

Clothing recommendation System using machine learning.

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Fynn Lab Task 0

1. Introduction

In today's data-driven world, industries across various sectors are harnessing the power of data science to gain insights, optimize operations, increase sales, and drive innovation. The textile industry, a vital sector that has seen significant advancements over the years, is no exception. But still, it is far from its heights with the aid of data science, textile manufacturers, small businessman, wholesalers, and designers can revolutionize their processes and products, ensuring efficiency, quality, and customer satisfaction.

2. Problem Statement

- Customers need to customize, trend-fit, better-quality wears on different occasions but couldn't be able to get clothes or wears for many of the above reasons due to which small businesses suffer losses in customer retention.
- While getting a view of current trends in clothes or fashion through experience small businesses end up getting nothing or many irrelevant choices which causes unnecessary inventory.

3. Assessment

Customer Need

As per this project our direct costumer will be Apparel & Clothing Businesses (retail and manufacture both) and end user will be their customers. Since apparel and clothing business continuously evolving business there are many business model of clothing and apparel businesses. Supply chain of different model may be somewhat similar or entirely different. Each model coming up with their pros and cons. Here are few examples of

Brick-and-Mortar Retail Model:

In this traditional model, clothing and apparel companies sell their products through physical stores, commonly known as brick-and-mortar stores. These stores allow customers to visit, try on clothes, and make purchases in person. This model involves setting up physical locations, managing inventory, and providing a personalized shopping experience to customers.

E-commerce Retail Model:

With the rise of the internet, many clothing and apparel brands have adopted the e-commerce model. They sell their products online through their websites or third-party platforms. E-commerce offers the convenience of shopping from anywhere, 24/7, and allows brands to reach a global audience. Customers can browse through products, view images, read reviews, and make purchases online.

Hybrid Model:

Some clothing and apparel companies adopt a hybrid model, combining both brick-and-mortar and e-commerce approaches. They have physical stores to serve local customers while maintaining an online presence for broader reach and convenience. This model enables customers to enjoy the benefits of in-person shopping and online shopping as per their preference.

Direct-to-Consumer (D2C) Model:

The D2C model involves clothing and apparel companies selling their products directly to customers without intermediaries like retailers or wholesalers. By selling directly, brands can maintain better control over their pricing, branding, and customer relationships. This model often goes hand-in-hand with e-commerce, allowing brands to reach consumers without relying on traditional retail channels.

Subscription Models:

Some clothing and apparel businesses have introduced subscription-based models where customers sign up for a regular delivery of clothing items. Customers can choose their preferences, and the brand sends them new items periodically, offering a convenient and personalized shopping experience.

Market Need:

The apparel and clothing business is a global industry that is worth trillions of dollars. It is a highly competitive industry, with many different brands and retailers vying for the attention of consumers. In recent years, there has been a growing demand for sustainable and ethical apparel. Consumers are also increasingly interested in personalized and customized clothing.

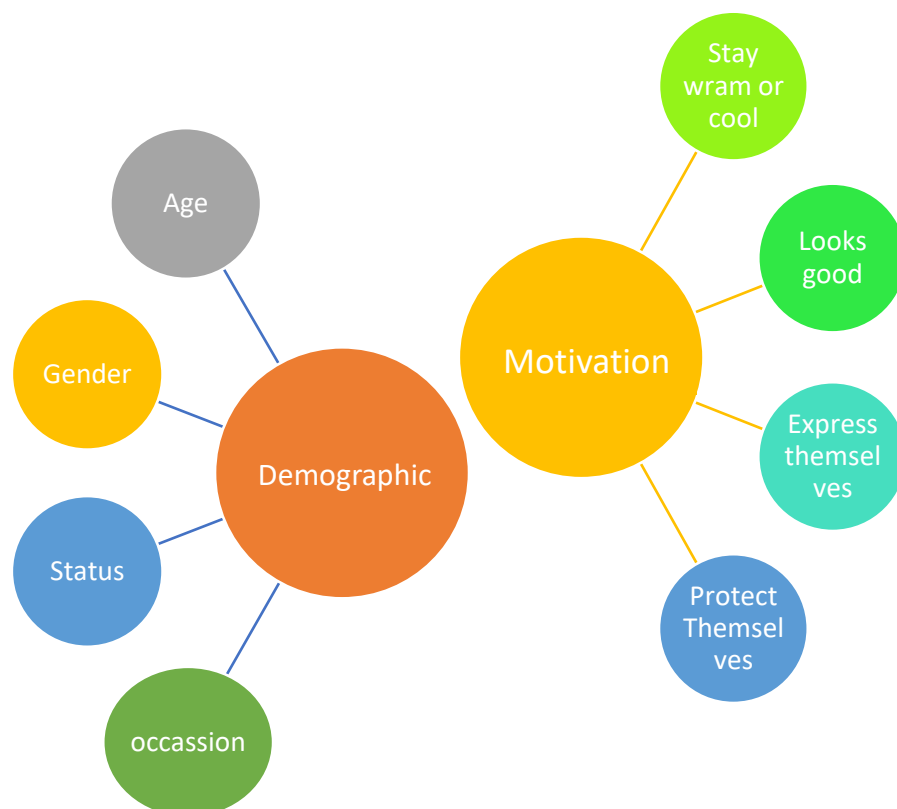


Fig No. 2 Representation of End user Buying Decision

- **Pain points:**

There are a few pain points that end users of the apparel and clothing business or industry often experience, such as:

- **Finding the right fit.** Not all apparel and clothing fits everyone the same way. This can be frustrating for people who have difficulty finding clothes that fit them well.
- **Paying too much.** Apparel and clothing can be expensive, especially for high-quality brands. This can be a barrier to entry for some people.
- **Not finding what they are looking for.** The apparel and clothing market is vast, and it can be difficult to find exactly what someone is looking for.

Overall, the end users of the apparel and clothing business or industry are a diverse group of people with a variety of needs and wants. By understanding their demographics, motivations, and pain points, businesses can better serve their customers and provide them with the apparel and clothing they need and want.

Needs of Business:

Here are some considerations for the apparel and clothing business or industry:

- Enhancing the customer journey:
How do end users interact with apparel and clothing businesses?
What are their pain points at each stage of the journey?
- Facing the competitive landscape:
What other businesses are vying for the attention of end users?
What are their strengths and weaknesses?
- Predicting the future of the industry:
What trends are shaping the apparel and clothing industry?
How will these trends impact end users in the future?
By considering these factors, businesses can gain a better understanding of end users and how to best serve them.

4. Target Specifications and Characterization

Personas of customer

1. Marketing Manager - Personalization Expert:

Persona: Janvi, a marketing manager at a leading online clothing retailer.

Needs:

Janvi wants to improve customer engagement and conversion rates on the company's e-commerce platform. She understands the importance of personalized marketing and wants to create targeted promotions, recommend relevant products, and optimize email campaigns. However, manually analysing customer data to deliver personalized experiences for thousands of customers is time-consuming and impractical.

Data Science and ML Solution:

With data science and machine learning, Janvi can leverage customer behaviour data, purchase history, and demographic information to create personalized product

recommendations and targeted marketing campaigns. By using algorithms that analyze customer preferences and browsing patterns, she can offer personalized product suggestions, send personalized emails, and even predict future purchase trends. This will enhance customer satisfaction and increase overall sales.

2. **Inventory Manager - Demand Forecaster:**

Persona:

Arun, an inventory manager at a brick-and-mortar clothing store chain.

Needs:

Arun faces the challenge of managing inventory efficiently and minimizing stockouts or overstock situations. He wants to optimize the store's inventory levels and ensure that popular items are always available in the right quantities. However, traditional inventory management techniques are not sufficient to cope with the complexity of customer preferences and fluctuating demand patterns.

Data Science and ML Solution:

Data science and machine learning can help Arun analyze historical sales data, customer preferences, and external factors such as seasonal trends and marketing campaigns. By implementing demand forecasting models, he can predict future demand for different products and sizes accurately. This allows him to optimize inventory levels, restock items in time, and reduce the risk of stockouts or excess inventory, ultimately leading to improved customer satisfaction and cost savings.

3. **Fashion Designer - Trend Analyst:**

Persona: Mahesh, a fashion designer at a renowned apparel brand.

Needs:

Mahesh wants to stay ahead of the competition by designing trendy and fashionable clothing collections that resonate with customers' preferences. However, identifying emerging fashion trends and predicting customer preferences manually is a challenging and time-consuming task.

Data Science and ML Solution:

Data science and machine learning can assist Mahesh in analysing fashion trends, social media posts, celebrity styles, and customer feedback to identify emerging fashion preferences. By using image recognition and natural language processing algorithms, he can gather valuable insights about colours, patterns, styles, and silhouettes that are gaining popularity. Armed with this information, he can design clothing collections that align with current and future fashion trends, leading to increased sales and brand loyalty.

In each of these personas, data science and machine learning play a crucial role in improving various aspects of the clothing and apparel industry. From personalized marketing and demand forecasting to trend analysis, these technologies enable better decision-making, improved customer experiences, and overall business growth.

Personas of end user

Here are three personas through which the need for data science and machine learning could be visible in the apparel and clothing business:

1. **Persona 1:**

Aishwarya, 25, female, urbanite: Aishwarya is a young professional who is always on the go. She works long hours and doesn't have a lot of time to shop for clothes. She wants to look stylish, but she also wants to be comfortable and practical. Her pain point is that she often has trouble finding clothes that fit her well and that she can wear for both work and play. She is motivated to find clothes that make her feel confident and that make her life easier.

Data science and machine learning could help Aishwarya in several ways:

Personalized recommendations: Data science could be used to recommend clothes to Aishwarya that are tailored to her individual needs and preferences. This would save her time and effort, and it would help her to find clothes that she loves.

Virtual try-on: Machine learning could be used to create a virtual try-on experience for Aishwarya. This would allow her to see how different clothes would look on her before she buys them. This would help her to avoid making impulse purchases and to find clothes that fit her well.

Real-time inventory tracking: Data science could be used to track the inventory of Aishwarya's favourite stores in real time. This would allow her to see what clothes are available in her size and colour before she goes shopping. This would save her time and frustration, and it would help her to find the clothes she wants when she wants them.

2. **Persona 2: Brijesh, 45, male, suburbanite:**

Brijesh is a family man who is always on the go. He works long hours and has two young children. He wants to look stylish, but he also wants to be comfortable and practical. His pain point is that he often has trouble finding clothes that fit him well and that are appropriate for his lifestyle. He is motivated to find clothes that make him feel confident and that make his life easier.

Data science and machine learning could help Brijesh in a number of ways:

Size recommendations:

Data science could be used to recommend sizes to Brijesh that are tailored to his individual body measurements. This would help him to avoid buying clothes that are too big or too small.

Lifestyle recommendations:

Machine learning could be used to recommend clothes to Brijesh that are appropriate for his lifestyle. This would help him to find clothes that are comfortable for his work and activities.

Budget recommendations:

Data science could be used to recommend clothes to Brijesh that fit his budget. This would help him to stick to his budget and to avoid overspending on clothes.

3. **Persona 3: Chandni, 65, female, retiree:**

Chandni is a retiree who enjoys spending time with her grandchildren. She wants to look stylish, but she also wants to be comfortable and practical. Her pain point is that she often has trouble finding clothes that fit her well and that are appropriate for her age. She is motivated to find clothes that make her feel confident and that make her life easier.

Data science and machine learning could help Chandni in several ways:

Age-appropriate recommendations:

Data science could be used to recommend clothes to Chandni that are appropriate for her age. This would help her to find clothes that make her feel confident and that are appropriate for her lifestyle.

Comfortable recommendations:

Machine learning could be used to recommend clothes to Chandni that are comfortable for her age. This would help her to find clothes that she can wear for long periods of time without getting uncomfortable.

Budget recommendations:

Data science could be used to recommend clothes to Chandni that fit her budget. This would help her to stick to her budget and to avoid overspending on clothes.

These are just a few examples of how data science and machine learning could be used to help end users in the apparel and clothing business. By understanding the needs and motivations of end users, businesses can develop solutions that are tailored to their specific needs.

5. External Search (online information sources/references/links)

- <https://www.fibre2fashion.com/industry-article/9698/data-science-for-the-textile-industry-revolutionising-manufacturing-and-design>
- <https://www.investindia.gov.in/sector/textiles-apparel>
- https://www.researchgate.net/publication/345178148_Application_of_data_science_in_textile_sector_Development_and_application_of_an_android_based_app_for_predicting_fashion_trend_by_analyzing_consumers%27_perception
- <https://emerj.com/ai-sector-overviews/artificial-intelligence-in-the-textile-industry-current-and-future-applications/>
- https://www.researchgate.net/publication/359866049_Artificial_intelligence_AI_in_textile_industry_operational_modernization
- Misra, Rishabh, Mengting Wan, and Julian McAuley. "Decomposing fit semantics for product size recommendation in metric spaces." In Proceedings of the 12th ACM Conference on Recommender Systems, pp. 422-426. 2018
- <https://www.kaggle.com/competitions/h-and-m-personalized-fashion-recommendations/code>
- "A Fashion Recommendation System Based on Virtual Designer" by Guan et al. (2017).

6. Applicable Regulations (government and environmental regulations imposed by countries)

Regulation at India

The Personal Data Protection Bill, which is currently under consideration by the Indian Parliament, would regulate the collection, use, and sharing of personal data. This bill would apply to businesses that use machine learning and data science to collect and analyse personal data.

The Information Technology Act, 2000, governs the use of information technology in India. This act includes provisions on data protection, privacy, and cybersecurity. Businesses that use machine learning and data science to collect and analyse data must comply with the provisions of this act.

The Intellectual Property Rights Act, 1957, protects intellectual property rights, such as patents, trademarks, and copyrights. Businesses that use machine learning and data science to develop new products or services may need to obtain intellectual property rights protection.

The Consumer Protection Act, 1986, protects consumers from unfair trade practices. Businesses that use machine learning and data science to make decisions about pricing, product recommendations, or other aspects of the customer experience may need to comply with the provisions of this act.

Worldwide regulation

European Union General Data Protection Regulation (GDPR):

The GDPR is a comprehensive regulation that governs the collection, use, and storage of personal data in the European Union. The GDPR applies to businesses that process the personal data of individuals located in the European Union, regardless of where the business is located.

California Consumer Privacy Act (CCPA):

The CCPA is a California state law that gives consumers more control over their personal data. The CCPA applies to businesses that collect the personal data of California residents.

United States Federal Trade Commission (FTC):

The FTC is a federal agency that enforces consumer protection laws in the United States. The FTC has issued guidelines on the use of machine learning and data science in the context of privacy and discrimination.

International Organization for Standardization (ISO):

The ISO is an international organization that develops standards for a wide range of industries. The ISO has developed a standard on the use of machine learning and data science for decision-making, which can be used to help businesses comply with the applicable regulations.

7. Applicable Constraints in Developing Machine Learning Models for the Apparel Industry:

The implementation of machine learning models in the apparel and clothing industry is subject to several significant constraints, which must be navigated to ensure successful outcomes. These constraints encompass various aspects:

1. Data Availability:

The availability of suitable data serves as a cornerstone for effective machine learning models. However, the apparel and clothing industry often grapples with challenges related to data scarcity and fragmentation. Diverse and comprehensive data is essential for robust model training, requiring businesses to collate data from various sources. Ensuring data consistency is crucial for models to yield accurate predictions.

2. Data Quality:

Data quality is pivotal for the success of machine learning models. The apparel industry's data is susceptible to noise and inconsistencies, making model training arduous. Collecting high-quality data demands meticulous efforts and resources, often entailing a time-consuming and expensive initial data collection phase. As data volumes increase, maintenance costs can also escalate.

3. Model Complexity:

The apparel industry often necessitates models capable of capturing intricate relationships between variables. However, the complexity of such models can impede training and interpretation. Balancing the need for sophisticated models with their practical implementation becomes a pivotal constraint.

4. Bias:

Bias poses a significant challenge in machine learning models. In the context of the apparel industry, biases can infiltrate data through various avenues, potentially leading to skewed or unjust models. The manner in which data is collected or used for model training can introduce bias, emphasizing the importance of addressing and rectifying bias to ensure fairness and accuracy.

5. Interpretability:

Interpretability is a critical consideration for any model's adoption. In the apparel industry, understanding the reasoning behind model predictions is often paramount. However, interpreting complex models can be intricate, potentially hindering their practical utility. Striking a balance between model accuracy and interpretability is a constant challenge.

To successfully develop and implement machine learning models in the apparel industry, businesses must overcome these constraints. Adequate resources are necessary for data collection, storage, and analysis. Expertise in machine learning and data science is imperative for model development and deployment.

Required Expertise:

The endeavour demands a multidisciplinary team comprising various roles:

- **Strategists:** Individuals who can design a comprehensive plan to address constraints and achieve desired outcomes.
- **Software Developers:** Professionals skilled in translating models into functional software applications.
- **Data Scientists:** Experts capable of data preprocessing, model training, and evaluation.
- **Instrumentation Engineers:** Those proficient in handling data collection tools and technologies, capable of develop and work with virtual try on system at changing room and body scan system

Navigating these constraints while harnessing the collective expertise will enable the apparel and clothing industry to harness the power of machine learning effectively and realize improved customer experiences and business outcomes.

8. Business Model & Offerings

Offerings for Offline Stores:

	Free service (Provided in research file)	Premium Service
Features	<ul style="list-style-type: none"> - Real time pricing/ Trend analysis (summary) - Demand forecasting based on historical date (summary) 	<ul style="list-style-type: none"> - Personalized recommendation system based on customer. - Virtual try on system in changing room. - Real time pricing/ Trend analysis - Demand forecasting based on historical date.
Charges	0/- (Only once per shop)	System installation fee: 20,000 Rs Operating fee per month: 899 Rs

Offerings for online stores:

	Free service (Provided in research file)	Premium Service
Features	<ul style="list-style-type: none"> - Real time pricing/ Trend analysis (limited access) - Demand forecasting based on historical date (summary) <p>If data available, will get full access of</p>	<ul style="list-style-type: none"> - Personalized recommendation system based on customer. - Virtual try on software. - API integration - Real time pricing/ Trend analysis - Demand forecasting based on historical date.

Charges	0/- (Only once per company)	System installation fee: 20000 Rs Operating fee per month: 899 Rs
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9. Concept Generation

Post covid many industries not only regrow but also evolve themselves according to digital era, using new technologies in business now in days helping to get better profits. Same with apparel and clothing industry also so, but many small businesses don't have proper understanding of these technology so providing them service could make lot more profit than their current situation.

10. Concept Development

1. How data can be collected?

Direct User Involvement:

1. User Surveys:

Engaging users through surveys, questionnaires, or interviews is a direct method to gather insights into their fashion preferences. By asking specific questions about favorite clothing brands, styles, colours, and occasions, the system can create detailed profiles of users' tastes. Surveys can be tailored to extract valuable information, such as preferred fit (e.g., slim-fit, relaxed), fabric choices, and budget preferences. User involvement is high, and this method provides structured data for accurate recommendations.

2. Purchase History:

Tracking users' previous purchases offers a clear understanding of their buying behavior. This data allows the system to identify patterns in the type of clothing, brands, and styles they prefer. For instance, if a user consistently purchases activewear, the system can suggest new activewear releases or complementary accessories. This approach tailors recommendations to align with users' established preferences.

3. Product Ratings and Reviews:

Collecting feedback through product ratings and reviews is an excellent source of qualitative data. Users' opinions on fit, comfort, quality, and style help refine recommendations. Positive reviews and high ratings indicate popular items, while criticisms can guide improvements. Incorporating sentiment analysis can further enhance the system's ability to understand users' sentiments towards specific products.

4. Virtual Fitting Rooms:

Virtual fitting rooms involve direct user engagement. Users provide their measurements, helping the system suggest clothing items that are likely to fit well. Preferences for styles, fits, and colors can also be captured. This method not only enhances personalization but also mitigates the risk of recommending items that might not fit properly, leading to higher user satisfaction.

5. Feedback Surveys:

Regularly seeking user feedback through surveys or feedback forms allows the system to adapt and improve over time. Users can provide insights into the accuracy of recommendations, the relevance of suggested items, and overall user experience. This ongoing interaction fosters a sense of involvement and ownership among users.

6. Wearable Devices:

Integrating wearable device data provides insights into users' physical activities and health metrics. For instance, if a user is an avid runner, the system can recommend activewear suitable for running. By considering activity levels and preferences, the recommendations become more aligned with users' lifestyles.

Indirect User Involvement:

1. Social Media Activity:

Monitoring users' discussions, mentions, and engagements with fashion-related content on social media platforms offers insights into emerging trends and popular styles. By understanding what users are talking about, the system can identify trends that might not be captured through direct user inputs.

2. Web Browsing History:

Analysing users' web browsing history provides a comprehensive view of their interests and preferences. If a user frequently visits pages related to outdoor adventure gear, the system can recommend outdoor clothing and accessories. This approach enhances the accuracy of recommendations by considering implicit interests.

3. Image Recognition:

Allowing users to upload images of outfits they like or want to replicate enables the system to provide visually similar recommendations. Image recognition technology analyzes clothing elements like colours, patterns, and styles to suggest similar items, enhancing the visual aspect of the recommendations.

4. Location Data:

Leveraging users' location data helps tailor recommendations based on local weather conditions and cultural trends. If the system knows a user is located in a colder climate, it can suggest warm clothing options. Similarly, recommendations can align with local events or traditions.

5. Collaborative Filtering:

Collaborative filtering analyses the preferences and behaviours of users with similar tastes. If User A shares preferences with User B and User B has shown interest in a specific item, the system can recommend that item to User A. This technique taps into collective behaviour to enhance personal recommendations.

6. Fashion Blogs and Influencers:

Monitoring fashion blogs, influencers, and online fashion communities keeps the system up to date with the latest trends. By staying current with what's popular in the fashion world, the system can provide timely recommendations aligned with users' desire to stay fashionable.

7. User-generated Content:

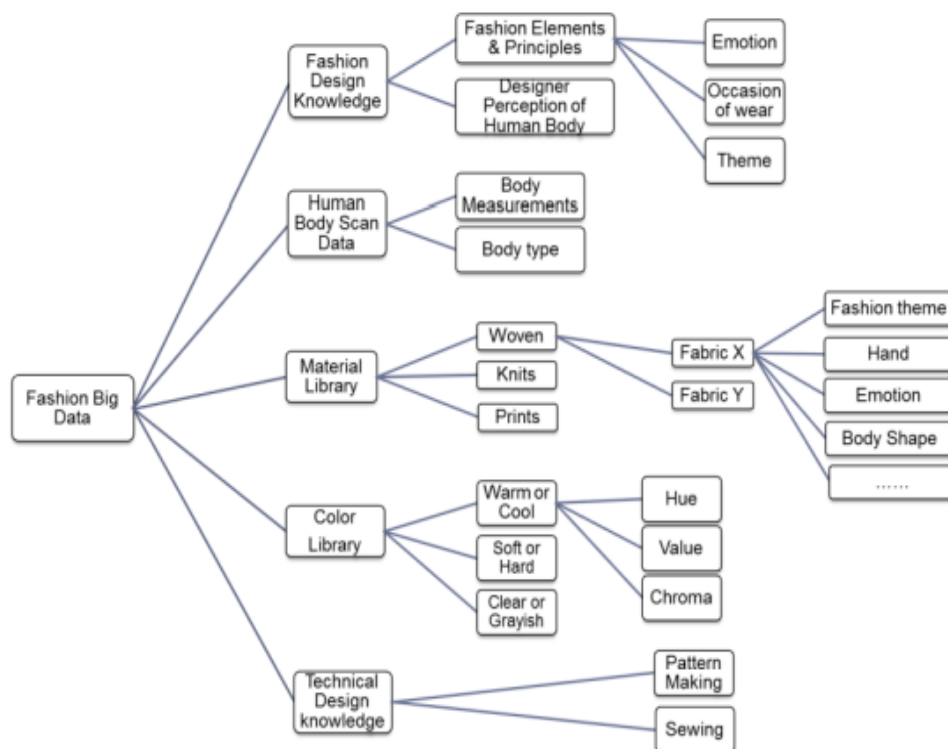
Encouraging users to share their outfits and fashion choices on the platform generates valuable data. By analyzing user-generated content, the system gains insights into emerging trends, styles, and unique combinations that might not be captured through traditional data sources.

8. Subscription Services:

Utilizing data from users' fashion-related subscription services provides a comprehensive view of their style preferences. This data includes regular updates on preferred clothing types, sizes, and frequency of updates. The system can recommend items that align with users' subscription choices.

Incorporating a diverse range of both direct and indirect data sources enhances the recommendation system's accuracy and relevance. However, user privacy, transparency, and data security should always be upheld to ensure users' trust and confidence in the platform.

This collected data will be segregate as follwing



Fashion data segregation

2. How will recommendation system work?

The proposed system is a combination of the knowledge-based recommender system and a search engine. It takes from engine the ability to provide the customer with an option to write her/his query and with the help of the recommender system, offer a product to the customer. The system will have the knowledge bases. These bases will help in removing the cold start problem. The working of the system will be such that the customer can select a garment silhouette, his recommendation and provide his measurements, now the system will recommend a material, color, design which matches best the garment type selected as well as that looks best on the body type (to be identified using the measurements provided by the customer). If the customer likes the recommendations, she/he can choose to order the garment, or else the system will improve its suggestions. For offline store it will in such way that cloth is available at current store

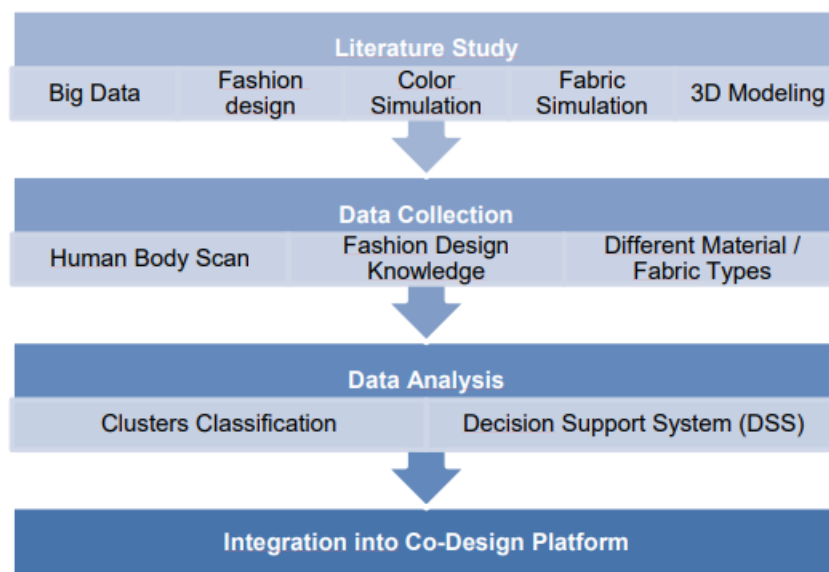


Figure 4. Methodology followed

11. Final Product Prototype (abstract) with Schematic Diagram:

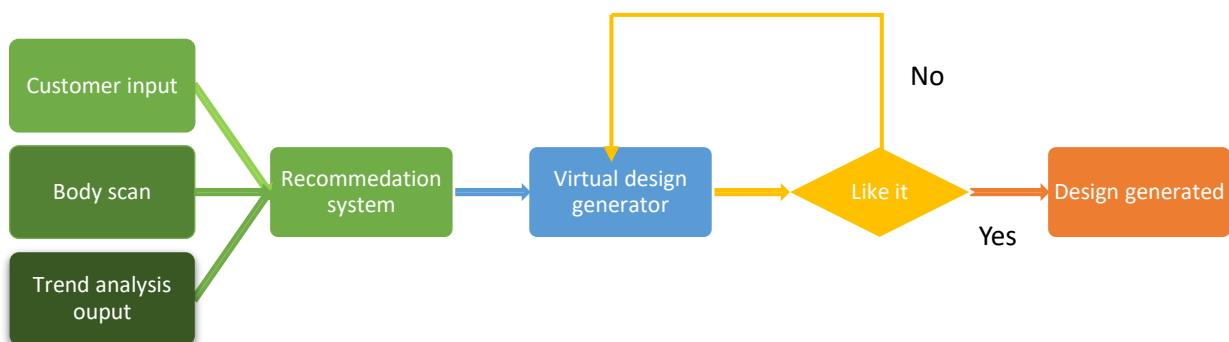
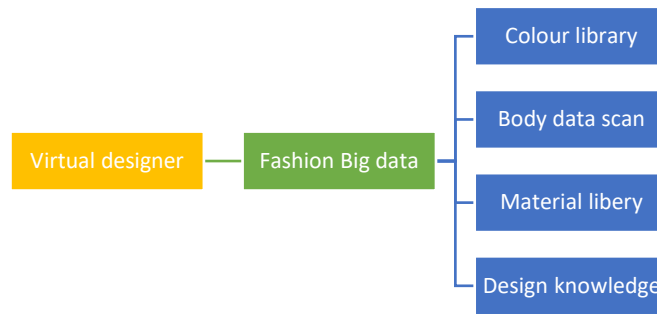


Fig. Overview of proposed system

Virtual designer:



12. Conclusion

In conclusion, the apparel and clothing industry continually strives to cater to the ever-evolving preferences and challenges of its diverse consumer base. By acknowledging and addressing the pain points faced by end users, businesses can forge stronger connections and deliver tailored solutions. The hurdles of finding the right fit, affordability concerns, and the search for specific items can be mitigated through innovative strategies.

The proposed recommendation system, blending knowledge-based recommendation and search engine capabilities, emerges as a transformative solution. Its ability to offer personalized suggestions based on garment silhouettes and body measurements is poised to reshape the way customers engage with the industry. Moreover, the incorporation of real-time stock availability enhances the in-store experience, aligning digital and physical interactions seamlessly.

As this system bridges the gap between user preferences and product offerings, it not only enhances customer satisfaction but also fosters deeper insights into individual needs. This shift towards a more intuitive, user-centered approach has the potential to redefine the industry's landscape. By staying attuned to customer demographics, motivations, and concerns, businesses can unlock new dimensions of convenience, style, and personalization in the realm of fashion and clothing.

