

# The team

*"We are the ones to solve the problem we identified."*



Max



Kostas



Pawel



Jordan



Data Science  
Game 2016



UNIVERSITY OF  
CAMBRIDGE

An aerial photograph of the New York City skyline at dusk. The sky is a mix of dark purple, blue, and orange. The city is densely packed with skyscrapers, many of which are illuminated with lights. The Empire State Building is prominent in the center-left, with its top lit in red and green. The Hudson River is visible in the background, and the city extends to the horizon.

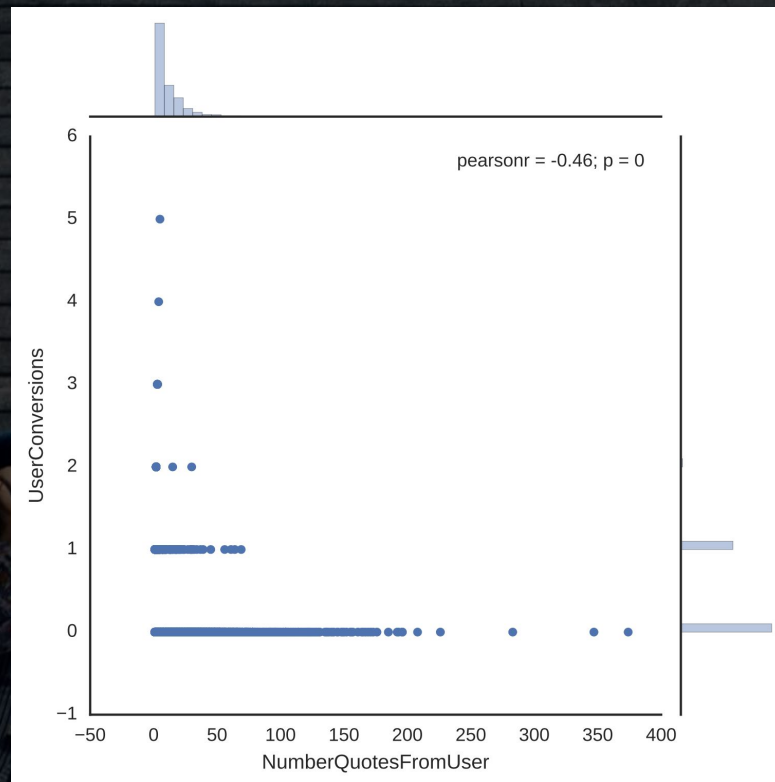
# Approach: Feature Eng. + XGBoost

# Quotes per user

Any user that requests  
100 quotes... isn't  
going to purchase now.

Days since car  
purchase % 365

Approaching renewal



Inbalance in  
classes (0.07%  
conversions)

Make precision error  
(predicting a conversion falsely)  
extra costly

