Capstone Project Submission

Team Member's Name, Email and Contribution:

1. **Name: - Prasad Patil**
   Email ID:- **prasadpatila99@gmail.com**
   - Contributed In notebook helped with Google diver data connectivity and data cleaning, data manipulation, and in EDA Visualization
   - Contributed for the contents of PPT.
   - Contributed in Technical Documentation in content of problem statement goal of project and steps involved.
   - Solved following questions **Which Agent get maximum No. Lead time through the year and booking each month. The ratio of car parking requirement and manipulation of data**

2. **Name: - Prasad Deore**
   Email ID: - **prasaddeore07@gmail.com**
   - Contributed in notebook for data cleaning, data manipulation, and in EDA Visualization and finalizing the conclusion.
   - Contributed in PPT by making sure all the points to be covered.
   - Contributed in Technical Documentation in content of problem statement goal of project and steps involved.
   - Solved the following questions: **Cleaning Data, remove duplicate row and missing value and converting column appropriate data type and data handling**

3. **Name: - Kiran Wagh**
   Email ID:- **patlanchagopal119@gmail.com**
   - Contributed In notebook helped with Google diver data connectivity and data cleaning, data manipulation, and in EDA Visualization and recording presentation.
   - Contributed for the contents of Technical Documentation.
   - Contributed in PPT in content of problem statement goal of project and steps involved.
   - Solved following questions: **Drawing Correlation Heatmap, analysis base on cancelation and which country the guest are coming from and percentage of repeated guest in hotel**

Majority of people prefer A-room type so hotels should increase their numbers to get more revenue.

Chances of cancellation is high when there are no deposits taken by

hotels, so hotels should take minimum deposits to minimize the rate of cancellation.

Transient customers cancels more often but when people book in group it leads to lesser cancellations, hence hotels should provide some offers to decrease cancellations.

Maximum number of bookings are in the month May to August, so hotels should provide exciting offers to customers to increase their booking in off season.

As hotels are getting less repeated customers so management should take customer's feedback and improve the hotel facilities to increase count of their repeated guests.

We have a huge number of visitors from western Europe namely Portugal, France, UK and same countries generate highest revenue. Marketing teams should target these countries to get