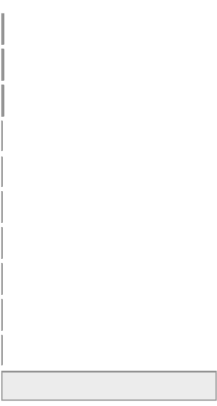


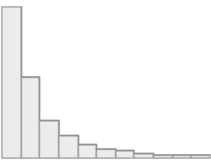
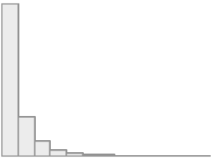




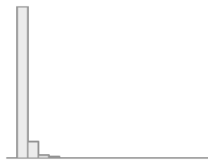


# Data Frame Summary





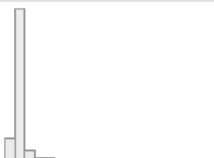
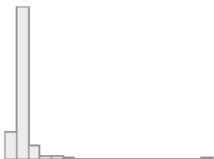

train





Dimensions: 19886 x 28  
Duplicates: 0

No	Variable	Stats / Values	Freqs (% of Valid)	Graph	Valid	Missing
1	CUSTOMER_ID [character]	<div><div>1. 175CH</div><div>2. 61CH</div><div>3. 330CH</div><div>4. 319CH</div><div>5. 184CH</div><div>6. 279CH</div><div>7. 397FR</div><div>8. 2043FR</div><div>9. 269CH</div><div>10. 1989FR</div><div>[ 7434 others ]</div></div>	<div><div>192 ( 1.0% )</div><div>118 ( 0.6% )</div><div>96 ( 0.5% )</div><div>85 ( 0.4% )</div><div>80 ( 0.4% )</div><div>73 ( 0.4% )</div><div>58 ( 0.3% )</div><div>51 ( 0.3% )</div><div>49 ( 0.2% )</div><div>48 ( 0.2% )</div><div>19036 ( 95.7% )</div></div>		19886 (100.0%)	0 (0.0%)
2	SALES_LOCATION [character]	<div><div>1. Zürich East</div><div>2. Geneva West</div><div>3. St. Gallen East</div><div>4. Lausanne West</div><div>5. Bern Central</div><div>6. Bezons Grand Paris</div><div>7. Basel Central</div><div>8. Luzern Central</div><div>9. St. Blaise West</div><div>10. Velizy Grand Paris</div><div>[ 34 others ]</div></div>	<div><div>2253 ( 11.3% )</div><div>2220 ( 11.2% )</div><div>1601 ( 8.1% )</div><div>1324 ( 6.7% )</div><div>1215 ( 6.1% )</div><div>1024 ( 5.1% )</div><div>972 ( 4.9% )</div><div>967 ( 4.9% )</div><div>902 ( 4.5% )</div><div>644 ( 3.2% )</div><div>6764 ( 34.0% )</div></div>		19886 (100.0%)	0 (0.0%)
3	MO_ID [character]	<div><div>1. a050N00001B4E7uQAF</div><div>2. a050N00001EZG34QAH</div><div>3. a050N00001HQEkhQAH</div><div>4. a050N00001HTU0SQAX</div><div>5. a050N00001L3wlaQAB</div><div>6. a050N00001L42doQAB</div><div>7. a050N00001L42dyQAB</div><div>8. a050N00001M5mVDQAZ</div><div>9. a050N000013fXJWQA2</div><div>10. a050N00001B4r8nQAB</div><div>[ 19802 others ]</div></div>	<div><div>4 ( 0.0% )</div><div>3 ( 0.0% )</div><div>3 ( 0.0% )</div><div>3 ( 0.0% )</div><div>3 ( 0.0% )</div><div>3 ( 0.0% )</div><div>3 ( 0.0% )</div><div>3 ( 0.0% )</div><div>2 ( 0.0% )</div><div>2 ( 0.0% )</div><div>19857 ( 99.9% )</div></div>		19886 (100.0%)	0 (0.0%)
4	OFFER_PRICE [numeric]	<div><div>Mean (sd) : 9680.6 (10257.5)</div><div>min ≤ med ≤ max:</div><div>1000 ≤ 5785.4 ≤ 55000</div><div>IQR (CV) : 9580.4 (1.1)</div></div>	14670 distinct values		19886 (100.0%)	0 (0.0%)
5	SERVICE_LIST_PRICE [numeric]	<div><div>Mean (sd) : 4927 (5919.5)</div><div>min ≤ med ≤ max:</div><div>0 ≤ 2923 ≤ 60840</div><div>IQR (CV) : 4613 (1.2)</div></div>	7326 distinct values		19886 (100.0%)	0 (0.0%)

6	MATERIAL_COST [numeric]	Mean (sd) : 3477.4 (4283.5) min ≤ med ≤ max: 0 ≤ 2029.7 ≤ 44280 IQR (CV) : 3198 (1.2)	6285 distinct values		19886 (100.0%)	0 (0.0%)
7	SERVICE_COST [numeric]	Mean (sd) : 3211.3 (5065.3) min ≤ med ≤ max: 0 ≤ 1284.3 ≤ 52957.8 IQR (CV) : 3507.5 (1.6)	15735 distinct values		19886 (100.0%)	0 (0.0%)
8	PRICE_LIST [character]	1. CMT End Customer 2. CMT Installer 3. SFT Standard 4. Tarif public	882 ( 4.4% ) 2081 ( 10.5% ) 9808 ( 49.3% ) 7115 ( 35.8% )		19886 (100.0%)	0 (0.0%)
9	ISIC [numeric]	Mean (sd) : 5329.8 (2294.3) min ≤ med ≤ max: 0 ≤ 4630 ≤ 9999 IQR (CV) : 2789 (0.4)	314 distinct values		19886 (100.0%)	0 (0.0%)
10	MO_CREATED_DATE [character]	1. 2019-01-28 15:51:34 2. 01.04.2020 12:27 3. 01.09.2020 16:10 4. 02.07.2019 14:10 5. 05.03.2020 15:57 6. 17.05.2019 08:38 7. 20.01.2020 11:11 8. 2019-07-08 13:49:24 9. 2019-10-21 11:27:16 10. 2020-02-17 15:39:10 [ 19567 others ]	4 ( 0.0% ) 3 ( 0.0% ) 3 ( 0.0% ) 3 ( 0.0% ) 3 ( 0.0% ) 3 ( 0.0% ) 3 ( 0.0% ) 3 ( 0.0% ) 3 ( 0.0% ) 3 ( 0.0% ) 19855 ( 99.8% )		19886 (100.0%)	0 (0.0%)
11	SO_CREATED_DATE [character]	1. 01.04.2020 12:27 2. 14.08.2020 11:35 3. 2019-01-28 15:51:36 4. 30.06.2020 16:48 5. 30.06.2020 16:49 6. 01.02.2019 11:28 7. 01.04.2019 08:02 8. 01.04.2020 08:19 9. 01.07.2020 15:35 10. 01.09.2020 16:12 [ 19620 others ]	3 ( 0.0% ) 3 ( 0.0% ) 3 ( 0.0% ) 3 ( 0.0% ) 3 ( 0.0% ) 2 ( 0.0% ) 2 ( 0.0% ) 2 ( 0.0% ) 2 ( 0.0% ) 2 ( 0.0% ) 19861 ( 99.9% )		19886 (100.0%)	0 (0.0%)
12	TECH [character]	1. BP 2. C 3. E 4. EPS 5. F 6. FP 7. S	227 ( 1.1% ) 3858 ( 19.4% ) 9 ( 0.0% ) 4 ( 0.0% ) 12083 ( 60.8% ) 47 ( 0.2% ) 3658 ( 18.4% )		19886 (100.0%)	0 (0.0%)

13	OFFER_TYPE [character]	1. FIR	5317 ( 26.7% )		19886 (100.0%)	0 (0.0%)
		2. FDI	2721 ( 13.7% )			
		3. FDD	2520 ( 12.7% )			
		4. D	1509 ( 7.6% )			
		5. IN	1284 ( 6.5% )			
		6. V	1085 ( 5.5% )			
		7. A	919 ( 4.6% )			
		8. CST	766 ( 3.9% )			
		9. STD	457 ( 2.3% )			
		10. GA	455 ( 2.3% )			
		[ 20 others ]	2853 ( 14.3% )			
		14	BUSINESS_TYPE [character]			
2. E	6579 ( 33.1% )					
3. Exp	3652 ( 18.4% )					
4. F	2 ( 0.0% )					
5. M	3645 ( 18.3% )					
6. Mig	2099 ( 10.6% )					
7. N	2423 ( 12.2% )					
8. New	1435 ( 7.2% )					
9. R	1 ( 0.0% )					
10. S	4 ( 0.0% )					
11. T	16 ( 0.1% )					
15	COSTS_PRODUCT_A [numeric]			Mean (sd) : 106.1 (926.7)	366 distinct values	
		min ≤ med ≤ max:				
		0 ≤ 0 ≤ 31432				
		IQR (CV) : 0 (8.7)				
16	COSTS_PRODUCT_B [numeric]	Mean (sd) : 163 (843.7)	1625 distinct values		19886 (100.0%)	0 (0.0%)
		min ≤ med ≤ max:				
		-2000 ≤ 0 ≤ 18000				
		IQR (CV) : 0 (5.2)				
17	COSTS_PRODUCT_C [numeric]	Mean (sd) : 68.1 (566.4)	134 distinct values		19886 (100.0%)	0 (0.0%)
		min ≤ med ≤ max:				
		0 ≤ 0 ≤ 33372.2				
		IQR (CV) : 0 (8.3)				
18	OFFER_STATUS [character]				19886 (100.0%)	0 (0.0%)
		1. Lose	901 ( 4.5% )			
		2. Lost	934 ( 4.7% )			
		3. LOsT	865 ( 4.3% )			
		4. LOST	901 ( 4.5% )			
		5. Win	4111 ( 20.7% )			
		6. WIN	4093 ( 20.6% )			
		7. Won	4019 ( 20.2% )			
		8. WON	4062 ( 20.4% )			

19	COSTS_PRODUCT_D [numeric]	Mean (sd) : 163.9 (933.5) min ≤ med ≤ max: 0 ≤ 0 ≤ 20169.7 IQR (CV) : 0 (5.7)	863 distinct values		19886 (100.0%)	0 (0.0%)
20	COSTS_PRODUCT_E [numeric]	Mean (sd) : 35.3 (293.8) min ≤ med ≤ max: 0 ≤ 0 ≤ 8944 IQR (CV) : 0 (8.3)	259 distinct values		19886 (100.0%)	0 (0.0%)
21	SALES_BRANCH [character]	1. Branch West 2. Branch East 3. Branch Central 4. Grand Paris 5. Centre-Est 6. Sud Ouest 7. Nord FR 8. Ouest 9. Grand Est 10. Sud-Est [ 3 others ]	5086 ( 25.6% ) 3884 ( 19.5% ) 3791 ( 19.1% ) 1866 ( 9.4% ) 1149 ( 5.8% ) 1097 ( 5.5% ) 913 ( 4.6% ) 732 ( 3.7% ) 722 ( 3.6% ) 619 ( 3.1% ) 27 ( 0.1% )		19886 (100.0%)	0 (0.0%)
22	REV_CURRENT_YEAR [character]	1. "0" 2. "17926537" 3. "724788.69" 4. "833019.461538462" 5. "1245900.1025641" 6. "651316.57" 7. "970462.085470085" 8. "1790194.72" 9. "81409.55" 10. "758165.511627907" [ 5939 others ]	2285 ( 11.5% ) 192 ( 1.0% ) 118 ( 0.6% ) 96 ( 0.5% ) 85 ( 0.4% ) 80 ( 0.4% ) 73 ( 0.4% ) 58 ( 0.3% ) 51 ( 0.3% ) 49 ( 0.2% ) 16799 ( 84.5% )		19886 (100.0%)	0 (0.0%)
23	REV_CURRENT_YEAR.1 [numeric]	Mean (sd) : 582605.1 (2084804) min ≤ med ≤ max: -51723.5 ≤ 67983.4 ≤ 19737780 IQR (CV) : 327802.5 (3.6)	5949 distinct values		19886 (100.0%)	0 (0.0%)
24	REV_CURRENT_YEAR.2 [numeric]	Mean (sd) : 581625 (1905273) min ≤ med ≤ max: -59525.5 ≤ 60936.9 ≤ 16021906 IQR (CV) : 319863.6 (3.3)	5801 distinct values		19886 (100.0%)	0 (0.0%)
25	CREATION_YEAR [character]	1. 01/01/2004 2. 01.01.2004 3. 01/01/2005 4. 01.01.2005 5. 01/01/2003 6. 01.01.2003 7. 01/01/2009 8. 01/01/2008 9. 01.01.2006	3519 ( 17.7% ) 3407 ( 17.1% ) 2147 ( 10.8% ) 2057 ( 10.3% ) 1444 ( 7.3% ) 1392 ( 7.0% ) 386 ( 1.9% ) 382 ( 1.9% ) 370 ( 1.9% )		19886 (100.0%)	0 (0.0%)

		10. 01.01.2007 [ 28 others ]	362 ( 1.8% ) 4420 ( 22.2% )			
26	OWNERSHIP [character]	1. Governmental 2. Individual Person 3. No information 4. Privately Owned/Publicly	3023 ( 15.2% ) 16 ( 0.1% ) 43 ( 0.2% ) 16804 ( 84.5% )		19886 (100.0%)	0 (0.0%)
27	CURRENCY [character]	1. Chinese Yuan 2. Euro 3. Pound Sterling 4. US Dollar	4833 ( 24.3% ) 5147 ( 25.9% ) 5212 ( 26.2% ) 4694 ( 23.6% )		19886 (100.0%)	0 (0.0%)
28	MULTIPLE_OFFER [numeric]	Min : 0 Mean : 0 Max : 1	0 : 19812 ( 99.6% ) 1 : 74 ( 0.4% )		19886 (100.0%)	0 (0.0%)

Generated by [summarytools](#) 1.0.0 ([R](#) version 4.1.1)

2022-01-09