

Zayo

This visualization shows the total BRR per product for each industry. This shows what product is working well (and making money) for each industry. Most groups will be focusing on the product ranking and profit ,so we would like to focus on the industry and location attributes. We have been focusing on the different customer from different industries to see where Zayo does the most business and where it does not. Looking at the starting and ending state attributes are also of interest to us as we would like to see what industries customers are in based on their geographical location. Could we get geographical location? As you can see in our graph below. We assumed that “term” is in months ,but we would like clarification on that as well.

