

# Large Enterprise Computer Software Company Experiences a ROI in Less Than 6 Months with Calabrio

## Introduction

This case study of a large enterprise computer software company is based on a survey of Calabrio ONE customers by TechValidate, a 3rd-party research service. The profiled company asked to have their name blinded to protect their confidentiality.



“Every call needs to be recorded in our call center and a dependable product, such as QM, does the trick.”

“We use QM in our environment and it works great with Cisco products.”

## Challenges

The business challenges that led the profiled company to evaluate and ultimately select Calabrio ONE:

- Top driver for purchasing Calabrio:
  - Wanted contact center growth

## Use Case

The key features and functionalities of Calabrio ONE that the surveyed company uses:

- Application used in conjunction with Calabrio software:
  - The Cisco platform

## Results

The surveyed company achieved the following results with Calabrio ONE:

- Rates the following in terms of how much they influenced the decision to purchase Calabrio software:
  - Lower Total Cost of Ownership: important
  - Product features: very important
  - Ease of use: very important
  - Unified suite / integration: very important
  - Superior support and services: very important
- Benefits experienced since deploying Calabrio software:
  - Improved customer satisfaction
  - Met regulatory compliance standards
  - Improved contact center efficiency
  - Increased insights into customer behavior
  - Improved employee satisfaction
- Saw a return on investment (ROI) in 3-6 months after deploying Calabrio software.
- Increased the productivity of their contact center by 30-40% after deploying Calabrio software.
- Increased their customer satisfaction rates by 15-25% after deploying Calabrio software.

### Company Profile

The company featured in this case study asked to have its name publicly blinded because publicly endorsing vendors is against their policies.

TechValidate stands behind the authenticity of this data.

Company Size:  
**Large Enterprise**

Industry:  
**Computer Software**

### About Calabrio ONE

Calabrio is the customer experience intelligence company that empowers organizations to enrich human interactions. The scalability of our cloud platform allows for quick deployment of remote work models—and it gives our customers precise control over both operating costs and customer satisfaction levels. Our AI-driven analytics tools make it easy for contact centers to uncover customer sentiment and share compelling insights with other parts of the organization. Customers choose Calabrio because we understand their needs and provide a best-in-class experience, from implementation to ongoing support.

Learn More:

[Calabrio](#)

[Calabrio ONE](#)