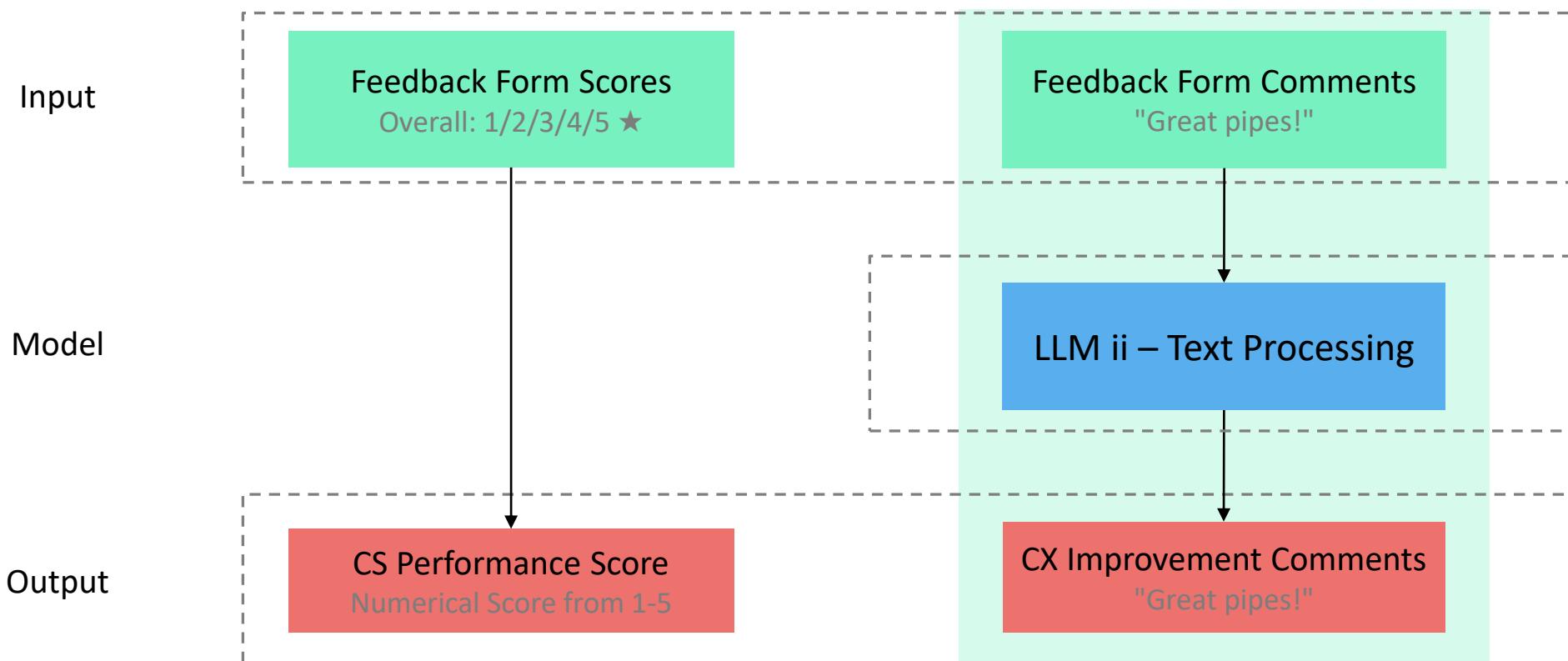
AI Models (Site)



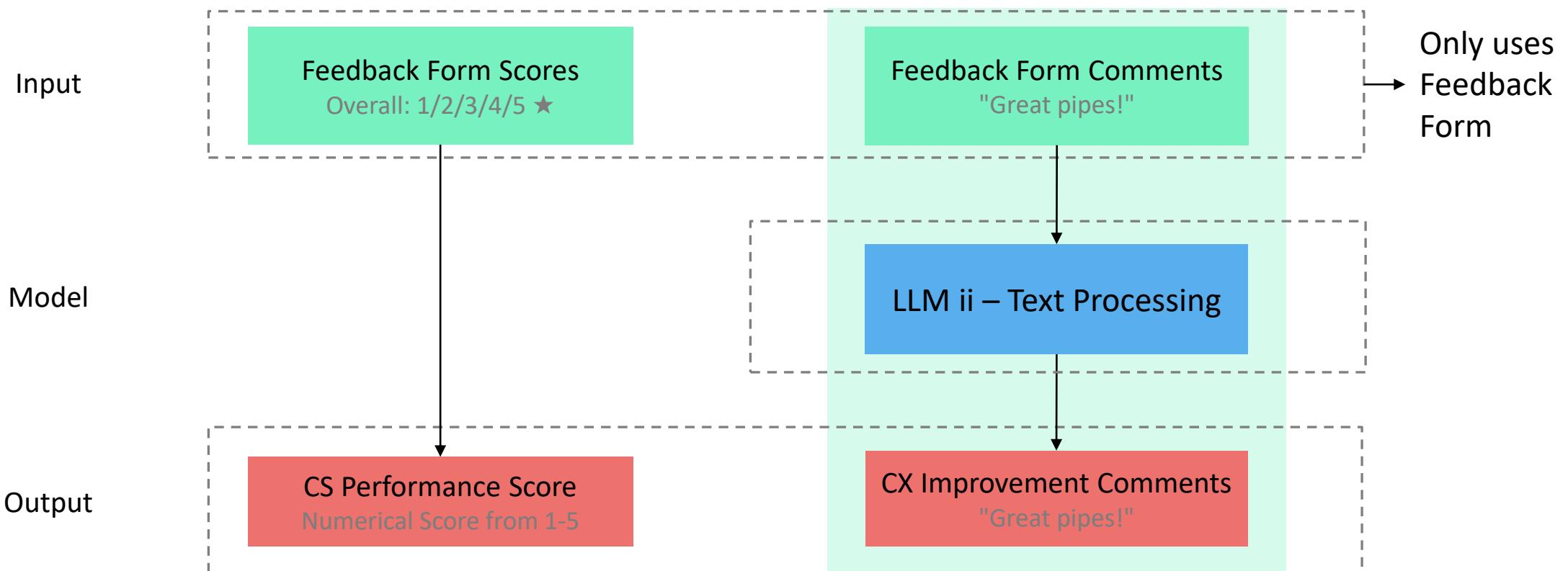
AI Models (Site)



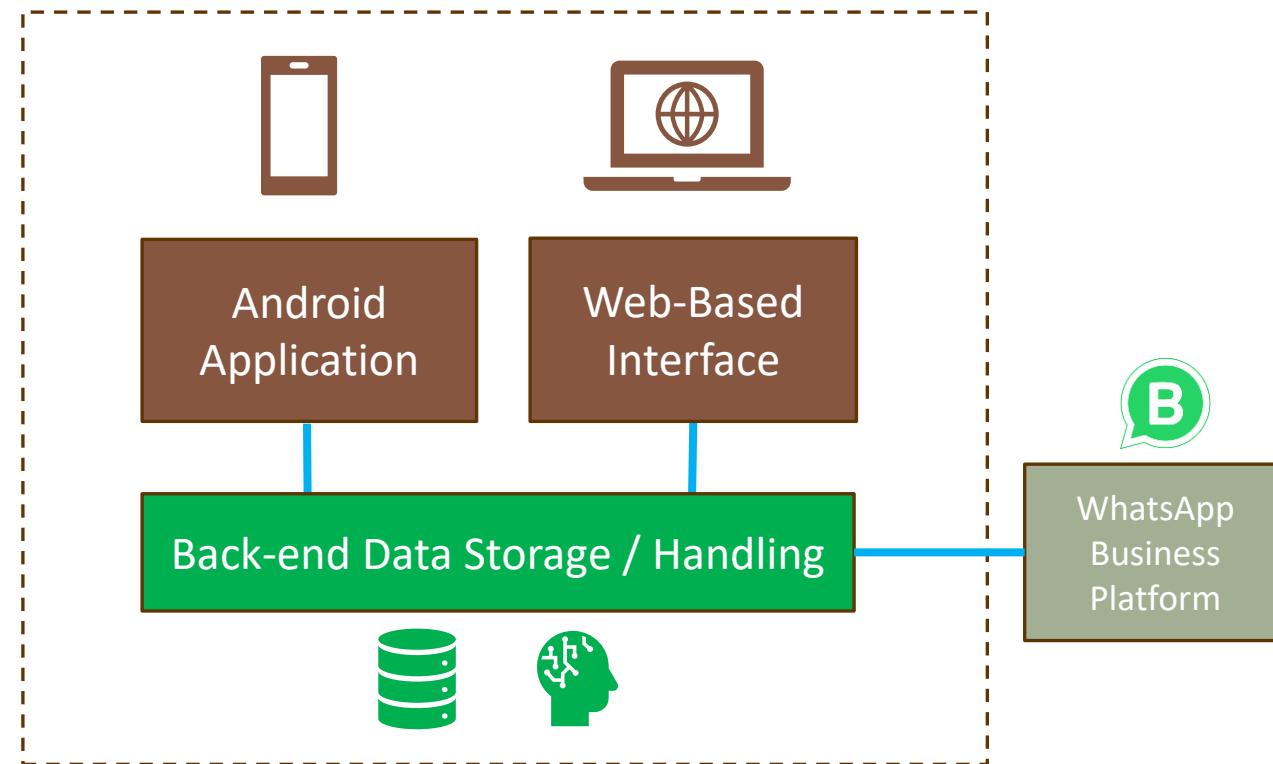
AI Models (Site)



AI Models (Site)



System Overview

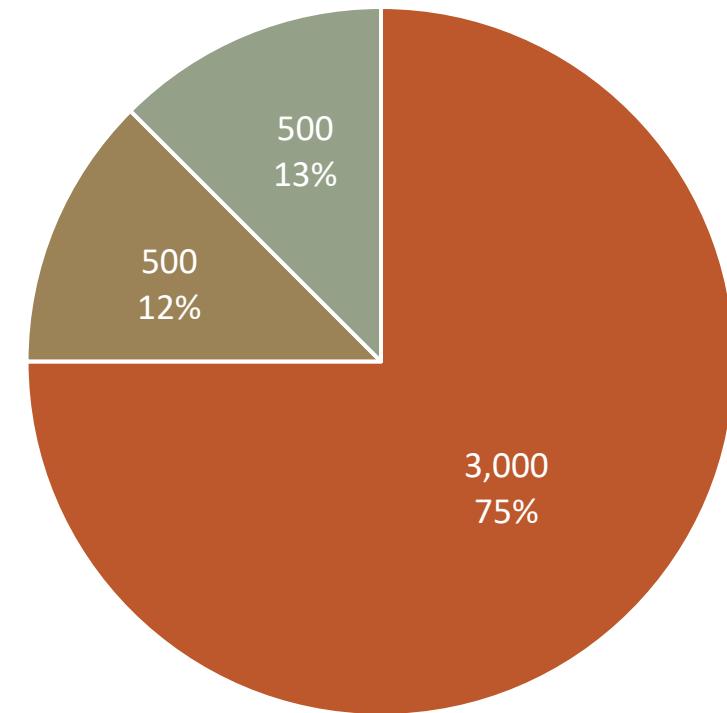


Project Budget and Timeline

Budget

We have allocated the **\$4000** as follows:

- **\$3000 – Cloud Hosted Services**
- **\$500 – Transport**
 - To / from Ecoplus premises for project meetings
 - \$31.80 used for 30 Oct 2025 site visit
- **\$500 – Miscellaneous**
 - Printing and other expenses



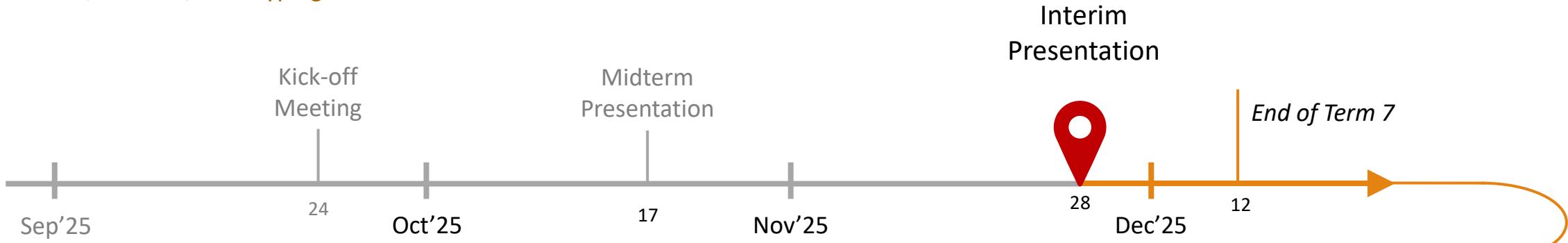
Operational expenditures associated with our solution:

- AI
- WhatsApp Business

■ Cloud Hosted Services ■ Transport ■ Miscellaneous

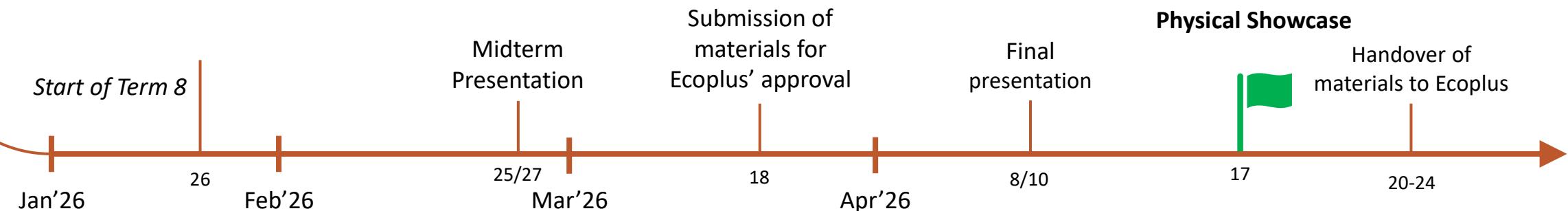
Term 7 (15 Sep - 12 Dec 2025)

Research, Ideation, Prototyping



Term 8 (26 Jan - 24 Apr 2025)

Developing, Integrating, Delivering



Proposed Work Schedule

Thank you!