# The team

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

Max          Kostas          Pawel          Jordan

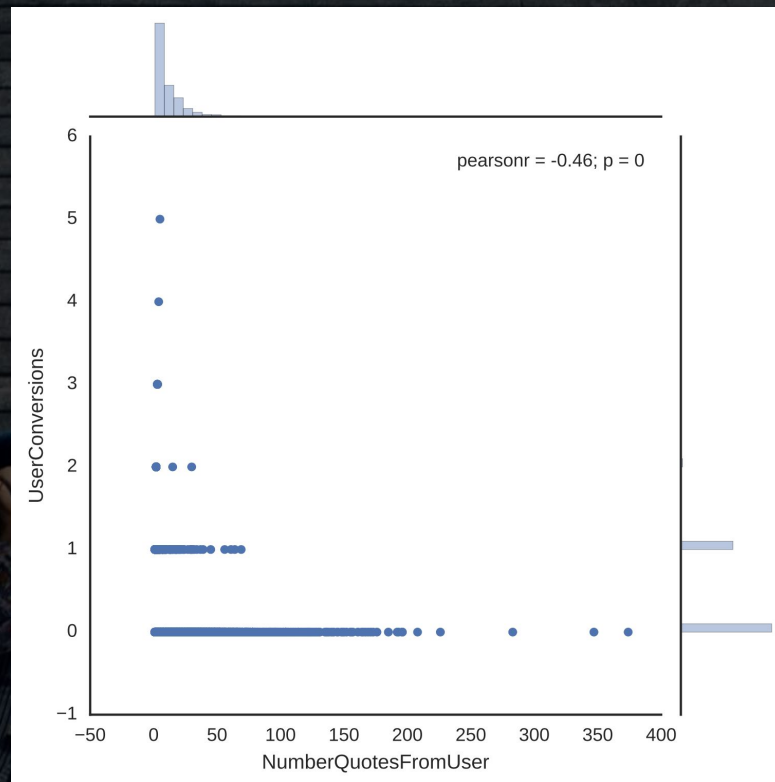Data Science
Game 2016

UNIVERSITY OF
CAMBRIDGE

# 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**