

# BUILDING A RECOMMENDATION ENGINE USING DIVERSE FEATURES

Divyanshu Vats  
Sailthru



**SPARK SUMMIT EAST**  
DATA SCIENCE AND ENGINEERING AT SCALE  
FEBRUARY 16-18, 2016 NEW YORK CITY

# Joint work with



Max Sperlich  
(Sailthru)



David Glueck  
(Sailthru)



Alex Gaudio  
(Alluvium)



Jeremy Stanley  
(Instacart)



## Powering More Than 400 Ecommerce & Media Brands

Sailthru allows marketers to manage consumer relationships at the individual user level across all channels. It's the realization of a promise that has been made to marketers for more than a decade. Sailthru's ability to deliver personal communications and experiences to every unique individual is driving lift and creating revenue where marketers, like you, want it most.

**Mashable**

The  
Economist

BIRCHBOX♦

ALEX AND ANI

FRANK  
& OAK



# Customer Retention Cloud



SPARK SUMMIT EAST  
2016

○ **SAILTHRU**

# Powering More Than 400 Ecommerce & Media Brands

Sailthru allows marketers to manage consumer relationships at the individual user level across all channels. It's the realization of a promise that has been made to marketers for more than a decade. Sailthru's ability to deliver personal communications and experiences to every unique individual is driving lift and creating revenue where marketers, like you, want it most.

**Mashable**

The  
Economist

BIRCHBOX♦

ALEX AND ANI

FRANK  
& OAK



users

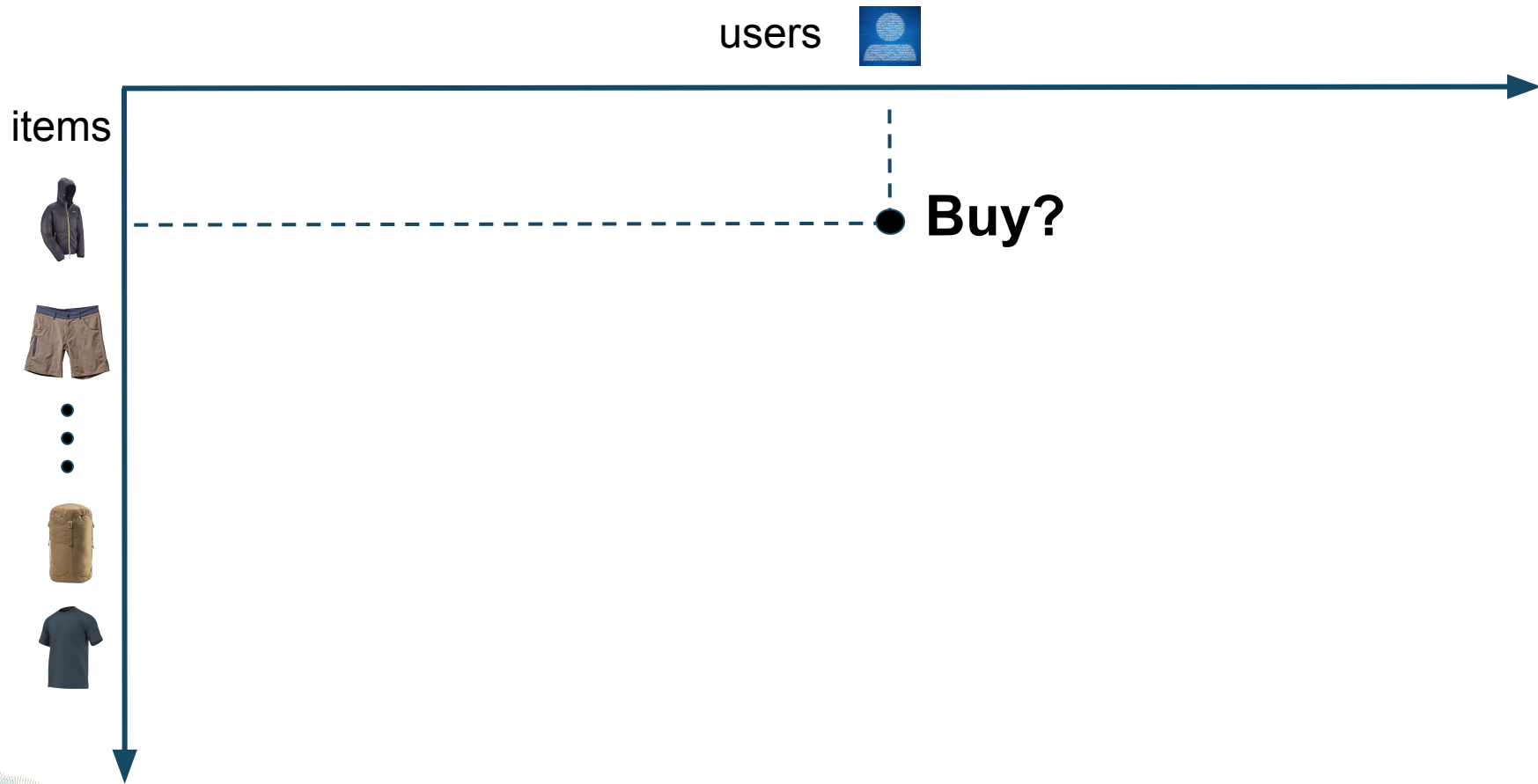


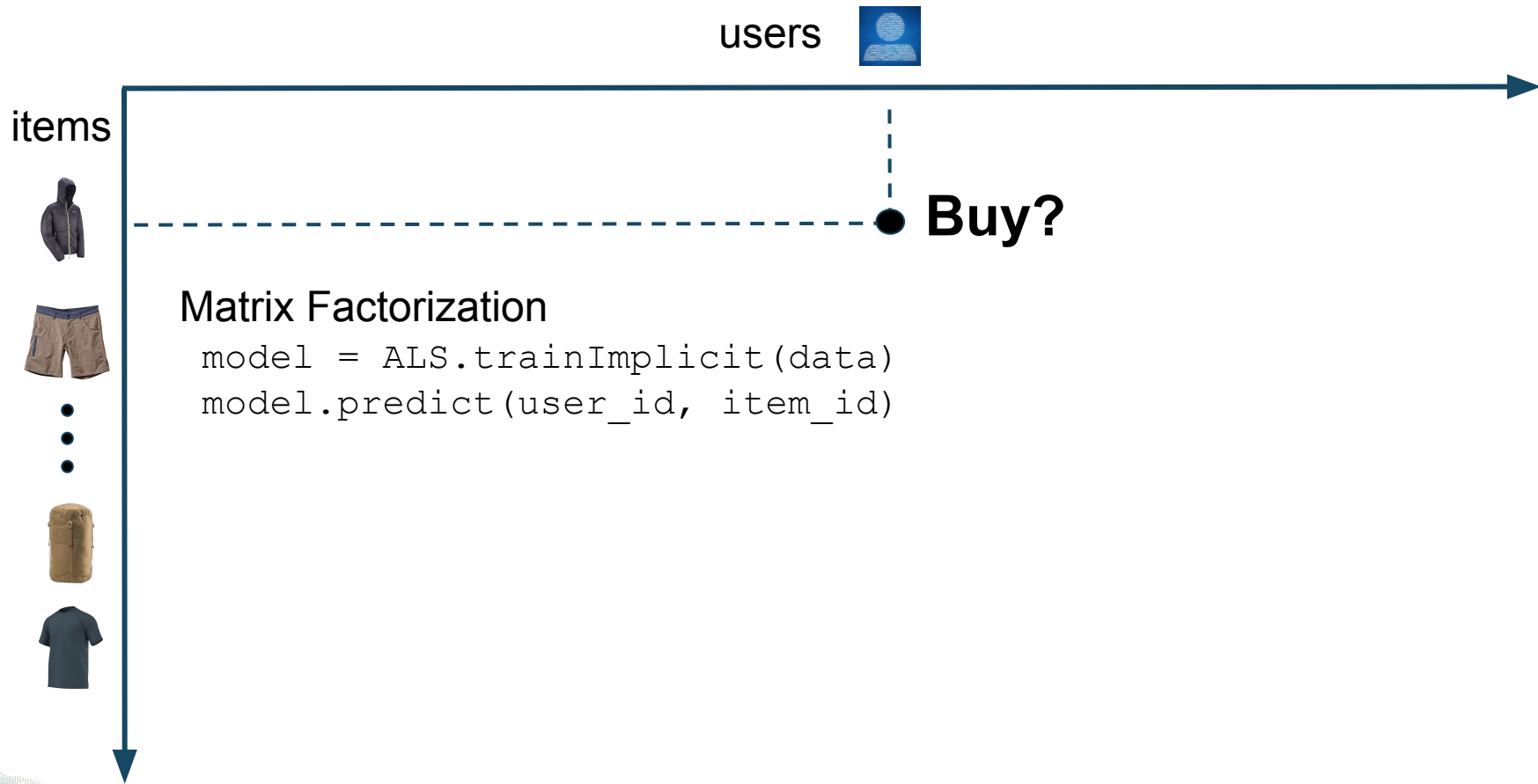
items

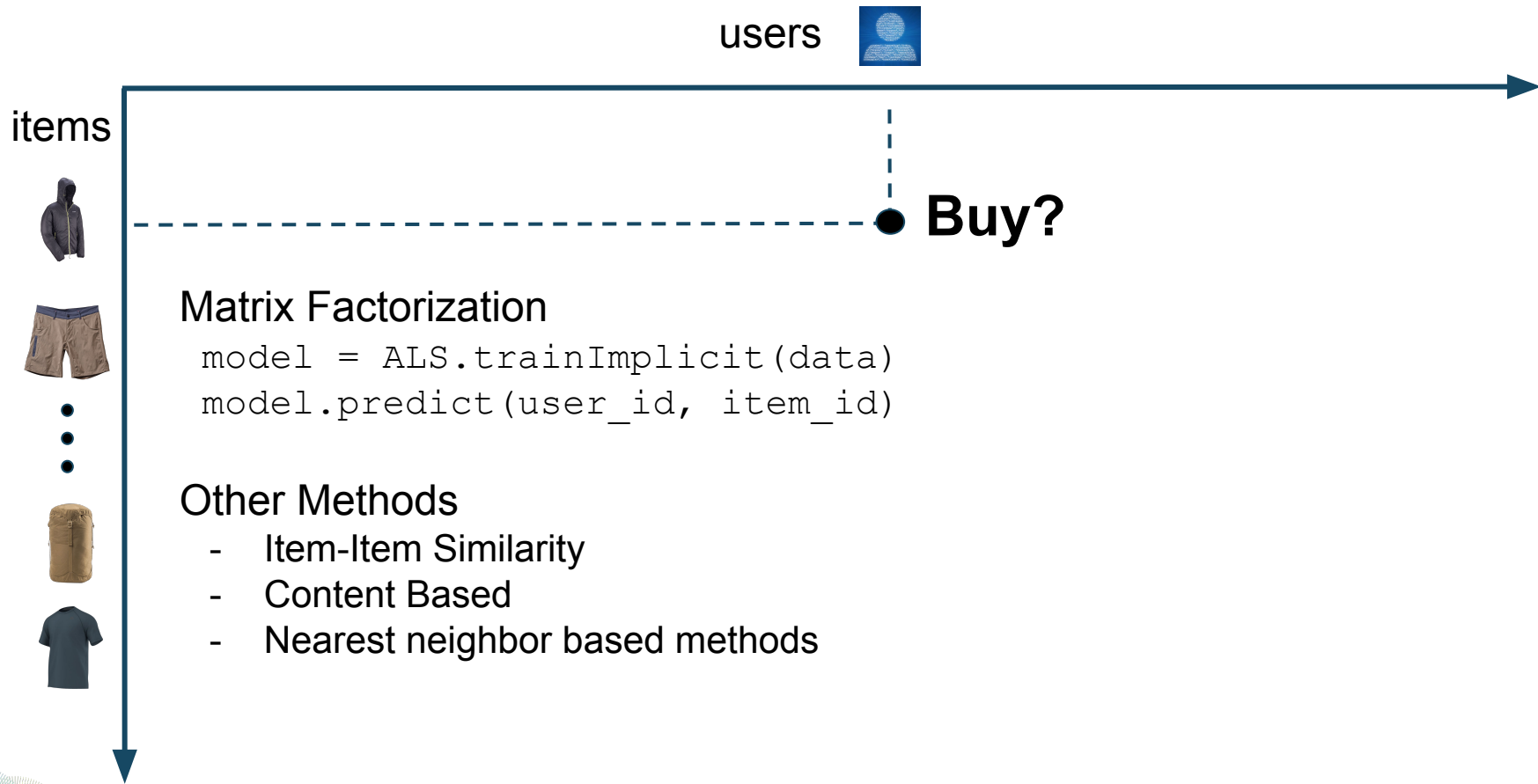


SPARK SUMMIT EAST  
2016

SAILTHRU









users



items



Buy?

## Matrix Factorization

```
model = ALS.trainImplicit(data)
model.predict(user_id, item_id)
```

## Other Methods

- Item-Item Similarity
- Content Based
- Nearest neighbor based methods



Open source scalable implementations



Easily Incorporate **additional features?**



# Additional Features?



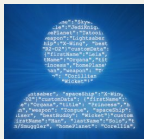
# Additional Features?

user

location



# clicks



browser

item

image



title

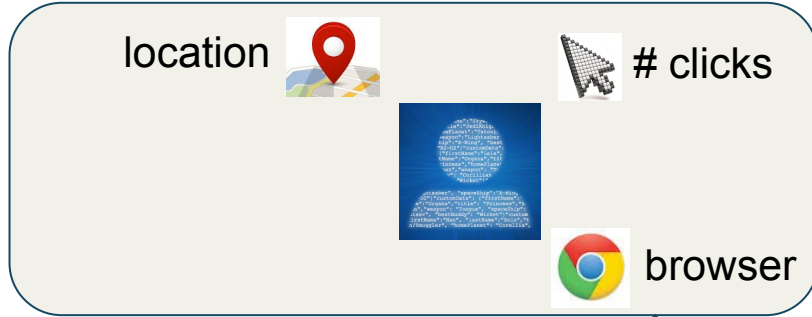
description

[Back to Shop /](#)  
Marled Yarn Wool-Blend Sweater in Gray  
68 USD  
Made from a mix of merino wool and cashmere yarns to create tactile and visual appeal, this wool-blend sweater is a top choice to bring some the back into the gray winter season and wardrobe. A water turned neck and raw edge at the sleeves and bottom hem to reveal the factory detail of this cozy piece. 38% wool, 38% nylon, 24% cotton.  
[View Details](#)  
[Share On Facebook](#)  
[S](#) [M](#) [L](#) [XL](#)  
[Add to Cart](#)



# Additional Features?

user



item

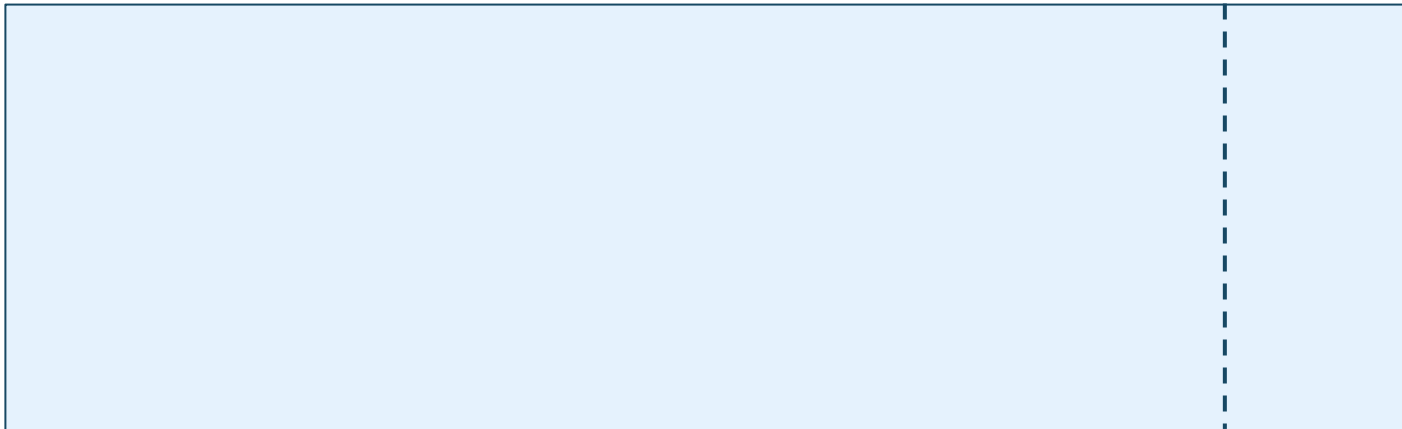


user-item

- purchases
- item views

Goal: Framework to **easily** integrate **user**, **item**, and **user-item** interactions for meaningful recommendations





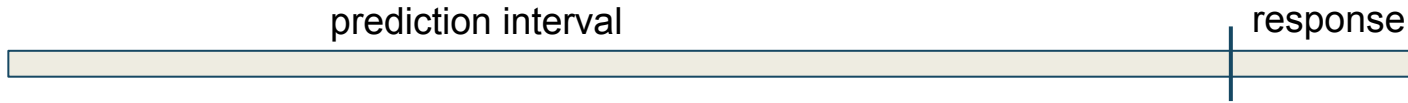


features	1
	0



user	item	user-item interactions	user-item features	
				1
				0

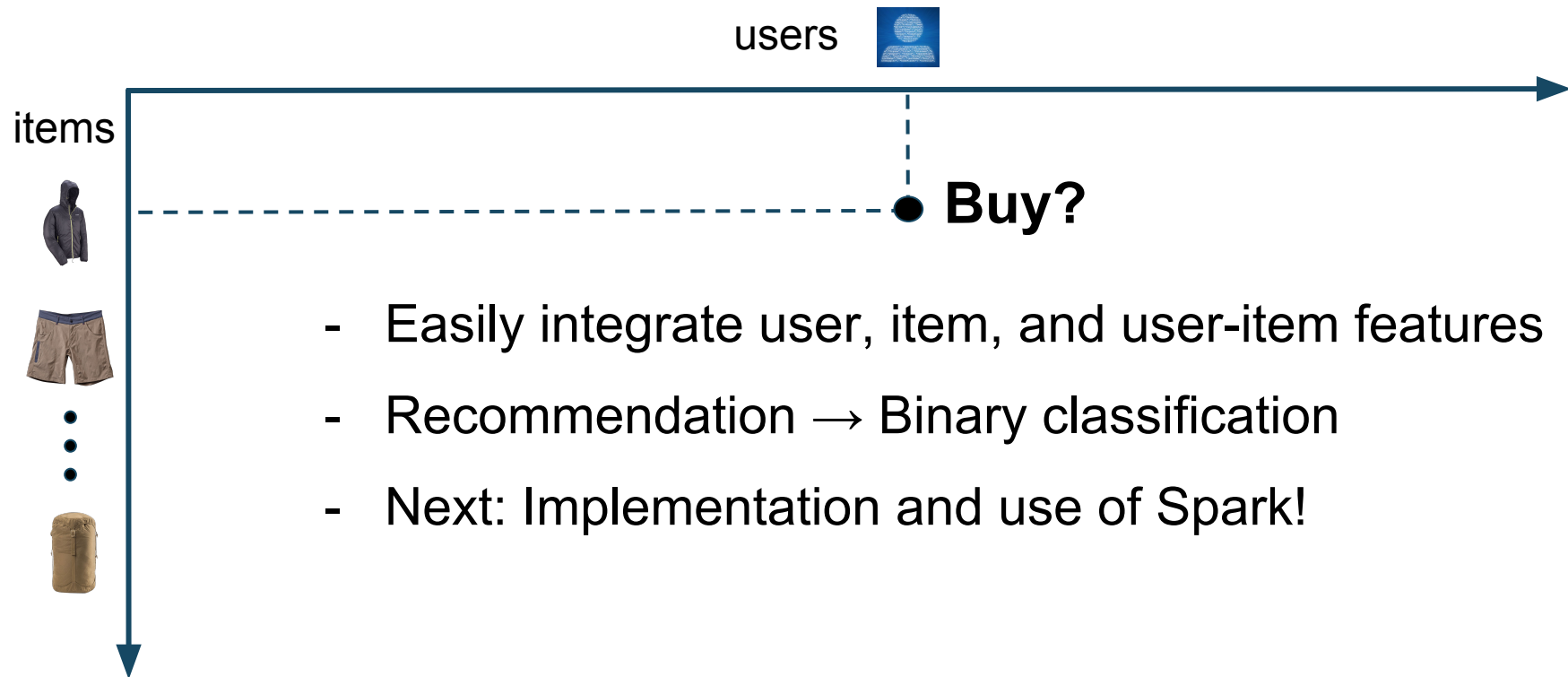




user	item	user-item interactions	user-item features	
				1
				0

Can use a combination of collaborative filtering algorithms!

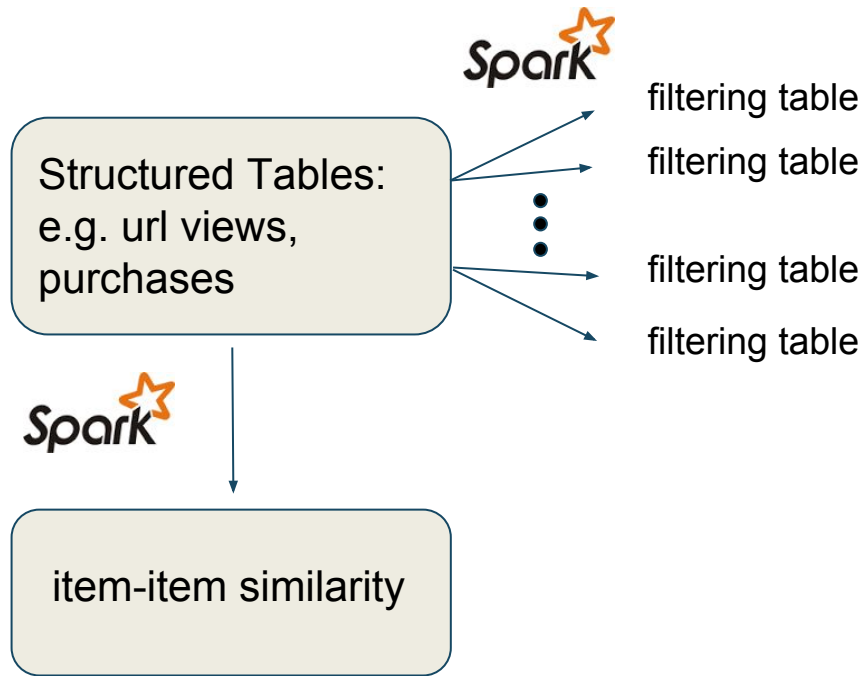
# So far....

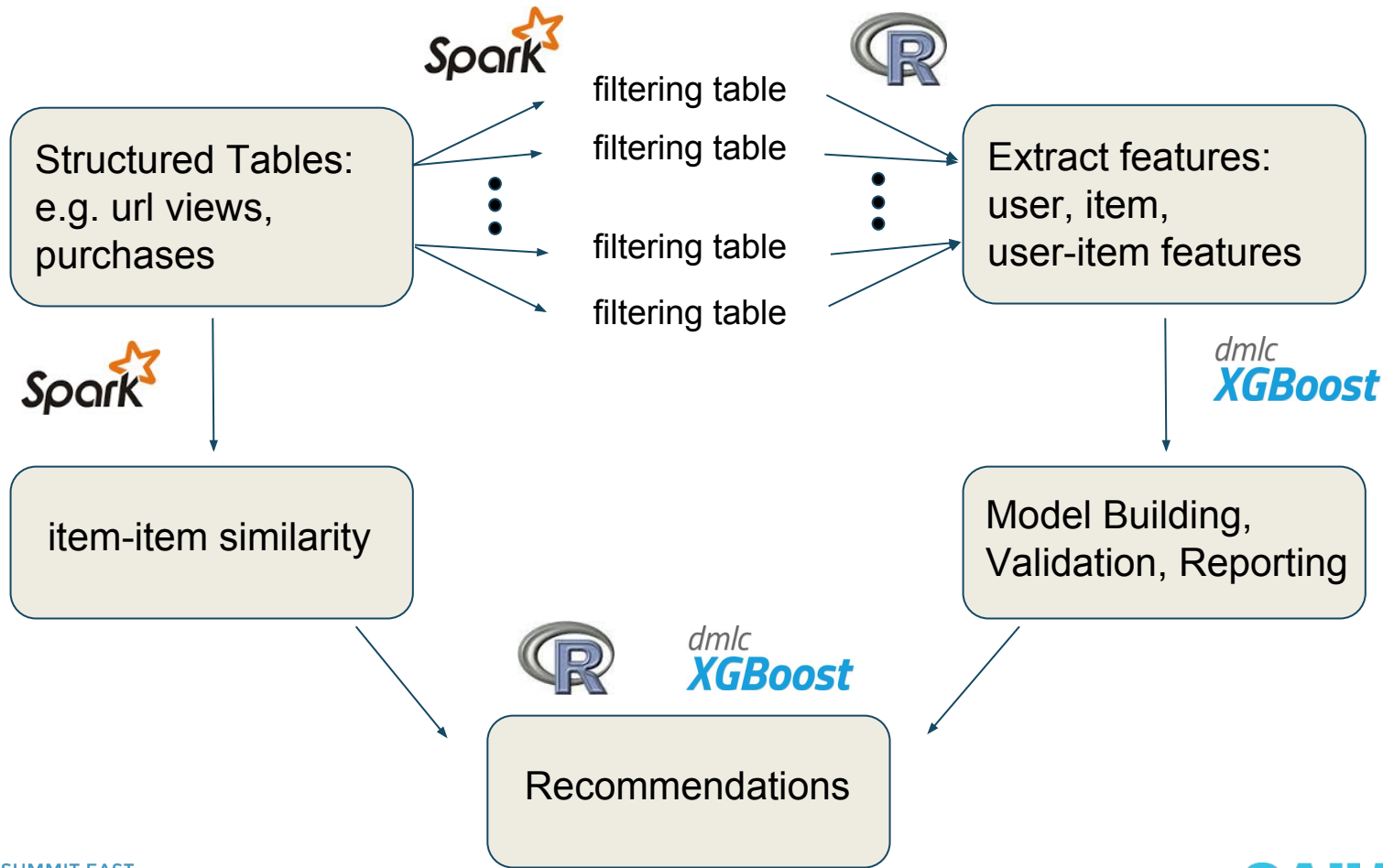


- Easily integrate user, item, and user-item features
- Recommendation → Binary classification
- Next: Implementation and use of Spark!

Structured Tables:  
e.g. url views,  
purchases

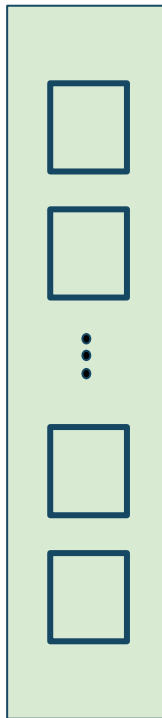






# Know Thy Partitions!

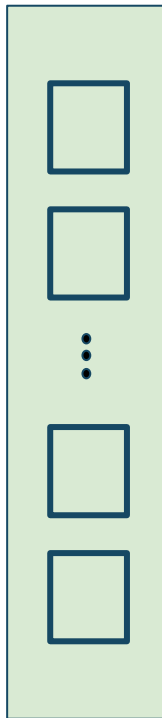
```
data.select('user_id', 'url')  
  .groupBy('user_id')  
  .count()  
  .filter(count > 10)
```



# Know Thy Partitions!

```
data.select('user_id', 'url')  
  .groupBy('user_id')  
  .count()  
  .filter(count > 10)
```

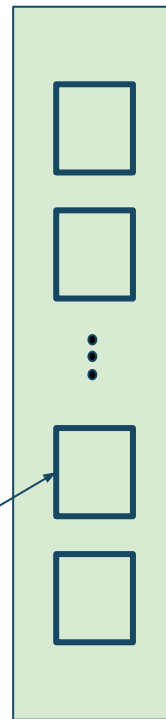
**Inefficient!**



# Know Thy Partitions!

```
data.select('user_id', 'url')  
  .groupBy('user_id')  
  .count()  
  .filter(count > 10)
```

partition by user\_id

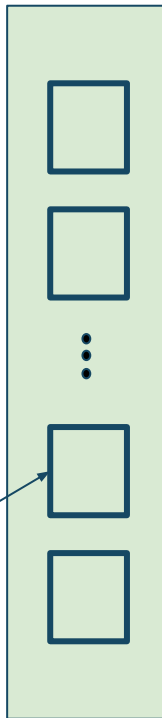




# Know Thy Partitions!

```
data.select('user_id', 'url')  
      .mapPartitions(filter_url)
```

partition by user\_id



# Break up application into small chunks!

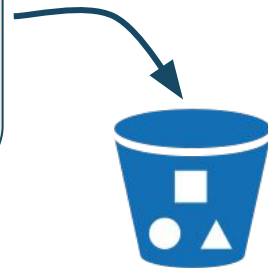
```
users = data.select('user_id', 'url')  
            .mapPartitions(filter_url)  
            .collect()
```

```
BigData.filter(lambda x: x.user_id in users)
```



# Break up application into small chunks!

```
users = data.select('user_id', 'url')  
            .mapPartitions(filter_url)  
            .collect()
```



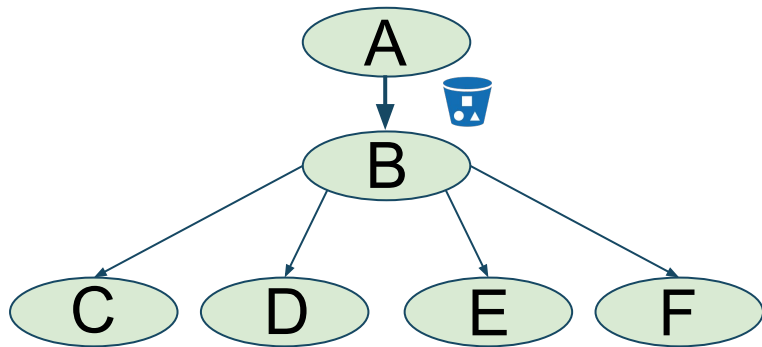
# Break up application into small chunks!

```
users = data.select('user_id', 'url')  
            .mapPartitions(filter_url)  
            .collect()
```

```
BigData.filter(lambda x: x.user_id in users)
```

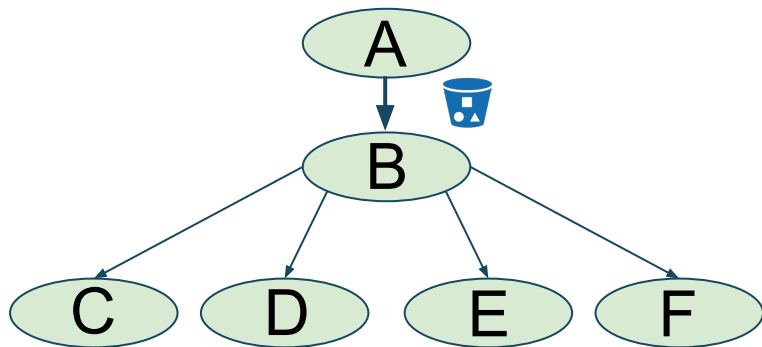


# Mesos + Scheduler + Docker + Spark

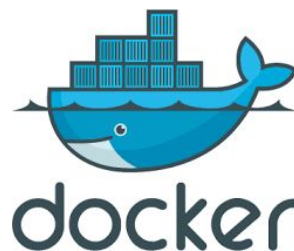


- Carefully define applications and state a dependency graph
- Manage graph using: [github.com/sailthru/stolos](https://github.com/sailthru/stolos)

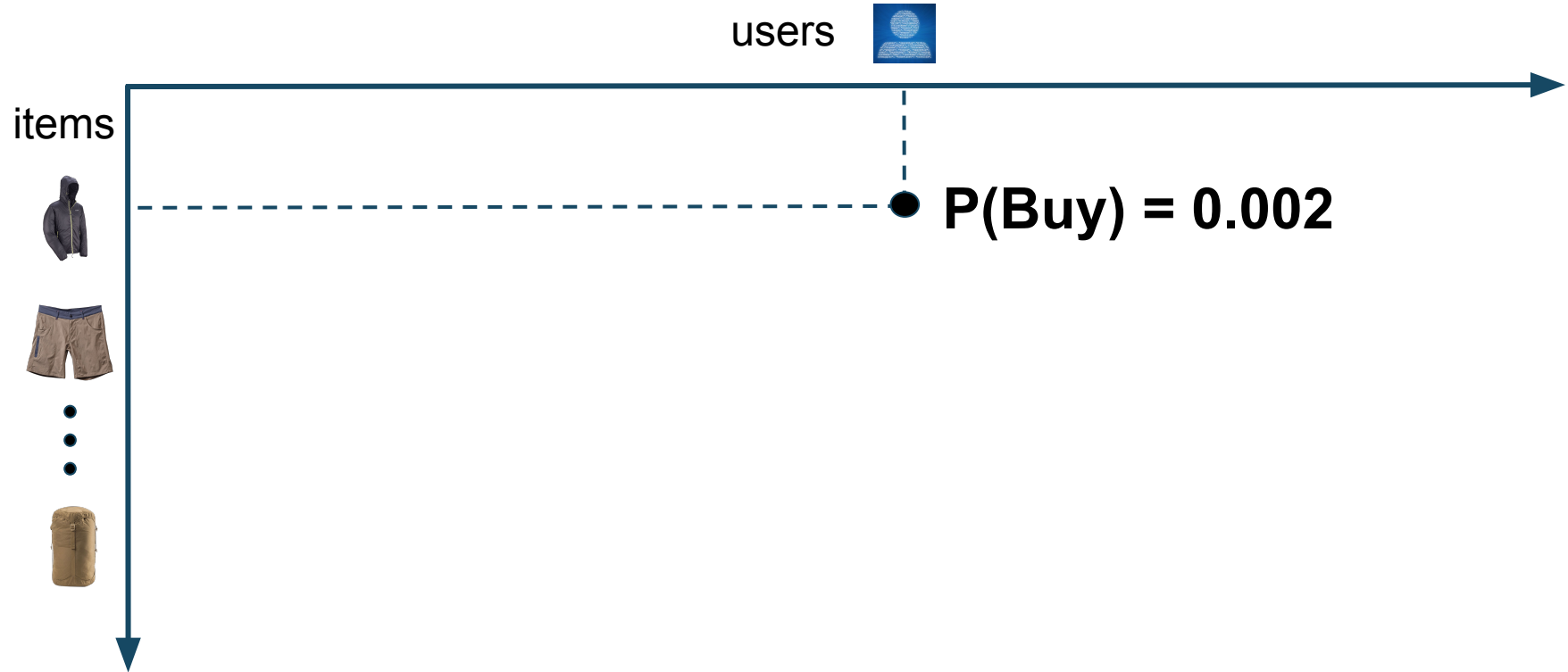
# Mesos + Scheduler + Docker + Spark



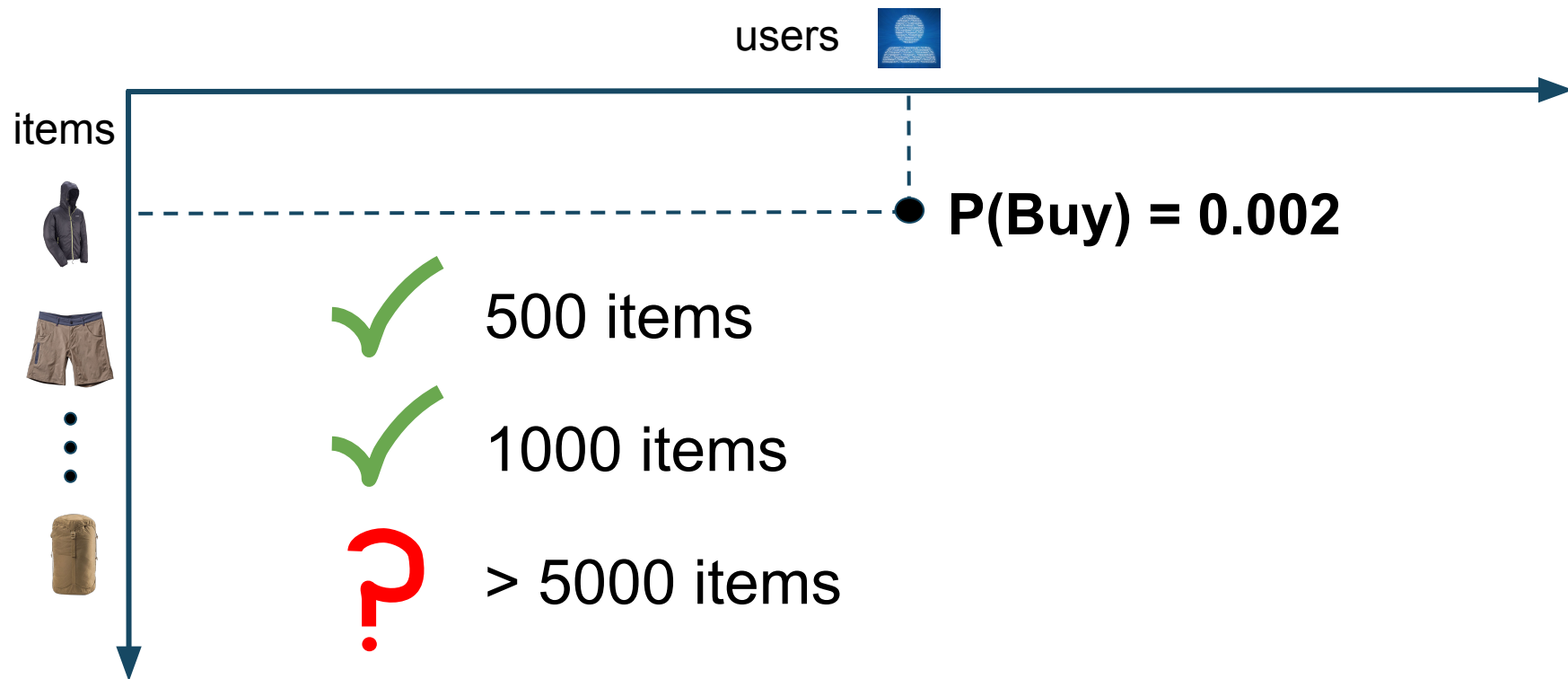
- Carefully define applications and state a dependency graph
- Manage graph using: [github.com/sailthru/stolos](https://github.com/sailthru/stolos)



# Item-Item Similarities

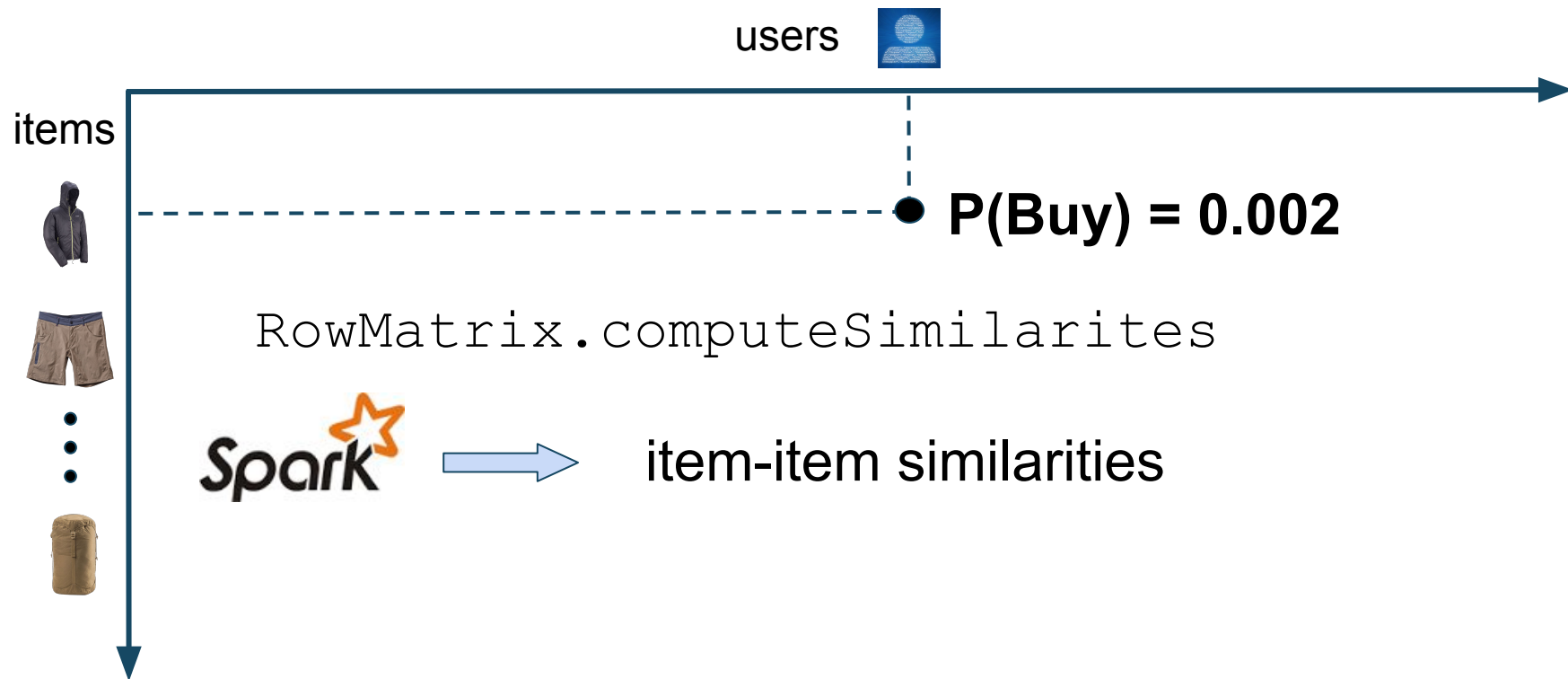


# Item-Item Similarities

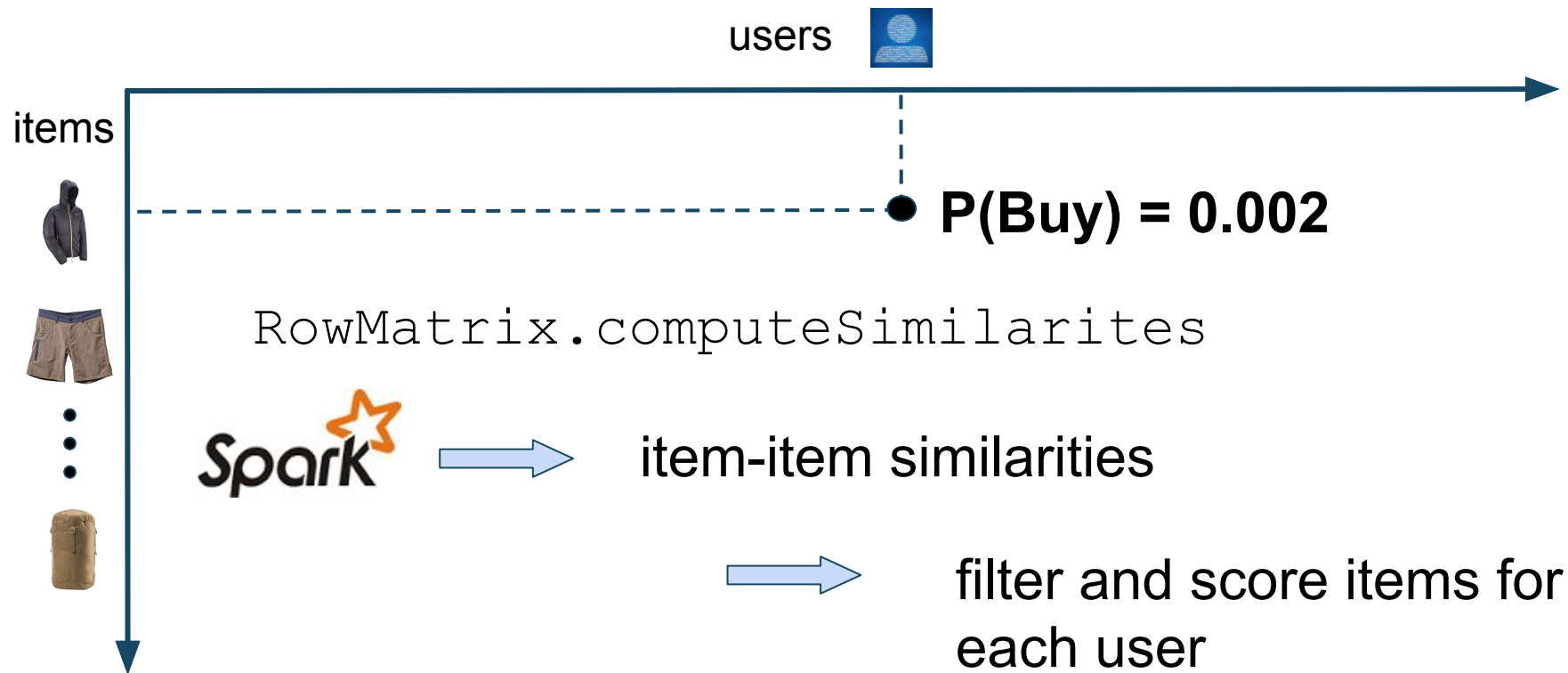


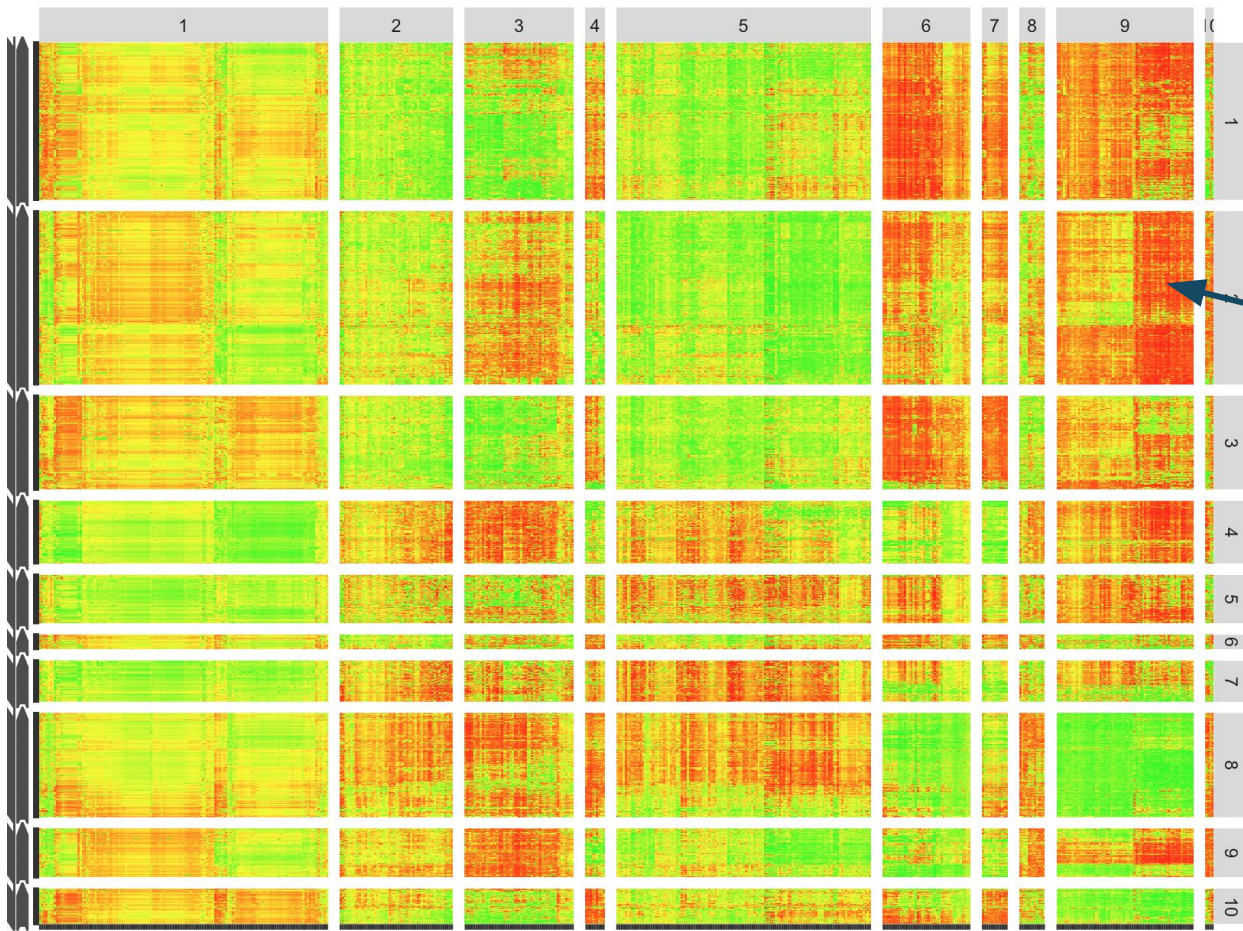


# Item-Item Similarities



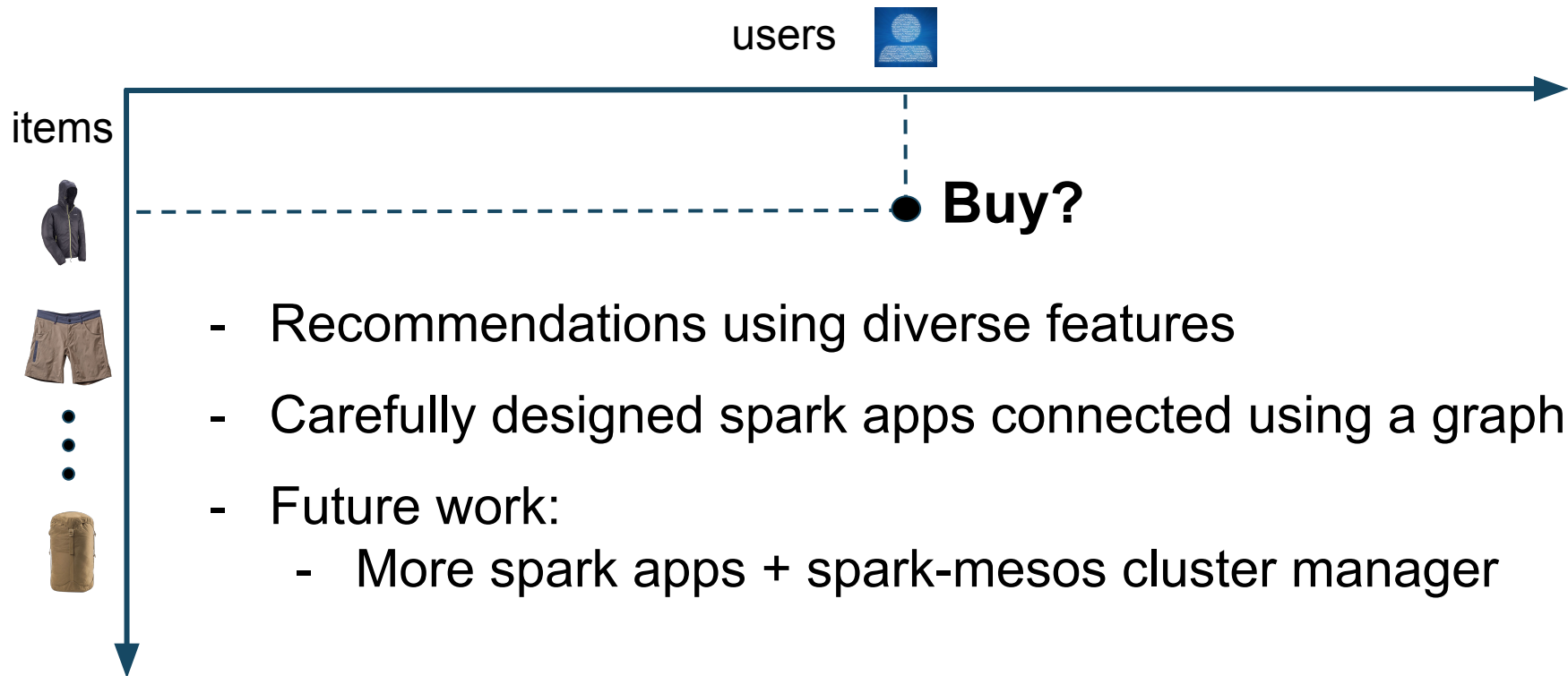
# Item-Item Similarities





cluster of  
users and  
items

# To Summarize..



# THANK YOU.

email: [dvats@sailthru.com](mailto:dvats@sailthru.com)



**SPARK SUMMIT EAST**

DATA SCIENCE AND ENGINEERING AT SCALE  
FEBRUARY 16-18, 2016 NEW YORK CITY