

KICKSTARTER

Campaign Success Predictor

Charlie Le Lam , Kristin Stöcker, Tolga Çebi

01 Background

02 Findings

03 Outlook

01 Background

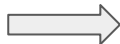
02 Findings

03 Outlook

Business Understanding

Situation

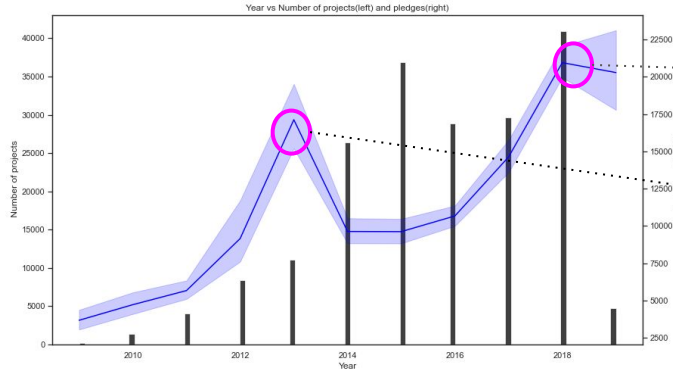
- need of a better evaluation
- find a way to support creators



Core Question

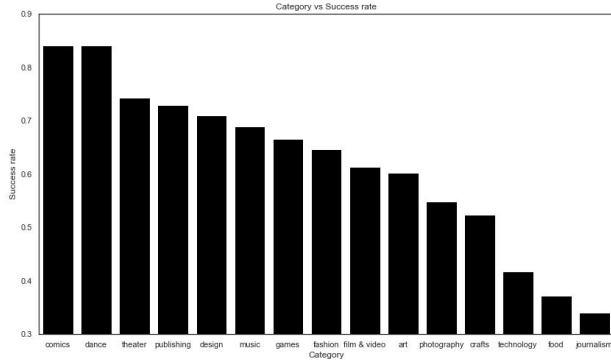
- is my campaign going to be successful?
(classification)
- what would be a reasonable goal?
(regression, out of scope)

Insights

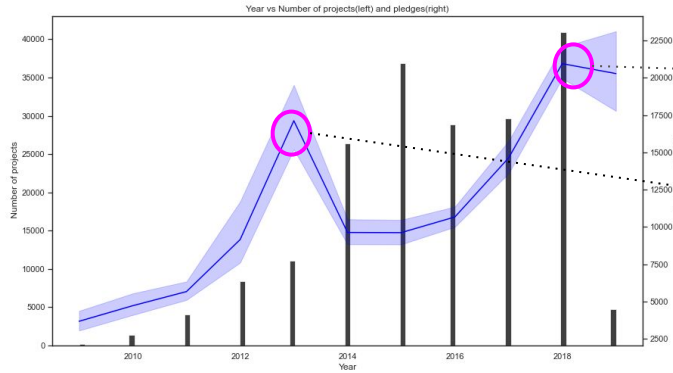


Peak in pledge amount indicating community is growing more and more

High pledge amount but projects were still low compared to today

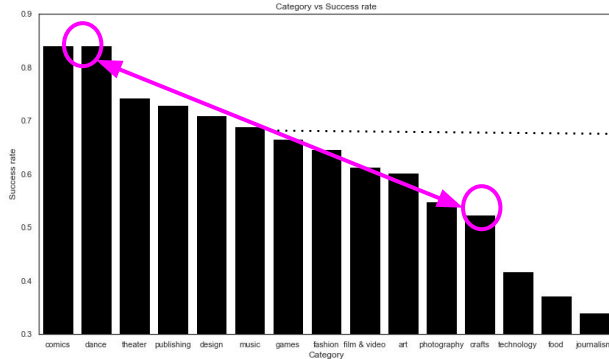


Insights



Peak in pledge amount indicating community is growing more and more

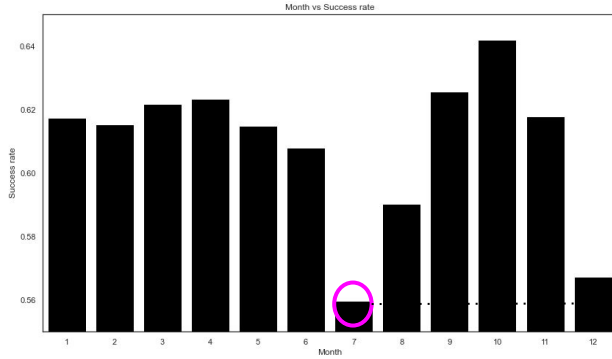
High pledge amount but projects were still low compared to today



Success rate varies depending on category

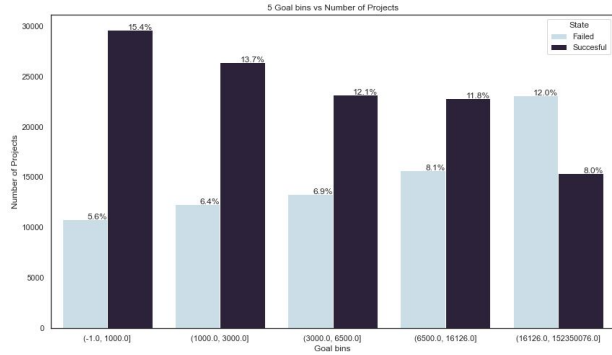
best : Comics and Dance
worst : Journalism

Insights



Holiday effect

July and December are unlucky



Success rate varies depending on goal amount

“the higher the goal, the fewer the success”

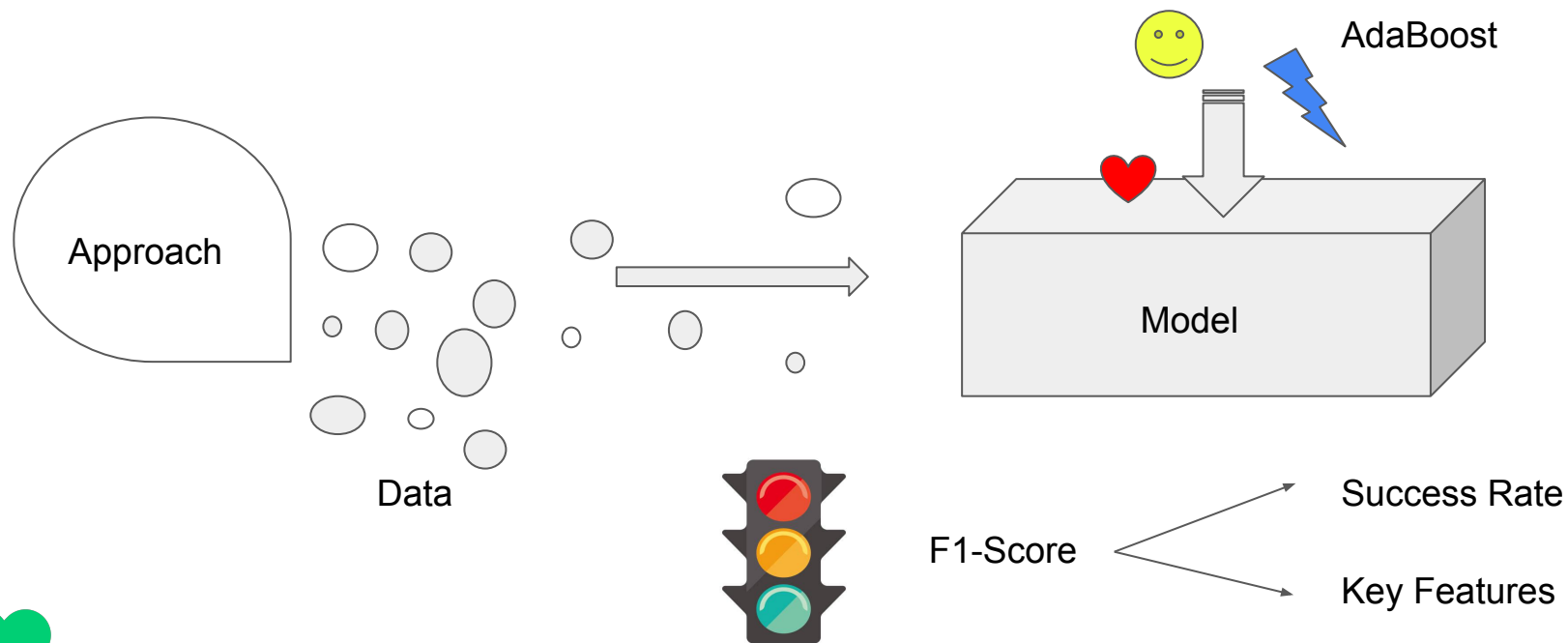
01 Background

02 Model

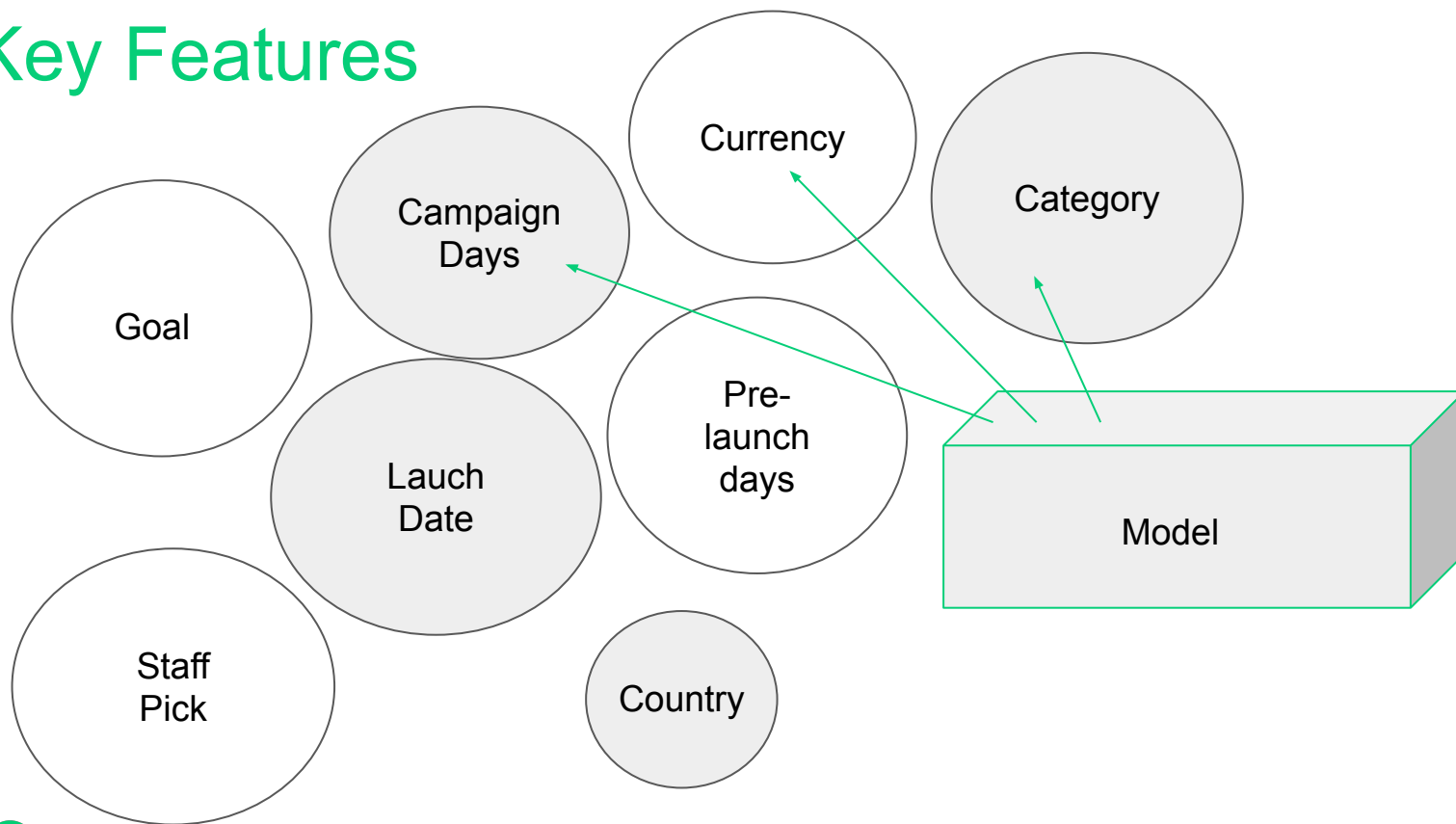
03 Outlook



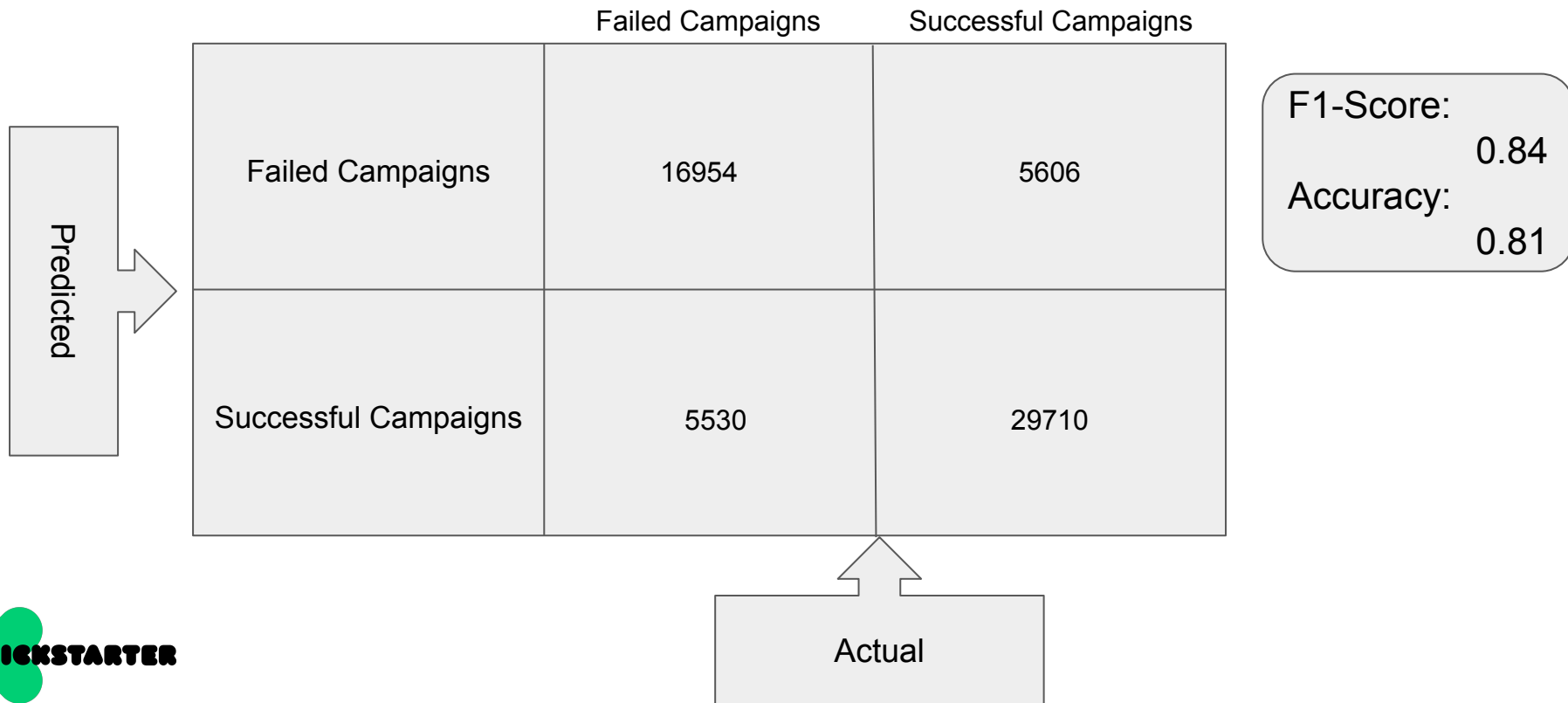
Insights and Data combined in a Machine Learning Model



Key Features



Our model is already good at this stage

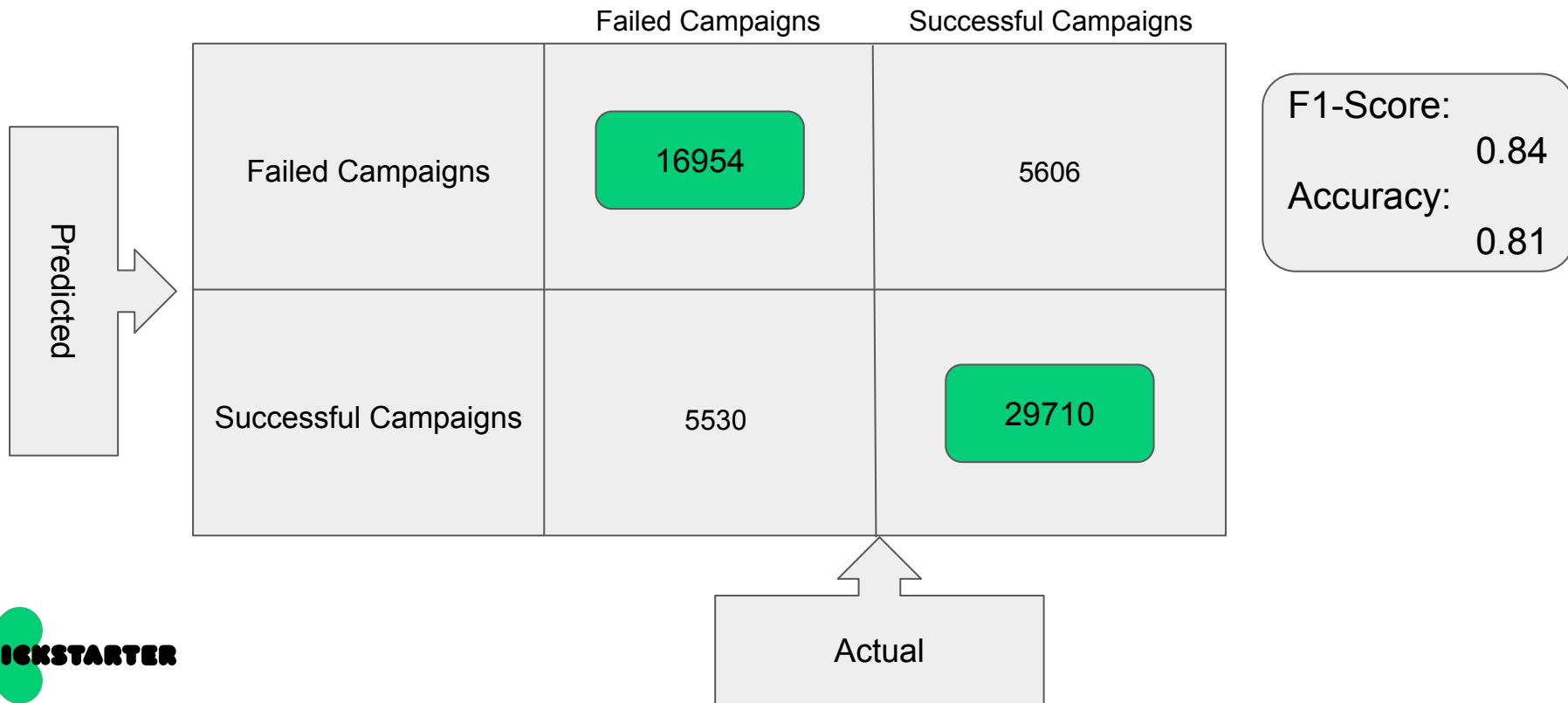


Our model is already good at this stage

Predicted	Actual	
	Failed Campaigns	Successful Campaigns
Failed Campaigns	16954	5606
Successful Campaigns	5530	29710

F1-Score: 0.84
Accuracy: 0.81

Our model is already good at this stage



Let's demonstrate this Model

First, let's get you set up.

Pick a project category to connect with a specific community. You can always update this later.

Comics



You're back. This is major.

Next: Project Idea



Let's demonstrate this Model

Last one—set a location for your project.

Pick your country of legal residence if you're raising funds as an individual.
If you're raising funds for a business or nonprofit, select the country where
the entity's tax ID is registered.

Canada

③ Who's eligible to run a Kickstarter project?

- ✓ I am at least 18 years old.
- ✓ I can verify an address and bank account in Canada.
- ✓ I can verify a government issued ID.
- ✓ I have a debit and/or credit card.



← Project idea

Continue

Let's demonstrate this Model

Funding goal

Set an achievable goal that covers what you need to complete your project.

Funding is all-or-nothing. If you don't meet your goal, you won't receive any money.

Goal amount

€

50000

Oh wow! You sure about that?



[Use our calculator](#) to estimate total costs, including taxes and fees.



Learn about [global supply chain issues and shipping delays](#), which may affect your project's funding goal.

Target launch date (optional)

We'll provide you with recommendations on when to complete steps that may take a few days to process. You can edit this date up until the moment you launch your project, which must always be done manually.

Day Month Year

1

7

2022



Our fortune teller says you can reach more people with a different date.

We estimate you'll have enough time if you:

- Confirm your identity and provide payment details by [Mar 22, 2022](#)
- Submit your project for review by [Mar 25, 2022](#)

🔔 Setting a target date won't automatically launch your project.



Let's demonstrate this Model

Funding goal

Set an achievable goal that covers what you need to complete your project.

Funding is all-or-nothing. If you don't meet your goal, you won't receive any money.

Goal amount

€	10000	This looks reasonable for your project
---	-------	--



[Use our calculator](#) to estimate total costs, including taxes and fees.



Learn about [global supply chain issues and shipping delays](#), which may affect your project's funding goal.

Target launch date (optional)

We'll provide you with recommendations on when to complete steps that may take a few days to process. You can edit this date up until the moment you launch your project, which must always be done manually.

Day	Month	Year	
1	4	2022	

your chance looks not that bad

We estimate you'll have enough time if you:

- Confirm your identity and provide payment details by [Mar 22, 2022](#)
- Submit your project for review by [Mar 25, 2022](#)

Setting a target date won't automatically launch your project.



Let's demonstrate this Model

Your result:



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Outlook

Creating a build in web application

What is Our goal recommendation?

Improving our model with more data



Outlook

Creating a build in web application

What is Our goal recommendation?

Improving our model with more data

Goal amount

€	<input type="text"/>	Our "Recommended Goal" would be 50000
---	----------------------	---



[Use our calculator](#) to estimate total costs, including taxes and fees.



Learn about global supply chain issues and shipping delays, which may affect your project's funding goal.

Outlook

Creating a build in web application

What is Our goal recommendation?

Improving our model with more data

What makes a successful Project?

What is not in our Data?



Frosthaven



[Team-Favoriten](#)

[Lafayette, IN](#)

[Brettspiele](#)

12.969.608 \$

finanziert von 500.000 \$

Zielbetrag

83.193

Unterstützer



Outlook

Creating a build in web application

What is Our goal recommendation?

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Project Teaser



Frosthaven



[Team-Favoriten](#)



[Lafayette, IN](#)



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Unterstützer



Outlook

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Pledge Tiers



Outlook

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Stretch Goals



Outlook

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