

## FAQs

### Answers to your questions and concerns

#### **What data integrations are available in the EAP?**

Only TeamSupport customer, contact, and ticket data are supported in the EAP. In the full release, we will have the ability to import NPS, CSAT, invoice, and subscription data via CSV.

#### **What health metrics can I track in the EAP?**

Total number of submitted tickets, number of critical unresolved tickets, CDI, NPS, CSAT, churn candidate, and days since last touchpoint.

#### **What customer segments can I create in EAP?**

Playbook, number of licenses, plan, billing cycle, churn candidate, NPS, CSAT, ARR, MRR, and Health Score.

#### **Can a customer be assigned to more than one CSM?** Yes.

#### **Can I bring only certain customers into TeamSuccess from TeamSupport?**

Yes. As part of the integration settings you can choose multiple fields to filter by, including customer custom fields. For example, if you had a custom field that denotes if a customer record is a trial customer, and you only want to import non-trial accounts, you can filter based on that custom field to exclude trial accounts.

#### **What is the difference between the CSM and CSM Manager role?**

A CSM Manager will be able to see a CSM dropdown menu which will allow the manager to view the CSM's customer portfolio and revenue dashboards. A CSM will only see their assigned customers in the portfolio and revenue dashboards; they can search for other customer records belonging to another CSM and view them.

#### **How do you manage product subscriptions and renewals?**

In the EAP, we allow for manual subscription management where the CSMs must specify if the customer's subscription will be renewed or churned. We also allow for automatic subscription renewal where the customer's subscription will be renewed automatically on their renewal date.

#### **What automations are available as part of the EAP?**

Currently, only adding a customer to the playbook is available in our workflow automations. We will be adding the ability to create a task, assign tasks to a CSM, send an email, or create an alert for general availability release.

**Contact TeamSuccess today by calling [800.596.2820 ext. 1](tel:800.596.2820) or email [Sales@TeamSuccess.com](mailto:Sales@TeamSuccess.com)**