

Call Center Regression Data Analysis

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Abstract

With over 15 million people employed, a compound annual growth rate (CAGR) of 5.6 percent between 2020 and 2027, and 28,000 in the United States alone, call centers play a pivotal role in a businesses success. In this paper, call center volume was forecasted and models were created to predict the number of agents needed to meet critical attributes such as waittime, calltime, and holdtime. Forecasting gives businesses the ability to make informed business decision and develop data-driven strategies. In the literature it is very common to see call center volume being predicted using different techniques, but there is very limited studies on attempting to correlate the number of agents needed. Through Regression techniques, there are 8 models proposed to model the number of agents needed based on waittime, calltime, goalttime, and the amount of calls handled.

Introduction

With over 15 million people employed, a compound annual growth rate (CAGR) of 5.6 percent between 2020 and 2027, and 28,000 in the United States alone, call centers play a pivotal role in a businesses success. Call Centers are a key part of customer service, that will save a company time, money, and unnecessary stress. In the banking industry, calls can range from inquires, transfers, payments, reporting, to processing. This means members can be calling about their account balance, credit card bills, loan applications, or unauthorized transactions. It is crucial that a bank is prepared for spikes in calls and have agents knowledgeable in all aspects of the bank.

Many studies have been done working with call centers such as Modeling and Forecasting Call Center Arrivals (Ibrahim et al., 2016). Here an Autoregressive moving average (ARIMA) model is used, which is depicted in the paper as:

$$\Phi(B)(x_i - \mu) = \theta_q(B)\varepsilon_t \quad (1)$$

Ibrahim uses multiple ARIMA models to depict seasonality with a combination of exponential smoothing. Holt-Winters smoothing is also used, with three equations of:

$$M_t = \alpha_0(X_t - S_{t-s}) + (1 - \alpha_0)(M_{t-1} + B_{t-1}), \quad (2)$$

$$B_t = \alpha_1(M_t - M_{t-1}) + (1 - \alpha_1)B_{t-1}, \quad (3)$$

$$S_t = \alpha_2(X_t - M_t) + (1 - \alpha_2)S_{t-s}, \quad (4)$$

where B_t is the slope component, M_t is the level component, and S_t is the seasonal component, and s is the period of seasonality. Arima models are a great model to create as “they allow the representation of a wide array of potentially useful predictor functions in models which contain relatively few parameters” (Newbold, 1983). With the combination of Holt-Winters smoothing, Ibrahim creates a great model for forecasting call volume, however he never goes into detail about how many agents there should be.

(Evensen et al., 1999) goes into detail about effective service delivery stating the expectations of customers are of “function of the customer’s own experiences...and when judging their own service quality, financial institutions need to evaluate themselves on objective measures which span across industries”. When taking this into consideration, I focused my models on using calls per agent approach, so agents are not overworked and can treat each member with respect and honor to represent the business in good light. (Avramidis and L’Ecuyer, 2005) confirms this as it is described as the “call-to-agent” problem, and that an efficiency-driven call center is important.

The contributions of the paper

Data Description

Methods

Test stuffg

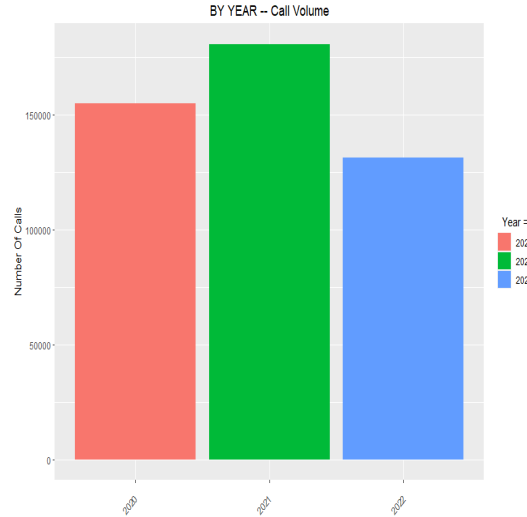


Figure 1: This is my first figure.

Results

(Avramidis and L’Ecuyer, 2005) (Evensen et al., 1999) (Ibrahim et al., 2016)

Results

Discussion

References

- Avramidis, A. N. and P. L'Ecuyer (2005). Modeling and simulation of call centers. In *Proceedings of the Winter Simulation Conference, 2005.*, pp. 9–pp. IEEE.
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- Newbold, P. (1983). Arima model building and the time series analysis approach to forecasting. *Journal of forecasting* 2(1), 23–35.