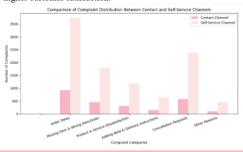
Self-Service Channel Complaints: Key Issues and Improvement Opportunities

The analysis reveals that the Self-Service channel is more heavily utilized for customer complaints. **Order Delay** is the most frequent issue reported in both channels, but it is significantly more common in the Self-Service channel, indicating that customers prefer using self-service to report order delays.

Cancellation Requests is the second most common complaint in the Self-Service channel, suggesting that customers use this channel for quick resolution of cancellation issues.

Missing/Wrong Item complaints are also prominent in both channels but are more frequently reported through the Self-Service channel.

In summary, the high volume of complaints in the Self-Service channel highlights opportunities to improve the user experience in this area. Enhancing the channel's performance in handling order delays, cancellation requests, and product-related issues could lead to higher customer satisfaction.



Analysis of Payment Method and Number of Complaints

The graph provides insights into the relationship between payment methods and the number of complaints received, further segmented by whether the complaint was resolved via contact with a live operator.

- Online Payment stands out with the highest number of complaints, exceeding 20,000.
 A very small portion of these complaints involved contact with a live operator, indicating that the vast majority were handled through the Self-Service channel.
- Credit/Debit Card and Meal Card payment methods also show a significant number of complaints, each with over 10,000 complaints. Like Online Payment, these complaints were largely addressed without involving a live operator.
- Cash payments generated fewer complaints, though still notable. A slightly higher proportion of these complaints involved live operator assistance compared to other methods.
- Live Operator Involvement: Across all payment methods, the number of complaints requiring live operator intervention is minimal compared to those handled through.



Order Size Distribution by Payment Method

Dominant Payment Methods: Online Payment and Cash are the most frequently used payment methods across all order sizes. : Since Online Payment and Cash dominate, these methods could be further optimized for customer convenience. **Order Size Concentration:** Most orders fall within the 100-200 TRY range, regardless

Order Size Concentration: Most orders fall within the 100-200 TRY range, regardless of payment method. : Tailor marketing efforts to the common order size range (100-200 TRY) to boost customer engagement and spending.

TRY) to boost customer engagement and spending. **Uniform Distribution:** The choice of payment method does not significantly vary with order size, indicating consistent customer preferences.

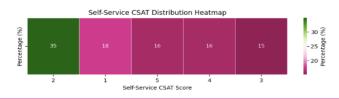


Most Common Customer Complaints in the Self-Service Channel

This visual highlight that the most frequent complaints in the Self-Service channel are Order Delays, accounting for 36.7% of the total complaints, and Cancellation Requests at 23.3%. These two issues are the most pressing concerns, indicating a significant need for improvement in order processing and delivery logistics. Missing and Wrong Item issues, comprising 17.6% of the complaints, also present a major challenge, negatively impacting the customer experience. Product and Service Dissatisfaction represents 11.6% of the complaints, while Adding Note & Delivery Instructions and Other Reasons account for smaller portions at 6.3% and 4.4%, respectively. Addressing these issues comprehensively could significantly enhance customer satisfaction within the Self-Service channel.

Customer Satisfaction Scores for Self-Service: Heatmap Analysis

The heatmap titled "Self-Service CSAT Distribution Heatmap" visually represents the distribution of Customer Satisfaction (CSAT) scores for the self-service channel. The highest concentration of scores is at 2, which accounts for 35% of responses, suggesting that many customers are not fully satisfied with the self-service experience. The remaining scores (1, 3, 4, 5) are more evenly spread out, with percentages ranging from 13% to 16%. This indicates that while there is some satisfaction, a significant portion of customers find the self-service channel lacking, highlighting areas for potential improvement to maintain or increase satisfaction.



Seamless Order Performance: Key Areas and Improvement Strategies

Top Performing Areas: Güngören, Maltepe, and Şile show high seamless order rates across most kitchen types, particularly excelling in "Pizza" and "Cold Meze". Implement the strategies from successful areas like Güngören and Maltepe in other regions.

Lowest Performing Areas: Esenyurt, Avcılar, and Gaziosmanpaşa exhibit lower seamless order rates. They struggle especially in "Home-Cooked Meals" and "Döner" categories. Target improvements in areas like Esenyurt and Avcılar where performance is lagging.

Performance by Kitchen Type:

High: "Pizza" and "Desserts" generally have high seamless order rates, indicating fewer issues.

Low: "Home-Cooked Meals" and "Çiğköfte" show more problems, with lower seamless order rates.

Kitchen-Specific Improvements: Take special measures to enhance customer experience in the "Home-Cooked Meals" and "Çiğköfte" categories.



Heatmap of Average NPS Scores by Complaint Type: Insights into Customer Satisfaction

The heatmap titled "Average NPS Score by Complaint Type" shows the average Net Promoter Score (NPS) across different complaint categories. Common complaint types such as "Order Delay" have the lowest NPS at 6.5, indicating dissatisfaction. Other categories, like "Cancellation Requests," "Missing Item & Wrong Item/Order," and "Product & Service Dissatisfaction," hover around a similar NPS range of 7.1 to 7.2. This analysis suggests that certain complaint types, particularly delays, significantly impact customer willingness to recommend the service. Improving these areas could help raise overall NPS.

