# Google Data Analytics Capstone Project : Cyclistic Bike-Share Analysis Using R

#### Goal

Design marketing strategies aimed at converting casual riders into annual members.

#### Casual riders

Riders who purchased a single ride or full-day Passes.

#### Members

Riders who purchased an Annual Membership.

#### Stakeholders

The project stakeholder is **Lily Moreno**, the director of marketing and the manager of Cyclistic, a bike-share company in Chicago. She set the above goal and has a broader vision of the business. The analyst team has to communicate efficiently and frequently with *Lily* in all steps of the analysis process in order to achieve the goal.

### I) Ask

Three questions will guide the future marketing program:

- How do annual members and casual riders use Cyclistic bikes differently?
- Why would casual riders buy Cyclistic annual memberships?
- How can Cyclistic use digital media to influence casual riders to become members?

# II) Prepare

The public data is generated by Motivate International Inc under a license, this makes the data source reliable and original. Google Data Analytic provided this data through a link. Collected (downloaded) from Download the previous 12 months of Cyclistic trip data here.

- I have limit my analysis to historical data from Jan-2022 to Dec-2022.
- The data downloaded is stored in a CSV files.

- To get a sense of the data, I have open one file using Microsoft Excel and found that, it contains information on each ride's id, customers' type (casual or member), the start and end datetime of each trip, the start and end station names.
- Also found that, there is no private columns available, the entire data can be viewed by the whole team, no need to hide or give some special access to anyone.
- There are some columns with some missing values, in the "process step" I will tackle this issue.

#### III) Process

Now for data exploration, data cleaning & data shaping I have use the 'tidyverse' package of R. Also I have document all the steps involve in the data processing.

```
#Load the "tidyverse" package
library(tidyverse)
## -- Attaching core tidyverse packages ---
                                                      ----- tidyverse 2.0.0 --
## v dplyr
               1.1.2
                         v readr
                                      2.1.4
## v forcats
               1.0.0
                                      1.5.0
                         v stringr
## v ggplot2
               3.4.2
                         v tibble
                                      3.2.1
## v lubridate 1.9.2
                                      1.3.0
                         v tidyr
               1.0.1
## v purrr
## -- Conflicts -----
                                            ----- tidyverse_conflicts() --
## x dplyr::filter() masks stats::filter()
## x dplyr::lag()
                     masks stats::lag()
## i Use the conflicted package (<a href="http://conflicted.r-lib.org/">http://conflicted.r-lib.org/</a>) to force all conflicts to become error
```

### 1) Import the data

I have 12 CSV files of the same structure (column names and number of columns), stored in my local drive.

```
# Import each file and save it in the separate data frame.

data_01 <- read.csv("202201-divvy-tripdata.csv")
data_02 <- read.csv("202202-divvy-tripdata.csv")
data_03 <- read.csv("202203-divvy-tripdata.csv")
data_04 <- read.csv("202204-divvy-tripdata.csv")
data_05 <- read.csv("202205-divvy-tripdata.csv")
data_06 <- read.csv("202206-divvy-tripdata.csv")
data_07 <- read.csv("202207-divvy-tripdata.csv")
data_08 <- read.csv("202208-divvy-tripdata.csv")
data_09 <- read.csv("202209-divvy-tripdata.csv")
data_10 <- read.csv("202210-divvy-tripdata.csv")
data_11 <- read.csv("202211-divvy-tripdata.csv")
data_12 <- read.csv("202212-divvy-tripdata.csv")</pre>
```

Confirmed the structure of imported data by looking at the 1st row of data frame "data\_01" as well as "data\_12".

```
head(data_01,1)
             ride_id rideable_type
                                           started_at
                                                                   ended_at
## 1 C2F7DD78E82EC875 electric_bike 2022-01-13 11:59:47 2022-01-13 12:02:44
          start_station_name start_station_id
                                                end station name end station id
## 1 Glenwood Ave & Touhy Ave
                                           525 Clark St & Touhy Ave
## start_lat start_lng end_lat end_lng member_casual
      42.0128 -87.66591 42.01256 -87.67437
head(data_12,1)
             ride_id rideable_type
                                             started_at
                                                                   ended_at
## 1 65DBD2F447EC51C2 electric_bike 2022-12-05 10:47:18 2022-12-05 10:56:34
            start_station_name start_station_id
                                                          end_station_name
## 1 Clifton Ave & Armitage Ave
                                   TA1307000163 Sedgwick St & Webster Ave
## end_station_id start_lat start_lng end_lat end_lng member_casual
             13191 41.91824 -87.65711 41.92217 -87.63889
  • The results of these queries: data 01 and data 12, give the same number of columns, the same type
    and the same name.
```

#### 2) Concatenate the data frames

• Hence, I can confidently concatenate these data frames.

```
data_2022 <- rbind(data_01,data_02,data_03,data_04,data_05,data_06,data_07,data_08,data_09,data_10,dat
# To get the structure of the concatenated data set.
str(data_2022)
## 'data.frame':
                  5667717 obs. of 13 variables:
## $ ride id : chr "C2F7DD78E82EC875" "A6CF8980A652D272" "BD0F91DFF741C66D" "CBB80ED4191054
## $ rideable_type
                     : chr "electric_bike" "electric_bike" "classic_bike" "classic_bike" ...
## $ started at
                      : chr "2022-01-13 11:59:47" "2022-01-10 08:41:56" "2022-01-25 04:53:40" "2022-
                      : chr "2022-01-13 12:02:44" "2022-01-10 08:46:17" "2022-01-25 04:58:01" "2022-
## $ ended_at
## $ start_station_name: chr "Glenwood Ave & Touhy Ave" "Glenwood Ave & Touhy Ave" "Sheffield Ave & F
## $ start_station_id : chr "525" "525" "TA1306000016" "KA1504000151" ...
## $ end_station_name : chr "Clark St & Touhy Ave" "Clark St & Touhy Ave" "Greenview Ave & Fullerton
## $ end_station_id : chr "RP-007" "RP-007" "TA1307000001" "TA1309000021" ...
## $ start_lat
                      : num 42 42 41.9 42 41.9 ...
                      : num -87.7 -87.7 -87.7 -87.7 -87.6 ...
## $ start_lng
## $ end_lat
                      : num 42 42 41.9 42 41.9 ...
## $ end_lng
                     : num -87.7 -87.7 -87.7 -87.7 -87.6 ...
## $ member_casual
                     : chr "casual" "casual" "member" "casual" ...
```

• We have a total of 13 columns and 5,667,717 records.

### 3) Understand the Data type of each column

# make the copy of the data set

## [1] "2022-01-13 12:02:44 IST"

- ride\_id, start\_station\_name, start\_station\_id, end\_station\_name, end\_station\_id, member\_casual and rideable\_type are of type "chr", so a string, which is as expected.
- started\_at and ended\_at are of type "Chr". I was expecting a datetime type, because the columns are made up of a date and a time.
- start lat, start lng, end lat and end lng are of type "num", it matches the expectation.

### 4) Change the data type of "started\_at" and "ended\_at"

```
data_2022_v001 <- data_2022
# Added an duplicate columns
data_2022_v001$started_at_dup <- data_2022_v001$started_at
data_2022_v001$ended_at_dup <- data_2022_v001$ended_at
# Change the data types from 'Str' to 'POSIXct'(datetime)
data_2022_v001\$started_at_dup <- as.POSIXct(data_2022_v001\$started_at_dup)
data_2022_v001$ended_at_dup <- as.POSIXct(data_2022_v001$ended_at_dup)
#validate the structure of data set after data type conversion
str(data_2022_v001)
## 'data.frame':
                   5667717 obs. of 15 variables:
## $ ride id
                      : chr "C2F7DD78E82EC875" "A6CF8980A652D272" "BD0F91DFF741C66D" "CBB80ED4191054
                      : chr "electric_bike" "electric_bike" "classic_bike" "classic_bike" ...
## $ rideable_type
                      : chr "2022-01-13 11:59:47" "2022-01-10 08:41:56" "2022-01-25 04:53:40" "2022-
## $ started_at
                      : chr "2022-01-13 12:02:44" "2022-01-10 08:46:17" "2022-01-25 04:58:01" "2022-
## $ ended_at
## $ start_station_name: chr "Glenwood Ave & Touhy Ave" "Glenwood Ave & Touhy Ave" "Sheffield Ave & F
## $ start_station_id : chr "525" "525" "TA1306000016" "KA1504000151" ...
## $ end_station_name : chr "Clark St & Touhy Ave" "Clark St & Touhy Ave" "Greenview Ave & Fullerton
                      : chr "RP-007" "RP-007" "TA1307000001" "TA1309000021" ...
## $ end_station_id
## $ start_lat
                      : num 42 42 41.9 42 41.9 ...
## $ start_lng
                     : num -87.7 -87.7 -87.7 -87.6 ...
                      : num 42 42 41.9 42 41.9 ...
## $ end_lat
## $ end_lng
                      : num -87.7 -87.7 -87.7 -87.6 ...
## $ member_casual : chr "casual" "casual" "member" "casual" ...
## $ started_at_dup : POSIXct, format: "2022-01-13 11:59:47" "2022-01-10 08:41:56" ...
## $ ended_at_dup
                      : POSIXct, format: "2022-01-13 12:02:44" "2022-01-10 08:46:17" ...
# Select the 1st value from started_at
data_2022_v001$started_at_dup[1]
## [1] "2022-01-13 11:59:47 IST"
# Select the 1st value from ended_at
data_2022_v001$ended_at_dup[1]
```

```
# get the ride_time
data_2022_v001$ended_at_dup[1]-data_2022_v001$started_at_dup[1]
```

## Time difference of 2.95 mins

• By subtracting the 1st value of "started\_at" from "ended\_at", I am getting the value of "ride\_time" in the time format, which is as per my requirement.

#### 5) Shape the dataframe

A ride time start can't be greater than a ride time end, nor equal. Let us verify the latter.

```
sum(data_2022_v001$started_at_dup>=data_2022_v001$ended_at_dup)
```

## [1] 531

- We have 531 records that confirms the above.
- It means that the date time they started the ride is > date time ended the ride, this can't be possible.
- It might be an error during "Data collection".

```
# get the Subset of the data frame after excluding the values where "started_at_dup" >= "endend_at_dup"
data_2022_v002 <- data_2022_v001[data_2022_v001$started_at_dup<data_2022_v001$ended_at_dup,]
# validate the results by re-checking the count of rows
str(data_2022_v002)</pre>
```

```
## 'data.frame':
                   5667186 obs. of 15 variables:
   $ ride_id
                       : chr
                              "C2F7DD78E82EC875" "A6CF8980A652D272" "BD0F91DFF741C66D" "CBB80ED4191054
                              "electric_bike" "electric_bike" "classic_bike" "classic_bike" ...
   $ rideable_type
                       : chr
   $ started_at
                       : chr "2022-01-13 11:59:47" "2022-01-10 08:41:56" "2022-01-25 04:53:40" "2022-
##
                       : chr "2022-01-13 12:02:44" "2022-01-10 08:46:17" "2022-01-25 04:58:01" "2022-
  $ ended_at
   $ start_station_name: chr
                              "Glenwood Ave & Touhy Ave" "Glenwood Ave & Touhy Ave" "Sheffield Ave & F
   $ start_station_id : chr
                              "525" "525" "TA1306000016" "KA1504000151" ...
                              "Clark St & Touhy Ave" "Clark St & Touhy Ave" "Greenview Ave & Fullerton
##
   $ end_station_name : chr
                              "RP-007" "RP-007" "TA1307000001" "TA1309000021" ...
## $ end_station_id
                       : chr
                       : num 42 42 41.9 42 41.9 ...
## $ start_lat
   $ start_lng
##
                       : num
                              -87.7 -87.7 -87.7 -87.6 ...
## $ end_lat
                       : num 42 42 41.9 42 41.9 ...
## $ end_lng
                              -87.7 -87.7 -87.7 -87.6 ...
                       : num
                              "casual" "casual" "member" "casual" ...
## $ member_casual
                       : chr
                       : POSIXct, format: "2022-01-13 11:59:47" "2022-01-10 08:41:56" ...
## $ started_at_dup
                       : POSIXct, format: "2022-01-13 12:02:44" "2022-01-10 08:46:17" ...
## $ ended_at_dup
```

• We have total 5,667,186 rows which means 531 rows are successfully excluded.

```
data_2022_v002$ride_time <- ((data_2022_v002$ended_at_dup)-(data_2022_v002$started_at_dup))/60

str(data_2022_v002)

## 'data.frame': 5667186 obs. of 16 variables:
## $ ride_id : chr "C2F7DD78E82EC875" "A6CF8980A652D272" "BD0F91DFF741C66D" "CBB80ED4191054
## $ rideable_type : chr "electric_bike" "electric_bike" "classic_bike" "classic_bike" ...</pre>
```

```
"2022-01-13 11:59:47" "2022-01-10 08:41:56" "2022-01-25 04:53:40" "2022-
##
   $ started at
                       : chr
                              "2022-01-13 12:02:44" "2022-01-10 08:46:17" "2022-01-25 04:58:01" "2022-
## $ ended_at
                        : chr
## $ start_station_name: chr
                              "Glenwood Ave & Touhy Ave" "Glenwood Ave & Touhy Ave" "Sheffield Ave & F
                              "525" "525" "TA1306000016" "KA1504000151" ...
##
   $ start_station_id : chr
##
   $ end_station_name : chr
                              "Clark St & Touhy Ave" "Clark St & Touhy Ave" "Greenview Ave & Fullerton
                              "RP-007" "RP-007" "TA1307000001" "TA1309000021" ...
  $ end_station_id
                       : chr
                              42 42 41.9 42 41.9 ...
##
   $ start_lat
                       : num
   $ start_lng
##
                              -87.7 -87.7 -87.7 -87.6 ...
                       : num
##
   $ end_lat
                       : num
                              42 42 41.9 42 41.9 ...
## $ end_lng
                              -87.7 -87.7 -87.7 -87.6 ...
                       : num
                              "casual" "casual" "member" "casual" ...
## $ member_casual
                       : chr
                       : POSIXct, format: "2022-01-13 11:59:47" "2022-01-10 08:41:56" ...
   $ started_at_dup
## $ ended_at_dup
                       : POSIXct, format: "2022-01-13 12:02:44" "2022-01-10 08:46:17" ...
                       : 'difftime' num 2.95 4.35 4.35 14.933333333333 ...
##
   $ ride time
##
     ..- attr(*, "units")= chr "secs"
```

• The resulted ride\_time is given in the 'Seconds' so we have converted it into 'Minutes' by dividing it by 60.

### 6) Check for the Null Values

# calculate the ride time

```
colSums(is.na(data_2022_v002))
```

```
##
               ride_id
                             rideable_type
                                                     started_at
                                                                            ended_at
##
## start_station_name
                          start_station_id
                                               end_station_name
                                                                     end_station_id
##
##
             start lat
                                 start_lng
                                                        end lat
                                                                             end_lng
##
                                                            5858
                     0
                                                                                5858
                                          0
##
        member_casual
                            started_at_dup
                                                   ended_at_dup
                                                                           ride_time
##
                                                                                   0
                                                               0
```

- The quantitative column name "end\_lat" and "end\_lng" have null values.
- No Null values found in started\_at, ended\_at, member\_casual and ride\_d, ride\_time. This is good because it helps to examine each ride.

## 7) Check for misspellings

• For the qualitative columns "rideable\_type" and "member\_casual" I have check for the possible typo errors.

```
• Example:
```

- + casual, casuall, caslaul
- + Electric bike, electrik bike, clasic bike

```
# To know the unique values from 'rideable_type'
unique(data_2022_v002$rideable_type)

## [1] "electric_bike" "classic_bike" "docked_bike"

# To know the unique values from 'member_casual'
unique(data_2022_v002$member_casual)
```

```
## [1] "casual" "member"
```

No misspellings found

#### 8) Check for duplicates

- Each ride is unique & I hope to have unique records (rows).
- The dataset, has the ride\_id column which describes each ride taken by a casual or an annual member.

```
sum(duplicated(data_2022_v002$ride_id))
## [1] 0
```

• Zero value returned, hence there are no duplicates for the column "ride\_id". This confirms that each record of the dataframe is unique.

# 9) Add a new Columns "Weekday" & "Month"

• I do this to have a data in shape for the **Analyse** step of data analysis process.

```
# add the name of the day from started_at
data_2022_v002$weekday <- wday(data_2022_v002$started_at_dup,week_start=1,label = TRUE)

# add the name of the month from started_at
data_2022_v002$month <- month(data_2022_v002$started_at_dup,label = TRUE)

str(data_2022_v002)</pre>
```

```
## $ end_station_name : chr "Clark St & Touhy Ave" "Clark St & Touhy Ave" "Greenview Ave & Fullerton
## $ end_station_id : chr "RP-007" "RP-007" "TA1307000001" "TA1309000021" ...
## $ start_lat
                    : num 42 42 41.9 42 41.9 ...
## $ start_lng
                    : num -87.7 -87.7 -87.7 -87.6 ...
## $ end_lat
                    : num 42 42 41.9 42 41.9 ...
                   : num -87.7 -87.7 -87.7 -87.6 ...
## $ end lng
## $ member_casual : chr "casual" "casual" "member" "casual" ...
## $ started_at_dup : POSIXct, format: "2022-01-13 11:59:47" "2022-01-10 08:41:56" ...
## $ ended_at_dup
                    : POSIXct, format: "2022-01-13 12:02:44" "2022-01-10 08:46:17" ...
## $ ride_time
                    ..- attr(*, "units")= chr "secs"
                    : Ord.factor w/ 7 levels "Mon"<"Tue"<"Wed"<..: 4 1 2 2 4 2 7 6 1 5 ...
## $ weekday
## $ month
                    : Ord.factor w/ 12 levels "Jan"<"Feb"<"Mar"<..: 1 1 1 1 1 1 1 1 1 1 ...
```

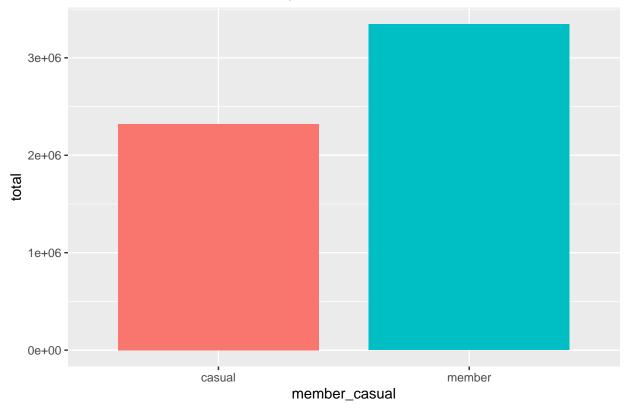
# IV) Analyse

• In this step of the data analysis process, I will do calculations, data shaping to sketch visuals for the Share step.

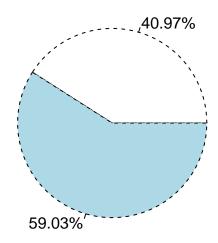
### 1) Number of yearly rides for each type of customer

```
# Use pipes '%>%' to drill down the data
library(tidyverse)
data_2022_v002 %>%
 group_by(member_casual) %>%
 summarise(count=n()) %>%
 rename("total"="count")
## # A tibble: 2 x 2
##
    member_casual total
##
    <chr>
                    <int>
                 2321769
## 1 casual
## 2 member
                 3345417
# Plot an bar_chart to compare the number of rides visually
library(ggplot2)
ggplot(data = data_2022_v002)+
 geom_bar(mapping = aes(x=member_casual,fill=member_casual),show.legend = FALSE,width = 0.8)+
 labs(y="total",title = "Total number of rides for the year 2022")
```

# Total number of rides for the year 2022



# % of ride by customer type

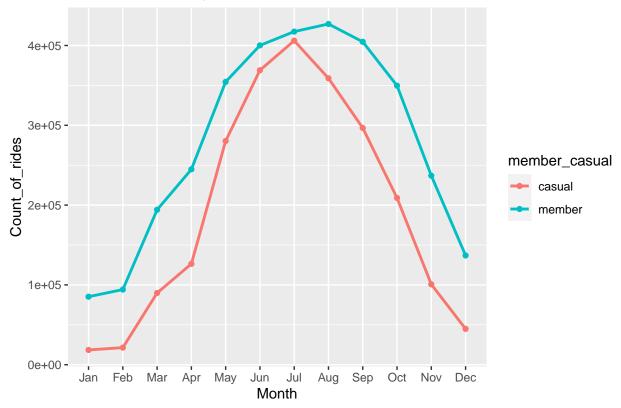


#### # 2) Total rides taken per month for each type of customers

## 'summarise()' has grouped output by 'month'. You can override using the
## '.groups' argument.

```
# Plot the line chart
ggplot(monthly_ride_count,aes(x=month,y=count_of_ride,group=member_casual,xlim(0,400000)))+
geom_point(aes(color=member_casual),size=1.5)+
geom_line(aes(color=member_casual),size=1)+
labs(x="Month",y="Count_of_rides",title = "Total No. of rides per month")
```

### Total No. of rides per month



## Monthly ride count difference between member and casual riders

```
# Created an subset of data frame
monthly_ride_count_2 <- monthly_ride_count %>%
                       pivot_wider(names_from = member_casual, values_from = count_of_ride) %>% #use pi
                       mutate(ride_count_diff = member-casual)
print(monthly_ride_count_2)
## # A tibble: 12 x 4
## # Groups:
              month [12]
##
     month casual member ride_count_diff
##
      <ord> <int> <int>
##
  1 Jan
            18517 85248
                                   66731
   2 Feb
##
            21414 94190
                                   72776
##
  3 Mar
            89874 194150
                                  104276
  4 Apr
           126398 244820
                                  118422
## 5 May
           280387 354423
                                   74036
##
   6 Jun
           369022 400116
                                   31094
## 7 Jul
           406013 417403
                                   11390
  8 Aug
           358886 426969
                                   68083
           296664 404603
## 9 Sep
                                  107939
## 10 Oct
           208961 349659
                                  140698
## 11 Nov
           100742 236935
                                  136193
## 12 Dec
            44891 136901
                                   92010
```

Average of monthly ride count difference between member and casual riders

```
mean(monthly_ride_count_2$ride_count_diff)
## [1] 85304
```

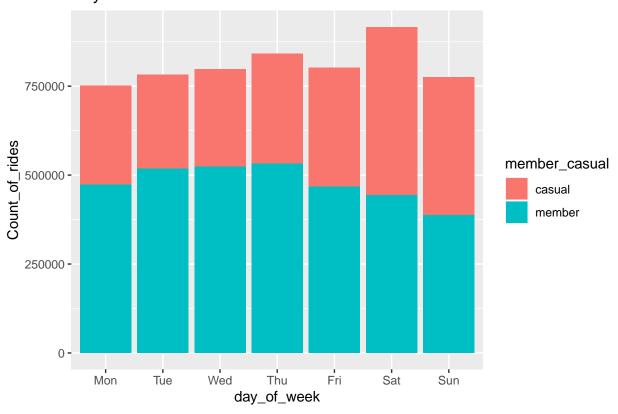
### 3) Total rides taken each day in a week for each type of customers

```
day_wise_ride_count <- data_2022_v002 %>%
                      group_by(weekday,member_casual) %>%
                     summarise(count_of_ride =n()) %>%
                     pivot wider(names from = member casual, values from = count of ride) %>%
                     mutate(total_rides = casual+member) %>%
                     mutate(casual_percentage= (casual/total_rides)*100) %>%
                     mutate(member_percentage= (member/total_rides)*100)
## 'summarise()' has grouped output by 'weekday'. You can override using the
## '.groups' argument.
print(day_wise_ride_count)
## # A tibble: 7 x 6
## # Groups:
              weekday [7]
    weekday casual member total_rides casual_percentage member_percentage
##
     <ord>
             <int> <int>
                                                  <dbl>
                                                                    <dbl>
                                <int>
## 1 Mon
            277649 473305
                               750954
                                                   37.0
                                                                     63.0
## 2 Tue
            263706 518584
                               782290
                                                   33.7
                                                                     66.3
## 3 Wed
           274339 523836
                               798175
                                                   34.4
                                                                     65.6
## 4 Thu
            309297 532215
                               841512
                                                   36.8
                                                                     63.2
## 5 Fri
            334667 467051
                               801718
                                                   41.7
                                                                     58.3
                                                   51.6
            473130 443246
                                                                     48.4
## 6 Sat
                               916376
## 7 Sun
           388981 387180
                               776161
                                                   50.1
                                                                     49.9
```

## 'summarise()' has grouped output by 'weekday'. You can override using the
## '.groups' argument.

```
ggplot(data = day_wise_ride_count_2)+
  geom_col(mapping=aes(x=weekday,y=count_of_ride,fill=member_casual))+
  labs(x="day_of_week",y="Count_of_rides",title = "Day wise total ride count")
```

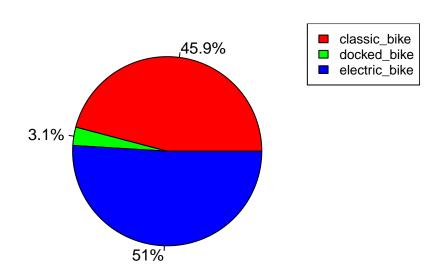
## Day wise total ride count



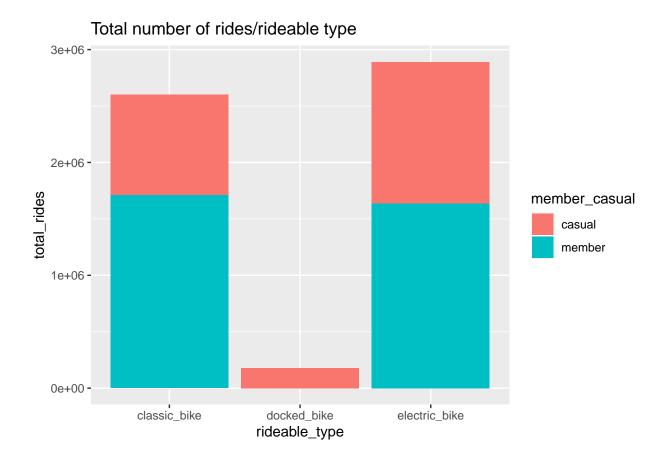
#### #4) Types of bikes per type of customers

```
bike_type_count <- data_2022_v002 %>%
                   group_by(rideable_type) %>%
                   summarise(ride_count=n()) %>%
                   mutate(ride_count_percentage = round(100*ride_count/sum(ride_count),1))
print(bike_type_count)
## # A tibble: 3 x 3
##
     rideable_type ride_count ride_count_percentage
##
     <chr>>
                        <int>
                                               <dbl>
## 1 classic_bike
                      2601088
                                                45.9
## 2 docked_bike
                       177468
                                                 3.1
## 3 electric_bike
                      2888630
                                                51
```

pie(bike\_type\_count\$ride\_count,labels = paste0(bike\_type\_count\$ride\_count\_percentage,"%"),col = rainbow legend("topright",bike\_type\_count\$rideable\_type,cex = 0.8,fill = rainbow(length(bike\_type\_count\$ride\_coun



```
bike_type_count_2 <- data_2022_v002 %>%
                   group_by(rideable_type,member_casual) %>%
                   summarise(ride_count=n()) %>%
                   pivot wider(names from = member casual, values from = ride count) %>%
                  mutate(total_ride_count = sum(casual,member,na.rm=TRUE)) %>%
                   mutate(casual_percentage = round(100*(casual/total_ride_count),2)) %>%
                   mutate(member_percentage = round(100*(member/total_ride_count),2))
## 'summarise()' has grouped output by 'rideable_type'. You can override using the
## '.groups' argument.
print(bike_type_count_2)
## # A tibble: 3 x 6
## # Groups: rideable_type [3]
    rideable_type casual member total_ride_count casual_percentage
##
     <chr>
                    <int>
                           <int>
                                              <int>
                                                                dbl>
## 1 classic_bike
                   891406 1709682
                                            2601088
                                                                 34.3
## 2 docked_bike
                   177468
                               NA
                                            177468
                                                                100
## 3 electric_bike 1252895 1635735
                                            2888630
                                                                 43.4
## # i 1 more variable: member_percentage <dbl>
bike_type_count_3 <- data_2022_v002 %>%
                   group_by(rideable_type,member_casual) %>%
                   summarise(ride_count=n())
## 'summarise()' has grouped output by 'rideable_type'. You can override using the
## '.groups' argument.
ggplot(data = bike_type_count_3)+
  geom_col(mapping=aes(x=rideable_type,y=ride_count,fill=member_casual))+
  labs(x="rideable type",y="total rides",title = "Total number of rides/rideable type")
```



#### # V) Share & Act

- I will skip the following steps **Share** and **Act** because, the analysis is a personal project.
- I will go directly to findings and recommendations.

### VI) Findings and Recommendations

#### 1) How do annual members and casual riders use Cyclistic bikes differently?

- For the year 2022, which is our study time, we have more rides for annual members (59% rides) than casual riders (41%).
- When we go down to a finer level, at a month, we observe the following between the casual & annual members:
  - The difference in ride is of an average of **85,304** rides
  - For the months of June and July the total number of rides are fairly close as compared to the other months.
- At the week day level of granularity, for the days: Saturday and Sunday, casual riders have greater rides than annual members.
- Docked bikes are only used by casual riders, it represents 3% of rides (electric 51% and classic 46%).
- 34.3% of rides by classic bikes are casual riders and 65.7% are annual members.
- 43.4% of rides by electric bikes are casual riders and 56.6% are annual members.

#### 2) Why would casual riders buy Cyclistic annual memberships?

- We previously saw that casual riders ride more on weekends, if they have to ride at the same pace during the weekdays, it may motivate them to become annual members.
- If their preference for docked bikes shift to classic or electric bikes, Cyclistic can hope of having an increase in annual members.
- To understand more about the customer's choice of becoming annual members or casual riders and their ride time, the following information can help to do a finer analysis:
  - The reason behind each rides, example: home, work, leisure...
  - The cost details for rider type and bike type

# 3) How can Cyclistic use digital media to influence casual riders to become members?

Through influencer marketing, advertising and environmental awareness campaign on social media and TV,Cyclistic can work on the following:

- The advantages of using more electric bikes (environmentally friendly) than docked bikes (from our sample data, we do not have annual members for docked bikes only for electric & classic bikes).
- Encourage casual riders to ride throughout the week as they do during the weekend.
- The advantages in becoming an annual member, example: it can be less costly when we compare the average price (in a year, month, week, day) for each ride as an annual member as compared to a casual rider.