

Final Report

This Final Data Analysis report addresses the three fundamental questions asked by leadership. The report will give the top three recommendations and these key deliverables:

1. Statement of the business task
2. Description of all data sources used
3. Documentation of cleaning and manipulation of data
4. Summary of your analysis
5. Supporting visualizations and key findings
6. Top three recommendations based on your analysis

This report is addressed to:

- Cyclistic executive team
- Lily Moreno: Director of Marketing
- Cyclistic marketing analytics team

The company will use the information from this report and its recommendations to decide if they will pursue this initiative and proceed to an implementation plan, defining resources, time and funding.

Deliverable 01. Statement of the business task

Conduct Data Analysis with the information provided by the company to understand the differences between casual riders and member riders and determine the feasibility and strategy to convert casual riders into members.

Answer these fundamental questions:

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

On average Casual Riders Trips last 51.83% longer

On weekends, casual rides are on average 20% less than members but the difference grows on weekdays, where the difference oscillates between 53% and 66%

2. Why would casual riders buy Cyclistic annual memberships?

For the opportunity to have additional trips during the week for a healthier life style and money savings from a year membership

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

Targeted marketing campaign to casual riders, advertising the savings in cost from becoming a member and the health benefits of using a bicycle to commute to work, or running other frequent errands or events in their schedule



Deliverable 2. Description of all data sources used

The original data is located in Amazon AWS and is available for download, files containing records for the past 12 months From April 2020 to September 2024 were downloaded. The data is organized in files by month of the year:

Format of the files: YYYYMM-divvy-tripdata.zip

From 2013 to March 2020 – the data is organized in files by quarter of the year

Format of the files: Divvy_Trips_YYYY_QXQX.zip or Divvy_Trips_YYYY_QX.zip

Bias and Credibility:

The data complies with the recommended rules ROCCC:

- ❖ Reliable: files passed integrity check and content check
- ❖ Original: original source of data provided
- ❖ Comprehensive: twelve months of previous rides which is sufficient for the scope of the analysis
- ❖ Current: 12 previous months
- ❖ Cited: data has been made available by Motivate International Inc. under license

Potential Sources of Bias: Data has been collected electronically there is no human bias involved in data collection

Data Inconsistencies: Out of 5,854,527 records, a total of 24 outlier records with values that drastically affected the standard deviation were found in latitude and longitude values for initial and end trip coordinates. Analysis of the outliers is out of the scope of this study. The outlier values will not be included in the Analysis and they represent less than 0.0003%

Statistical analysis a statistical analysis was made on each of the files to obtain Min, Max, Mean, Median, Mode and Standard Deviation of the initial and final coordinates of the trip. Once the few outlier values were removed, the analysis revealed that the values of the mean and the median are very similar, revealing a symmetrical distribution. The standard deviation value for the trip coordinates is less than 0.5, which means that the data is clustered tightly around the mean.

Sample Size and Representation: The data being analyzed is the total rides for the last 12 month, this adds confidence in the analysis and the findings. The only values excluded were the outliers.

Cross-Reference with Other Sources: The maximum and minimum values for the coordinates in the data set were compared against coordinates from google maps, to confirm geographical accuracy of the data.

Relevance of the data: The analysis will consider the last 12 months of rides, which makes the information recent and relevant for analysis of trends

Licensing, privacy, security, and accessibility: The data has been made available by Motivate International Inc. under license the data in the files does not include personally identifiable information.

Deliverable 03 Data Processing, Documentation of cleaning and manipulation of data

Data Cleaning: Even with validation, errors can occur. Data was Thoroughly clean before analysis. This included handling missing values, removing duplicates, and addressing outliers.

Addressing Outliers: Out of 5,854,527 records, a total of 24 outlier records with values that drastically affected the standard deviation were found in latitude and longitude values for initial and end trip coordinates. Analysis of the outliers is out of the scope of this study. The outlier values will not be included in the Analysis and they represent less that 0.0003%

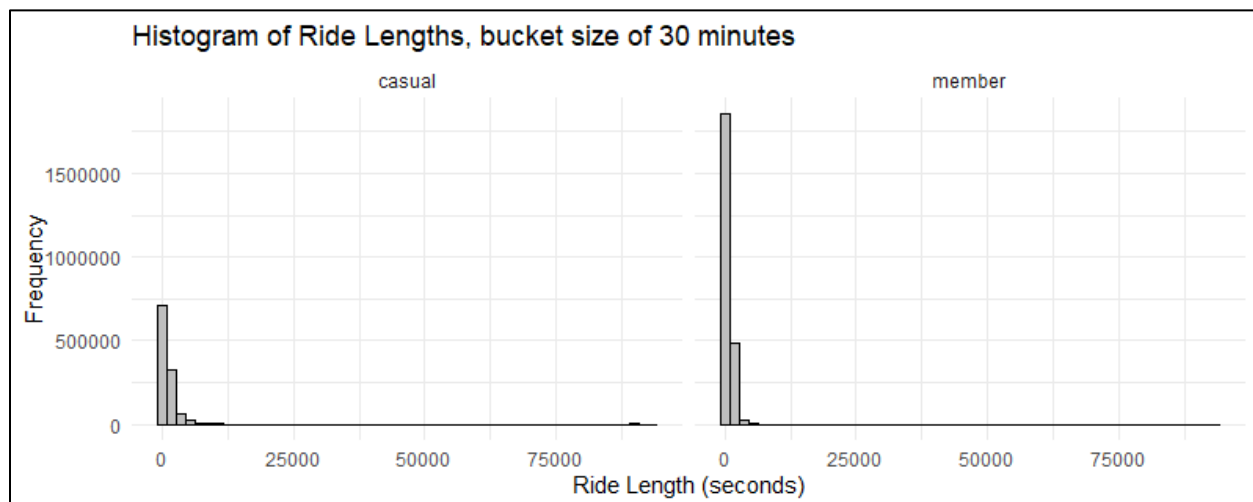
Removing Duplicates: There were no duplicate records found in the dataset

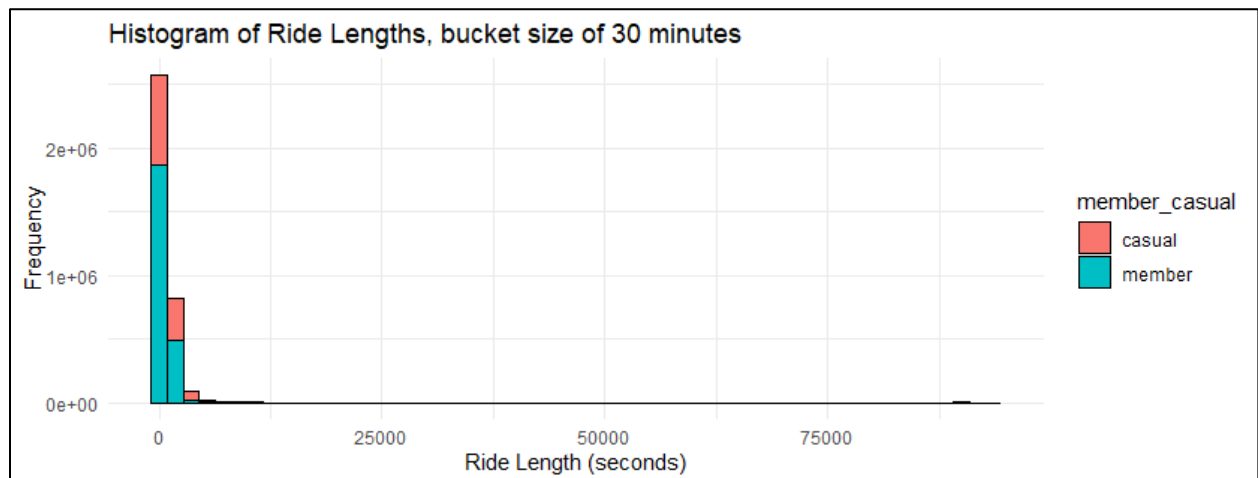
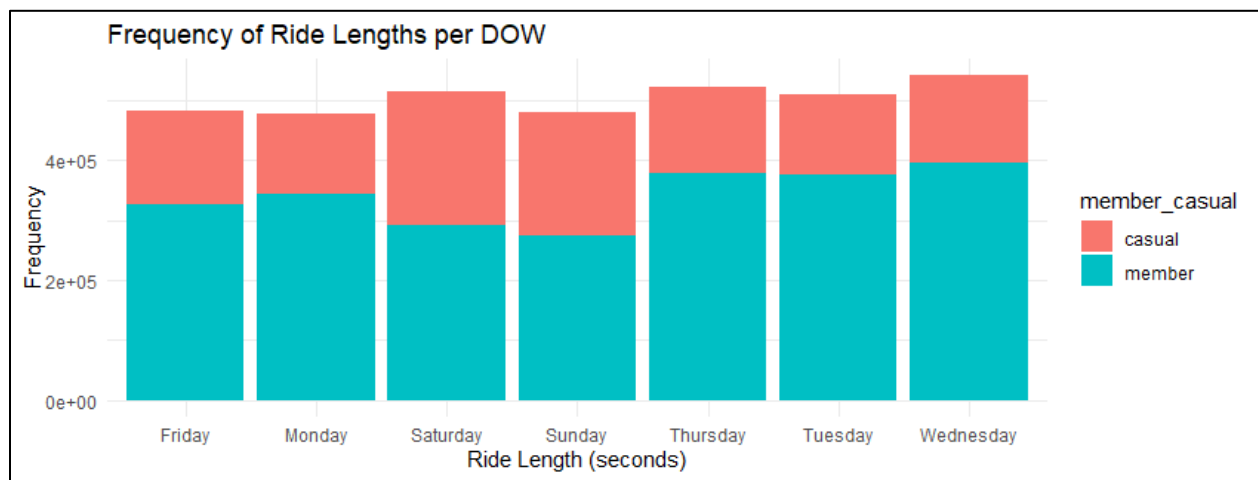
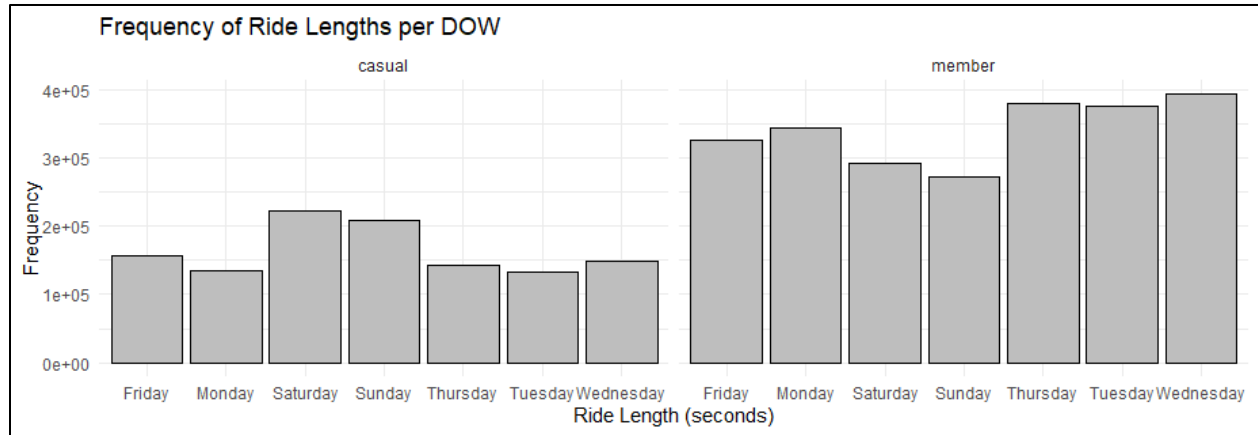
Missing Values: There were missing values for ride start and end date, those values were discarded since it was not possible to obtain ride length or day of the ride. The size of the dataset went from 5,854,520 to 3,528,667, 60.27% of the total records. The size of the sample is 60% and the error appeared randomly through out the files. Sampling was random and unbiased.

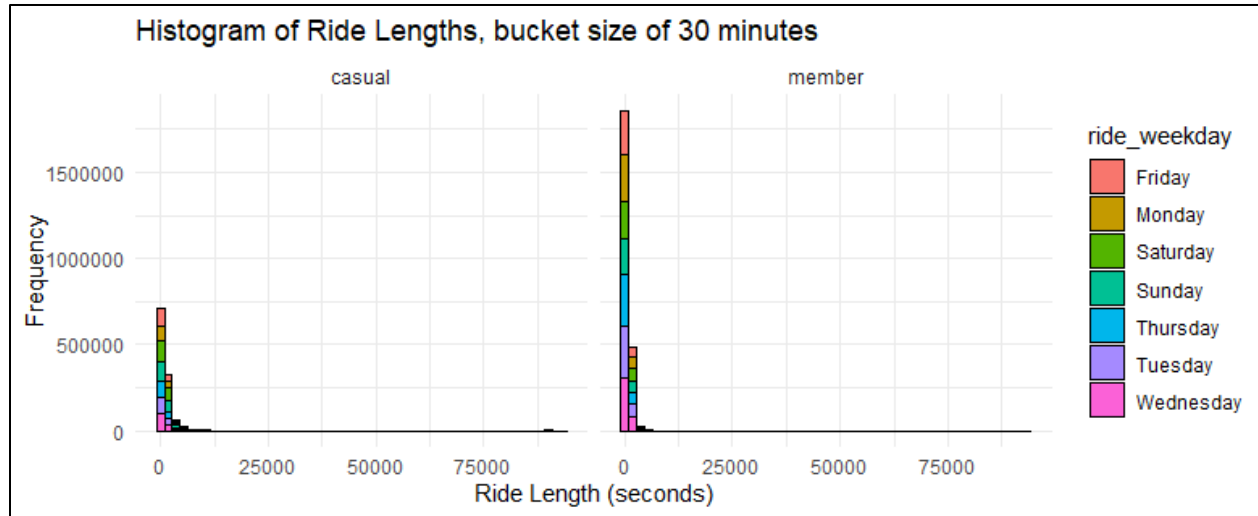
Data Transformation: Transforming data in a consistent and documented manner is key. This might involve standardizing formats, converting units, or creating new variables. Be sure to document these transformations for clarity and reproducibility.

All the transformations were documented and saved as R scripts and are part of the deliverables

Data Processing - Visuals generated from R code:









Deliverable 04A Analysis Summary

Below is summary of steps and values obtained, the complete scripts and results are included in appendix 1 – Data Analysis with R **Delivery 04 B Detailed Analysis**

- 1) Combining the Data into a single file

Total Rows	Total Columns
3,528,667	20

- 2) Determine total of observations by casual and member

Rides/Percentage	Total Observations Casual	Total Observations Member	Total
Rides	1,145,263	2,383,404	3,528,667.00
Percentage	32%	68%	100%

- 3) Add Columns that list the date, month, day and year of each ride

- 4) Add a “ride_length” calculation to all trips (in seconds)

- 5) Removing Bad Data and redundant columns

- 6) Determine total of observations by casual and member

Rides/Percentage	Total Observations Casual	Total Observations Member	Total
Rides	820,689	1,765,365	2,586,054.00
Percentage	32%	68%	100%

- 7) Data Calculations

Calculation	Value In Seconds	Value In Minutes	Value In Hours
Mean value for ride length	952.88	15.88	0.26
Maximum ride length	90,600.00	1,510.00	25.17
Mode of Day_of_Week	WEDNESDAYS	WEDNESDAYS	WEDNESDAYS



Mean ride length for members and casuals

Member / Casual	Mean Value In Seconds	Mean Value In Minutes
Casual	1420.00	23.67
Member	736.00	12.27

Mean Ride Length for Casual Riders is 51.83% longer than Casual Ride Length
Casual Riders Trips last 51.83% longer

Calculate the average ride_length for members and casuals by day_of_week in minutes

Day	Members AVG Ride Length	Casuals avg Ride Length	% Casual is longer than member
Friday	11.8	22.4	89.83
Monday	11.8	22.9	94.07
Saturday	13.7	26.9	96.35
Sunday	13.9	27.9	100.72
Thursday	11.6	19.8	70.69
Tuesday	11.8	20.3	72.03
Wednesday	12.0	21.2	76.67
Average Ride Length for Casuals is at least 70% longer than Members on any given day, Sunday is the highest value of 100.72%			

Calculate the number of rides for users by day_of_week

Day	Member Total Rides	Casual Total Rides	% Casual perform less trips than members
Friday	237,995	110,606	53.53
Monday	261,675	98,368	62.41
Saturday	207,807	161,568	22.25
Sunday	198,359	152,451	23.14
Thursday	282,269	99,216	64.85
Tuesday	283,112	94,566	66.60
Wednesday	294,148	103,914	64.67
Total Rides	1,765,365	820,689	53.51



On the weekend, the casual rides are 20% less than members but the difference grows on weekdays, where the difference oscillates between 53% and 66%

Mean trip length value in minutes	15.88136 min.
Median trip length value in minutes	10 min.
Max trip length value in hours	25.16667 hrs.
Min trip length value in seconds	60 secs.

`summary(merged_data$ride_length_sec)` **RESULT IN SECONDS**

```
##    Min. 1st Qu.  Median    Mean 3rd Qu.    Max.
##   60.0   360.0   600.0   952.9 1020.0 90600.0
```

`summary(merged_data$ride_length_sec/60)` **RESULT IN MINUTES**

```
##    Min. 1st Qu.  Median    Mean 3rd Qu.    Max.
##     1.00     6.00    10.00    15.88    17.00   1510.00
```

`summary(merged_data$ride_length_sec/3600)` **RESULT IN HOURS**

```
##    Min. 1st Qu.  Median    Mean 3rd Qu.    Max.
##  0.01667  0.10000  0.16667  0.26469  0.28333  25.16667
```

Compare members and casual members

`aggregate(merged_data$ride_length ~ merged_data$member_casual, FUN = mean)`

MEAN VALUE FOR RIDE LENGTH	
Rider Type	Mean Value Ride Length Seconds
Casual	1,420.15
Member	735.66
MEAN Value of Ride Length for Members is 48.19% shorter than Casual riders	

`aggregate(merged_data$ride_length ~ merged_data$member_casual, FUN = median)`

MEDIAN VALUE FOR RIDE LENGTH	
Rider Type	Median Value Ride Length Seconds
Casual	780.00
Member	540.00
MEDIAN Value of Ride Length for Members is 30.76% shorter than Casual riders	



```
aggregate(merged_data$ride_length ~ merged_data$member_casual, FUN = max)
```

MAXIMUM VALUE FOR RIDE LENGTH	
Rider Type	Maximum Value Ride Length Seconds
Casual	90,600.00
Member	89,880.00
MAXIMUM Value of Ride Length for Members and Casual Riders is virtually the same	

```
aggregate(merged_data$ride_length ~ merged_data$member_casual, FUN = min)
```

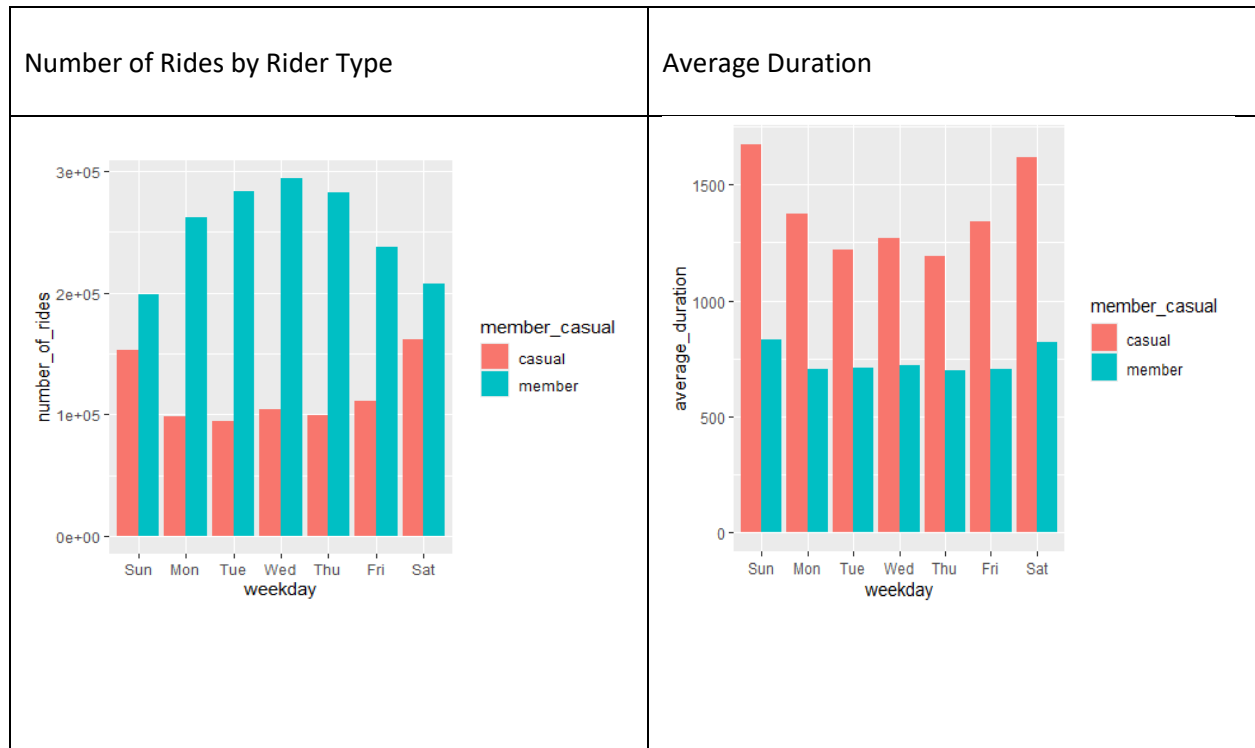
MINIMUM VALUE FOR RIDE LENGTH	
Rider Type	Minimum Value Ride Length Seconds
Casual	60.00
Member	60.00
MINIMUM Value of Ride Length for Members and Casual Riders is the same	

Order days of the week

```
merged_data$day_of_week <- ordered(merged_data$day_of_week, levels=c("Sunday",  
"Monday", "Tuesday", "Wednesday", "Thursday", "Friday", "Saturday"))
```

average ride time and ride length by each day for members vs casual users

Day	Casual Total Rides	Member Total Rides	Average Ride Time Secs Casual	Average Ride Time Secs Members
Sunday	152,451	198,359	1674.3165	832.022
Monday	98,368	261,675	1376.7453	705.487
Tuesday	94,566	283,112	1219.3249	710.7073
Wednesday	103,914	294,148	1270.0814	720.5954
Thursday	99,216	282,269	1189.1467	698.3024
Friday	110,606	237,995	1341.8147	705.7202
Saturday	161,568	207,807	1616.2734	822.0136
Total/Average	820,689	1,765,365	1383.957557	742.1211286





Delivery 04 B Detailed Analysis

Statistical Analysis of Information

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R Markdown

First we call the necessary libraries

```
library(tidyverse) #helps wrangle data
## — Attaching core tidyverse packages — tidyverse
2.0.0 —
## ✓ dplyr      1.1.4      ✓ readr      2.1.5
## ✓ forcats    1.0.0      ✓ stringr    1.5.1
## ✓ ggplot2    3.5.1      ✓ tibble     3.2.1
## ✓ lubridate  1.9.3      ✓ tidyr      1.3.1
## ✓ purrr      1.0.2
## — Conflicts —
tidyverse_conflicts() —
## ✗ dplyr::filter() masks stats::filter()
## ✗ dplyr::lag()     masks stats::lag()
## i Use the conflicted package (<http://conflicted.r-lib.org/>) to force all
conflicts to become errors
library(conflicted) # Use the conflicted package to manage conflicts
library(dplyr)
library(readr)
library(lubridate)
library(ggplot2)
now setting the default choices for conflict
# Set dplyr::filter and dplyr::lag as the default choices
conflict_prefer("filter", "dplyr")
## [conflicted] Will prefer dplyr::filter over any other package.
conflict_prefer("lag", "dplyr")
## [conflicted] Will prefer dplyr::lag over any other package.
Note that the echo = FALSE parameter was added to the code chunk to prevent printing of
the R code that generated the plot.
##### # STEP 1: COLLECT DATA #####
#Open file
setwd("C:/clean")
##### # STEP 2: WRANGLE DATA
AND COMBINE INTO A SINGLE FILE
=====
```



```
# Load the CSV file into a data frame
merged_data <-
read_csv("merged_data_trip_length_day_of_week_seconds_numeric.csv")
## New names:
## Rows: 3528667 Columns: 20
## — Column specification
## _____ Delimiter: ","
chr
## (8): ride_id, rideable_type, start_station_name, start_station_id, end...
dbl
## (9): ...1, ...2, ...3, ...4, start_lat, start_lng, end_lat, end_lng, ri...
dtm
## (2): started_at, ended_at time (1): ride_length
## i Use `spec()` to retrieve the full column specification for this data. i
## Specify the column types or set `show_col_types = FALSE` to quiet this
message.
## • `` -> `...1`
## • `...1` -> `...2`
## • `...2` -> `...3`
## • `...3` -> `...4`
#View(merged_data)

#merged_data <- na.omit(merged_data)

#===== # STEP 3: CLEAN UP AND
ADD DATA TO PREPARE FOR ANALYSIS
#===== # Inspect the new table
that has been created
Obtaining the column names:
colnames(merged_data) #List of column names
## [1] "...1" "...2" "...3"
## [4] "...4" "ride_id" "rideable_type"
## [7] "started_at" "ended_at" "start_station_name"
## [10] "start_station_id" "end_station_name" "end_station_id"
## [13] "start_lat" "start_lng" "end_lat"
## [16] "end_lng" "member_casual" "ride_length"
## [19] "ride_weekday" "ride_length_sec"
How many rows are there in the data frame?
nrow(merged_data) #How many rows are in data frame?
## [1] 3528667
Dimensions of the Data Frame
dim(merged_data)
## [1] 3528667 20
first and last rows of the Data Frame
head(merged_data) #See the first 6 rows of data frame.
## # A tibble: 6 × 20
## ...1 ...2 ...3 ...4 ride_id rideable_type started_at
## <dbl> <dbl> <dbl> <dbl> <chr> <chr> <dtm>
## 1 1 1 1 1 1 B541441FAF64B31C classic_bike 2023-10-01
00:00:00
```



```
## 2      2      2      2      2 163D8093FDDEBBC8 classic_bike 2023-10-01
00:00:00
## 3      3      3      3      3 46803FC8C419FBB0 classic_bike 2023-10-01
00:00:00
## 4      4      4      4      4 0ED9A33B7B80912D classic_bike 2023-10-01
00:00:00
## 5      5      5      5      5 0FBFC8BCF712A9B1 classic_bike 2023-10-01
00:00:00
## 6      6      6      6      6 5F08B2CEF05DAF9F classic_bike 2023-10-01
00:00:00
## # i 13 more variables: ended_at <dtm>, start_station_name <chr>,
## #   start_station_id <chr>, end_station_name <chr>, end_station_id <chr>,
## #   start_lat <dbl>, start_lng <dbl>, end_lat <dbl>, end_lng <dbl>,
## #   member_casual <chr>, ride_length <time>, ride_weekday <chr>,
## #   ride_length_sec <dbl>
tail(merged_data) #See the last 6 rows of data frame.
## # A tibble: 6 × 20
##   ...1 ...2 ...3 ...4 ride_id rideable_type started_at
##   <dbl> <dbl> <dbl> <dbl> <chr>      <chr>      <dtm>
## 1 3528662 3528662 3528662 3528662 E3BEED04143... electric_bike 2024-06-24
17:12:00
## 2 3528663 3528663 3528663 3528663 1D1EBE57758... electric_bike 2024-06-11
08:25:00
## 3 3528664 3528664 3528664 3528664 2F63E9CD01D... electric_bike 2024-06-24
11:40:00
## 4 3528665 3528665 3528665 3528665 97D225818F9... electric_bike 2024-06-30
10:43:00
## 5 3528666 3528666 3528666 3528666 C8D2A48B901... electric_bike 2024-06-11
18:20:00
## 6 3528667 3528667 3528667 3528667 C372E7A1A7B... electric_bike 2024-06-15
15:48:00
## # i 13 more variables: ended_at <dtm>, start_station_name <chr>,
## #   start_station_id <chr>, end_station_name <chr>, end_station_id <chr>,
## #   start_lat <dbl>, start_lng <dbl>, end_lat <dbl>, end_lng <dbl>,
## #   member_casual <chr>, ride_length <time>, ride_weekday <chr>,
## #   ride_length_sec <dbl>
List of columns and data Types
str(merged_data) #See list of columns and data types (numeric, character,
etc)
## spc_tbl_ [3,528,667 × 20] (S3: spec_tbl_df/tbl_df/tbl/data.frame)
## $ ...1 : num [1:3528667] 1 2 3 4 5 6 7 8 9 10 ...
## $ ...2 : num [1:3528667] 1 2 3 4 5 6 7 8 9 10 ...
## $ ...3 : num [1:3528667] 1 2 3 4 5 6 7 8 9 10 ...
## $ ...4 : num [1:3528667] 1 2 3 4 5 6 7 8 9 10 ...
## $ ride_id : chr [1:3528667] "B541441FAF64B31C"
"163D8093FDDEBBC8" "46803FC8C419FBB0" "0ED9A33B7B80912D" ...
## $ rideable_type : chr [1:3528667] "classic_bike" "classic_bike"
"classic_bike" "classic_bike" ...
## $ started_at : POSIXct[1:3528667], format: "2023-10-01 00:00:00"
"2023-10-01 00:00:00" ...
```



```
## $ ended_at      : POSIXct[1:3528667], format: "2023-10-01 00:32:00"
"2023-10-01 00:17:00" ...
## $ start_station_name: chr [1:3528667] "Mies van der Rohe Way & Chicago
Ave" "Wells St & Elm St" "Racine Ave & 18th St" "Broadway & Waveland Ave" ...
## $ start_station_id  : chr [1:3528667] "13338" "KA1504000135" "13164"
"13325" ...
## $ end_station_name  : chr [1:3528667] "Michigan Ave & Oak St" "Southport
Ave & Wrightwood Ave" "Racine Ave & 18th St" "Clarendon Ave & Gordon Ter" ...
## $ end_station_id    : chr [1:3528667] "13042" "TA1307000113" "13164"
"13379" ...
## $ start_lat        : num [1:3528667] 41.9 41.9 41.9 41.9 41.9 ...
## $ start_lng        : num [1:3528667] -87.6 -87.6 -87.7 -87.6 -87.7 ...
## $ end_lat          : num [1:3528667] 41.9 41.9 41.9 42 41.9 ...
## $ end_lng          : num [1:3528667] -87.6 -87.7 -87.7 -87.6 -87.7 ...
## $ member_casual    : chr [1:3528667] "casual" "casual" "casual" "member"
...
## $ ride_length      : 'hms' num [1:3528667] 00:32:00 00:17:00 00:02:00
00:05:00 ...
## ..- attr(*, "units")= chr "secs"
## $ ride_weekday      : chr [1:3528667] "Sunday" "Sunday" "Sunday" "Sunday"
...
## $ ride_length_sec   : num [1:3528667] 1920 1020 120 300 2340 240 420 1260
420 540 ...
## - attr(*, "spec")=
## .. cols(
## ..   ...1 = col_double(),
## ..   ...2 = col_double(),
## ..   ...3 = col_double(),
## ..   ...4 = col_double(),
## ..   ride_id = col_character(),
## ..   rideable_type = col_character(),
## ..   started_at = col_datetime(format = ""),
## ..   ended_at = col_datetime(format = ""),
## ..   start_station_name = col_character(),
## ..   start_station_id = col_character(),
## ..   end_station_name = col_character(),
## ..   end_station_id = col_character(),
## ..   start_lat = col_double(),
## ..   start_lng = col_double(),
## ..   end_lat = col_double(),
## ..   end_lng = col_double(),
## ..   member_casual = col_character(),
## ..   ride_length = col_time(format = ""),
## ..   ride_weekday = col_character(),
## ..   ride_length_sec = col_double()
## .. )
## - attr(*, "problems")=<externalptr>
```

Statistical summary of Data

str(merged_data) *#See List of columns and data types (numeric, character, etc)*



```
## spc_tbl_ [3,528,667 × 20] (S3: spec_tbl_df/tbl_df/tbl/data.frame)
## $ ...1          : num [1:3528667] 1 2 3 4 5 6 7 8 9 10 ...
## $ ...2          : num [1:3528667] 1 2 3 4 5 6 7 8 9 10 ...
## $ ...3          : num [1:3528667] 1 2 3 4 5 6 7 8 9 10 ...
## $ ...4          : num [1:3528667] 1 2 3 4 5 6 7 8 9 10 ...
## $ ride_id       : chr [1:3528667] "B541441FAF64B31C"
"163D8093FDDEBBC8" "46803FC8C419FBB0" "0ED9A33B7B80912D" ...
## $ rideable_type : chr [1:3528667] "classic_bike" "classic_bike"
"classic_bike" "classic_bike" ...
## $ started_at    : POSIXct[1:3528667], format: "2023-10-01 00:00:00"
"2023-10-01 00:00:00" ...
## $ ended_at      : POSIXct[1:3528667], format: "2023-10-01 00:32:00"
"2023-10-01 00:17:00" ...
## $ start_station_name: chr [1:3528667] "Mies van der Rohe Way & Chicago
Ave" "Wells St & Elm St" "Racine Ave & 18th St" "Broadway & Waveland Ave" ...
## $ start_station_id : chr [1:3528667] "13338" "KA1504000135" "13164"
"13325" ...
## $ end_station_name : chr [1:3528667] "Michigan Ave & Oak St" "Southport
Ave & Wrightwood Ave" "Racine Ave & 18th St" "Clarendon Ave & Gordon Ter" ...
## $ end_station_id   : chr [1:3528667] "13042" "TA1307000113" "13164"
"13379" ...
## $ start_lat       : num [1:3528667] 41.9 41.9 41.9 41.9 41.9 ...
## $ start_lng       : num [1:3528667] -87.6 -87.6 -87.7 -87.6 -87.7 ...
## $ end_lat         : num [1:3528667] 41.9 41.9 41.9 42 41.9 ...
## $ end_lng         : num [1:3528667] -87.6 -87.7 -87.7 -87.6 -87.7 ...
## $ member_casual   : chr [1:3528667] "casual" "casual" "casual" "member"
...
## $ ride_length     : 'hms' num [1:3528667] 00:32:00 00:17:00 00:02:00
00:05:00 ...
## ... attr(*, "units")= chr "secs"
## $ ride_weekday     : chr [1:3528667] "Sunday" "Sunday" "Sunday" "Sunday"
...
## $ ride_length_sec  : num [1:3528667] 1920 1020 120 300 2340 240 420 1260
420 540 ...
## - attr(*, "spec")=
## .. cols(
## ..   ...1 = col_double(),
## ..   ...2 = col_double(),
## ..   ...3 = col_double(),
## ..   ...4 = col_double(),
## ..   ride_id = col_character(),
## ..   rideable_type = col_character(),
## ..   started_at = col_datetime(format = ""),
## ..   ended_at = col_datetime(format = ""),
## ..   start_station_name = col_character(),
## ..   start_station_id = col_character(),
## ..   end_station_name = col_character(),
## ..   end_station_id = col_character(),
## ..   start_lat = col_double(),
## ..   start_lng = col_double(),
```




```
## .. end_lat = col_double(),
## .. end_lng = col_double(),
## .. member_casual = col_character(),
## .. ride_length = col_time(format = ""),
## .. ride_weekday = col_character(),
## .. ride_length_sec = col_double()
## .. )
## - attr(*, "problems")=<externalptr>
summary(merged_data) #Statistical summary of data. Mainly for numerics
##      ...1      ...2      ...3      ...4
## Min.   :      1  Min.   :      1  Min.   :      1  Min.   :      1
## 1st Qu.: 882168  1st Qu.: 882168  1st Qu.: 882168  1st Qu.: 882168
## Median :1764334  Median :1764334  Median :1764334  Median :1764334
## Mean   :1764334  Mean   :1764334  Mean   :1764334  Mean   :1764334
## 3rd Qu.:2646500  3rd Qu.:2646500  3rd Qu.:2646500  3rd Qu.:2646500
## Max.   :3528667  Max.   :3528667  Max.   :3528667  Max.   :3528667
##
##      ride_id      rideable_type      started_at
## Length:3528667  Length:3528667  Min.   :2023-10-01 00:00:00.00
## Class :character  Class :character  1st Qu.:2023-11-29 16:27:00.00
## Mode  :character  Mode  :character  Median :2024-03-28 19:14:00.00
##                                     Mean   :2024-03-03 03:24:30.35
##                                     3rd Qu.:2024-05-23 13:28:00.00
##                                     Max.   :2024-06-30 23:55:00.00
##
##      ended_at      start_station_name start_station_id
## Min.   :2023-10-01 00:02:00.00  Length:3528667  Length:3528667
## 1st Qu.:2023-11-29 16:37:30.00  Class :character  Class :character
## Median :2024-03-28 19:28:00.00  Mode  :character  Mode  :character
## Mean   :2024-03-03 03:41:15.49
## 3rd Qu.:2024-05-23 13:46:00.00
## Max.   :2024-06-30 23:59:00.00
##
##      end_station_name end_station_id      start_lat      start_lng
## Length:3528667  Length:3528667  Min.   :41.64  Min.   : -87.94
## Class :character  Class :character  1st Qu.:41.88  1st Qu.: -87.66
## Mode  :character  Mode  :character  Median :41.90  Median : -87.64
##                                     Mean   :41.90  Mean   : -87.65
##                                     3rd Qu.:41.93  3rd Qu.: -87.63
##                                     Max.   :42.07  Max.   : -87.52
##
##      end_lat      end_lng      member_casual      ride_length
## Min.   :41.60  Min.   : -88.12  Length:3528667  Length:3528667
## 1st Qu.:41.88  1st Qu.: -87.66  Class :character  Class1:hms
## Median :41.90  Median : -87.64  Mode  :character  Class2:difftime
## Mean   :41.90  Mean   : -87.65  Mode  :numeric
## 3rd Qu.:41.93  3rd Qu.: -87.63
## Max.   :42.19  Max.   : -87.46
## NA's   :4570  NA's   :4570
## ride_weekday      ride_length_sec
```

```
## Length:3528667      Min.   :    0
## Class :character    1st Qu.:  300
## Mode  :character    Median :  540
##                               Mean  : 1007
##                               3rd Qu.:  960
##                               Max.   :93600
##                               NA's   :123
```

Begin by seeing how many observations fall under each usertype

```
table(merged_data$member_casual)
```

```
##
## casual member
## 1145263 2383404
```

Add columns that list the date, month, day, and year of each ride

This will allow us to aggregate ride data for each month, day, or year ...
before completing these operations we could only aggregate at the ride level

<https://www.statmethods.net/input/dates.html> more on date formats in R found at that link

```
merged_data$date <- as.Date(merged_data$started_at) #The default format is yyyy-mm-dd
merged_data$month <- format(as.Date(merged_data$date), "%m")
merged_data$day <- format(as.Date(merged_data$date), "%d")
merged_data$year <- format(as.Date(merged_data$date), "%Y")
merged_data$day_of_week <- format(as.Date(merged_data$date), "%A")
```

Add a “ride_length” calculation to all_trips (in seconds)

<https://stat.ethz.ch/R-manual/R-devel/library/base/html/difftime.html>

#there is another column called ride_length_seconds that also calculated this value

```
merged_data$ride_length <-
difftime(merged_data$ended_at,merged_data$started_at)
```

Inspect the structure of the columns

```
str(merged_data)
## spc_tbl_ [3,528,667 × 25] (S3: spec_tbl_df/tbl_df/tbl/data.frame)
## $ ...1      : num [1:3528667] 1 2 3 4 5 6 7 8 9 10 ...
## $ ...2      : num [1:3528667] 1 2 3 4 5 6 7 8 9 10 ...
## $ ...3      : num [1:3528667] 1 2 3 4 5 6 7 8 9 10 ...
## $ ...4      : num [1:3528667] 1 2 3 4 5 6 7 8 9 10 ...
## $ ride_id    : chr [1:3528667] "B541441FAF64B31C"
##             "163D8093FDDEBBC8" "46803FC8C419FBB0" "0ED9A33B7B80912D" ...
## $ rideable_type : chr [1:3528667] "classic_bike" "classic_bike"
##             "classic_bike" "classic_bike" ...
## $ started_at   : POSIXct[1:3528667], format: "2023-10-01 00:00:00"
##             "2023-10-01 00:00:00" ...
## $ ended_at     : POSIXct[1:3528667], format: "2023-10-01 00:32:00"
##             "2023-10-01 00:17:00" ...
## $ start_station_name: chr [1:3528667] "Mies van der Rohe Way & Chicago"
```



```
Ave" "Wells St & Elm St" "Racine Ave & 18th St" "Broadway & Waveland Ave" ...
## $ start_station_id : chr [1:3528667] "13338" "KA1504000135" "13164"
"13325" ...
## $ end_station_name : chr [1:3528667] "Michigan Ave & Oak St" "Southport
Ave & Wrightwood Ave" "Racine Ave & 18th St" "Clarendon Ave & Gordon Ter" ...
## $ end_station_id : chr [1:3528667] "13042" "TA1307000113" "13164"
"13379" ...
## $ start_lat : num [1:3528667] 41.9 41.9 41.9 41.9 41.9 ...
## $ start_lng : num [1:3528667] -87.6 -87.6 -87.7 -87.6 -87.7 ...
## $ end_lat : num [1:3528667] 41.9 41.9 41.9 42 41.9 ...
## $ end_lng : num [1:3528667] -87.6 -87.7 -87.7 -87.6 -87.7 ...
## $ member_casual : chr [1:3528667] "casual" "casual" "casual" "member"
...
## $ ride_length : 'difftime' num [1:3528667] 1920 1020 120 300 ...
## ..- attr(*, "units")= chr "secs"
## $ ride_weekday : chr [1:3528667] "Sunday" "Sunday" "Sunday" "Sunday"
...
## $ ride_length_sec : num [1:3528667] 1920 1020 120 300 2340 240 420 1260
420 540 ...
## $ date : Date[1:3528667], format: "2023-10-01" "2023-10-01"
...
## $ month : chr [1:3528667] "10" "10" "10" "10" ...
## $ day : chr [1:3528667] "01" "01" "01" "01" ...
## $ year : chr [1:3528667] "2023" "2023" "2023" "2023" ...
## $ day_of_week : chr [1:3528667] "Sunday" "Sunday" "Sunday" "Sunday"
...
## - attr(*, "spec")=
## .. cols(
## .. ...1 = col_double(),
## .. ...2 = col_double(),
## .. ...3 = col_double(),
## .. ...4 = col_double(),
## .. ride_id = col_character(),
## .. rideable_type = col_character(),
## .. started_at = col_datetime(format = ""),
## .. ended_at = col_datetime(format = ""),
## .. start_station_name = col_character(),
## .. start_station_id = col_character(),
## .. end_station_name = col_character(),
## .. end_station_id = col_character(),
## .. start_lat = col_double(),
## .. start_lng = col_double(),
## .. end_lat = col_double(),
## .. end_lng = col_double(),
## .. member_casual = col_character(),
## .. ride_length = col_time(format = ""),
## .. ride_weekday = col_character(),
## .. ride_length_sec = col_double()
## .. )
## - attr(*, "problems")=<externalptr>
```



```
# Remove "bad" data
# The dataframe includes a few hundred entries when bikes were taken out of
docks and checked for quality by Divvy or ride_length was negative
# https://www.datascienceinsimple.com/delete-or-drop-rows-in-r-with-
conditions-2/
```

```
# Need to remove trips where ride length is >=0, the other field
ride_length_seconds is NA,
# Need to remove trips where ride length in seconds is NA
```

```
merged_data <- merged_data[!(merged_data$start_station_name == "HQ QR" |
merged_data$ride_length<0),]
```

```
merged_data <- merged_data[!(merged_data$start_station_name == "HQ QR" |
merged_data$ride_length==0),]
```

```
merged_data <- na.omit(merged_data) # this was too much, it deleted millions
or records, better only
```

```
#remove NA for the column of time
```

```
#continue tomorrow
```

```
removing columns 2,3,4
```

```
merged_data <- merged_data[, -4]
merged_data <- merged_data[, -3]
merged_data <- merged_data[, -2]
```

```
##### # STEP 4: CONDUCT DESCRIPTIVE ANALYSIS
#####
```

Begin by seeing how many observations fall under each usertype

```
table(merged_data$member_casual)
```

```
##
```

```
## casual member
```

```
## 820689 1765365
```

Calculate the mean of ride_length

```
mean_value <- mean(merged_data$ride_length, na.rm = TRUE)
```

```
print(mean_value)
```

```
## Time difference of 952.8819 secs
```

```
mean_value <- mean(merged_data$ride_length_sec, na.rm = TRUE)
```

```
print(mean_value)
```

```
## [1] 952.8819
```

```
output <- paste0("The mean ride_length value in minutes is: ", mean_value/60)
```

```
print(output)
```

```
## [1] "The mean ride_length value in minutes is: 15.8813648129544"
```

Calculate the max ride_length

```
max_value <- max(merged_data$ride_length, na.rm = TRUE)
print(max_value)
## Time difference of 90600 secs
max_value <- max(merged_data$ride_length_sec, na.rm = TRUE)
print(max_value)
## [1] 90600
output <- paste0("The max ride_length value in hours is: ", max_value/3600)
print(output)
## [1] "The max ride_length value in hours is: 25.1666666666667"
# Calculate the mode of day_of_week # Mode is the unique value with the highest frequency
# Custom function to calculate the mode
calculate_mode <- function(x) {
  unique_x <- unique(x)
  unique_x[which.max(tabulate(match(x, unique_x)))]
}

# Calculate the mode of the 'values' column
mode_value <- calculate_mode(merged_data$day_of_week)
# Print the mode value
print("mode value:")
## [1] "mode value:"
print(mode_value)
## [1] "Wednesday"
```

Calculate the average ride_length for members and casual riders

```
# Calculate the mean of ride_length for each member_casual group

mean_ride_length <- merged_data %>% group_by(member_casual) %>%
  summarize(mean_ride_length = mean(ride_length_sec, na.rm = TRUE))

mean_ride_length_min <- merged_data %>% group_by(member_casual) %>%
  summarize(mean_ride_length_min = mean(ride_length_sec, na.rm = TRUE)/60)

# Print the result
print("mean ride length for members and casuals")
## [1] "mean ride length for members and casuals"
print(mean_ride_length)
## # A tibble: 2 × 2
##   member_casual mean_ride_length
##   <chr>          <dbl>
## 1 casual        1420.
## 2 member         736.
print("mean ride length for members and casuals in minutes")
## [1] "mean ride length for members and casuals in minutes"
print(mean_ride_length_min)
## # A tibble: 2 × 2
##   member_casual mean_ride_length_min
##   <chr>          <dbl>
```



```
## 1 casual                23.7
## 2 member                 12.3
```

Calculate the average ride_length for users by day_of_week

#Prompt R language: my data frame called merged_data has three columns: column 1 is called ride_length, the format is col_time(format = "") Column 2 is called member_casual , the format is col_character() this column only has two possible values "users" and "casual" and the third column is called ride_weekday the format is col_character() and has the strings for the days of the week "Monday" , "Tuesday"..... I need to Calculate the average ride_length for member_casual = "users"users by day_of_week

Calculate the average ride_length for member_casual = member by day_of_week

```
average_ride_length_M <- merged_data %>%
  filter(member_casual == "member") %>%
  group_by(ride_weekday) %>%
  summarise(avg_ride_length_M = mean(ride_length_sec / 60, na.rm = TRUE))
```

Print the result

```
print ("average ride_length in minutes for member_casual = member by
day_of_week ")
```

```
## [1] "average ride_length in minutes for member_casual = member by
day_of_week "
```

```
print(average_ride_length_M)
```

```
## # A tibble: 7 × 2
```

```
##   ride_weekday avg_ride_length_M
```

```
##   <chr>          <dbl>
```

```
## 1 Friday          11.8
```

```
## 2 Monday           11.8
```

```
## 3 Saturday         13.7
```

```
## 4 Sunday           13.9
```

```
## 5 Thursday         11.6
```

```
## 6 Tuesday          11.8
```

```
## 7 Wednesday        12.0
```

Calculate the average ride_length for casuals by day_of_week

Calculate the average ride_length for member_casual = casual by day_of_week

```
average_ride_length_C <- merged_data %>%
  filter(member_casual == "casual") %>%
  group_by(ride_weekday) %>%
  summarise(avg_ride_length_C = mean(ride_length_sec / 60, na.rm = TRUE))
```

Print the result

```
print ("average ride_length in minutes for casuals by day_of_week ")
```

```
## [1] "average ride_length in minutes for casuals by day_of_week "
```

```
print(average_ride_length_C)
```

```
## # A tibble: 7 × 2
```

```
##   ride_weekday avg_ride_length_C
```

```
##   <chr>          <dbl>
```

```
## 1 Friday          22.4
```

```
## 2 Monday                22.9
## 3 Saturday               26.9
## 4 Sunday                 27.9
## 5 Thursday               19.8
## 6 Tuesday                20.3
## 7 Wednesday              21.2
```

Calculate the number of rides for users by day_of_week by adding Count of trip_id to Values.

Calculate the total number of trips when member_casual equals "member" by ride_weekday

```
total_trips <- merged_data %>%
  filter(member_casual == "member") %>%
  group_by(ride_weekday) %>%
  summarise(total_count = n())

# Print the result
print("total trips members by days of week")
## [1] "total trips members by days of week"
print(total_trips)
## # A tibble: 7 × 2
##   ride_weekday total_count
##   <chr>         <int>
## 1 Friday         237995
## 2 Monday         261675
## 3 Saturday       207807
## 4 Sunday         198359
## 5 Thursday       282269
## 6 Tuesday        283112
## 7 Wednesday      294148
```

Calculate the number of rides for casuals by day_of_week by adding Count of trip_id to Values.

Calculate the total number of trips when member_casual equals "casual" by ride_weekday

```
total_trips <- merged_data %>%
  filter(member_casual == "casual") %>%
  group_by(ride_weekday) %>%
  summarise(total_count = n())

# Print the result
print("total trips casuals by days of week")
## [1] "total trips casuals by days of week"
print(total_trips)
## # A tibble: 7 × 2
##   ride_weekday total_count
##   <chr>         <int>
## 1 Friday         110606
```



```
## 2 Monday          98368
## 3 Saturday        161568
## 4 Sunday          152451
## 5 Thursday         99216
## 6 Tuesday         94566
## 7 Wednesday       103914
```

Sort the dataframe by the “Score” column in descending order using dplyr

```
merged_data <- merged_data %>% arrange(desc(ride_length_sec))
#View(merged_data)
```

Descriptive analysis on ride_length (figures in seconds are being changed to minutes)

Mean Value in minutes

```
# Note result in minutes
mean(merged_data$ride_length_sec)/60 #straight average (total ride length /
rides)
## [1] 15.88136
```

Median Value in Minutes

```
median(merged_data$ride_length_sec)/60 #midpoint number in the ascending
array of ride lengths
## [1] 10
```

MAX value was calculated in hours

```
max(merged_data$ride_length_sec)/3600 #Longest ride
## [1] 25.16667
```

Min Value calculated in seconds

```
min(merged_data$ride_length_sec) #shortest ride
## [1] 60
```

You can condense the four lines above to one line using summary() on the specific attribute

```
summary(merged_data$ride_length_sec)
##   Min. 1st Qu.  Median    Mean 3rd Qu.    Max.
##   60.0   360.0   600.0   952.9 1020.0  90600.0
summary(merged_data$ride_length_sec/60)
##   Min. 1st Qu.  Median    Mean 3rd Qu.    Max.
##   1.00    6.00   10.00   15.88   17.00  1510.00
summary(merged_data$ride_length_sec/3600)
##   Min. 1st Qu.  Median    Mean 3rd Qu.    Max.
##   0.01667 0.10000 0.16667 0.26469 0.28333 25.16667
```

Compare members and casual users

```
aggregate(merged_data$ride_length ~ merged_data$member_casual, FUN = mean)
##   merged_data$member_casual merged_data$ride_length
## 1          casual      1420.1458 secs
## 2          member      735.6586 secs
aggregate(merged_data$ride_length ~ merged_data$member_casual, FUN = median)
```



```
## merged_data$member_casual merged_data$ride_length
## 1 casual 780 secs
## 2 member 540 secs
aggregate(merged_data$ride_length ~ merged_data$member_casual, FUN = max)
## merged_data$member_casual merged_data$ride_length
## 1 casual 90600 secs
## 2 member 89880 secs
aggregate(merged_data$ride_length ~ merged_data$member_casual, FUN = min)
## merged_data$member_casual merged_data$ride_length
## 1 casual 60 secs
## 2 member 60 secs
```

See the average ride time by each day for members vs casual users

```
aggregate(merged_data$ride_length ~ merged_data$member_casual +
merged_data$day_of_week, FUN = mean)
## merged_data$member_casual merged_data$day_of_week
merged_data$ride_length
## 1 casual Friday 1341.8147
secs
## 2 member Friday 705.7202
secs
## 3 casual Monday 1376.7453
secs
## 4 member Monday 705.4870
secs
## 5 casual Saturday 1616.2734
secs
## 6 member Saturday 822.0136
secs
## 7 casual Sunday 1674.3165
secs
## 8 member Sunday 832.0220
secs
## 9 casual Thursday 1189.1467
secs
## 10 member Thursday 698.3024
secs
## 11 casual Tuesday 1219.3249
secs
## 12 member Tuesday 710.7073
secs
## 13 casual Wednesday 1270.0814
secs
## 14 member Wednesday 720.5954
secs
```

Notice that the days of the week are out of order. Let's fix that.

```
merged_data$day_of_week <- ordered(merged_data$day_of_week,
levels=c("Sunday", "Monday", "Tuesday", "Wednesday", "Thursday", "Friday",
"Saturday"))
```

Now, let's run the average ride time by each day for members vs casual users

```
aggregate(merged_data$ride_length ~ merged_data$member_casual +
merged_data$day_of_week, FUN = mean)
##      merged_data$member_casual merged_data$day_of_week
merged_data$ride_length
## 1          casual          Sunday      1674.3165
secs
## 2          member          Sunday       832.0220
secs
## 3          casual          Monday      1376.7453
secs
## 4          member          Monday       705.4870
secs
## 5          casual          Tuesday     1219.3249
secs
## 6          member          Tuesday       710.7073
secs
## 7          casual          Wednesday   1270.0814
secs
## 8          member          Wednesday     720.5954
secs
## 9          casual          Thursday    1189.1467
secs
## 10         member          Thursday     698.3024
secs
## 11         casual          Friday      1341.8147
secs
## 12         member          Friday       705.7202
secs
## 13         casual          Saturday    1616.2734
secs
## 14         member          Saturday     822.0136
secs
```

analyze ridership data by type and weekday

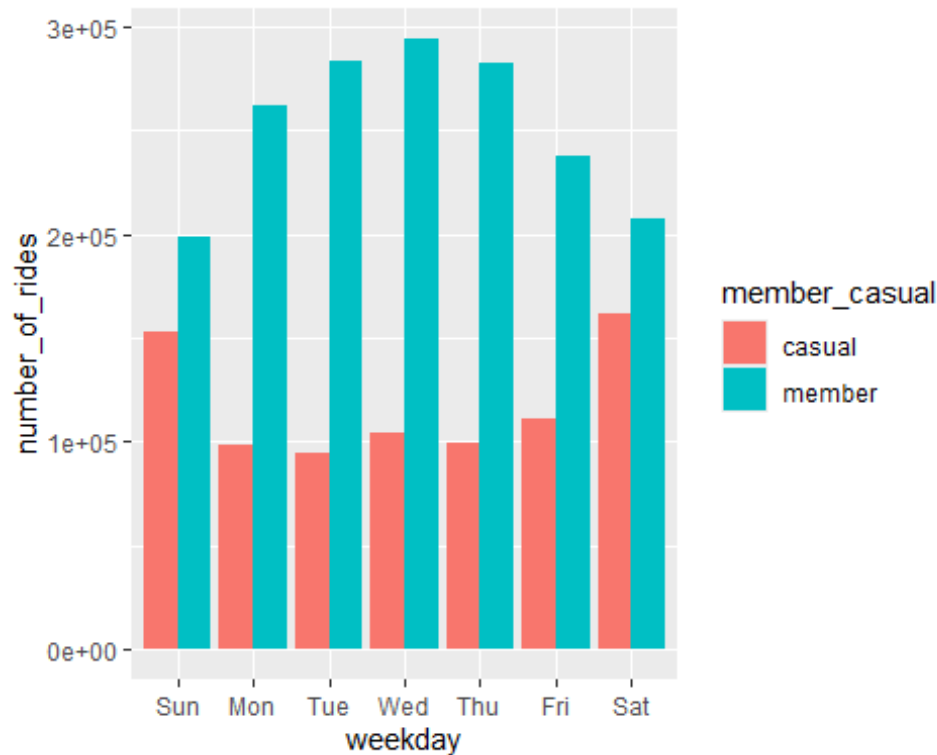
```
merged_data %>%
  mutate(weekday = wday(started_at, label = TRUE)) %>% #creates weekday
  field using wday()
  group_by(member_casual, weekday) %>% #groups by usertype and weekday
  summarise(number_of_rides = n() #calculates the
number of rides and average duration
, average_duration = mean(ride_length)) %>% # calculates the
average duration
  arrange(member_casual, weekday) # sorts
## `summarise()` has grouped output by 'member_casual'. You can override
using the
## `.groups` argument.
```



```
## # A tibble: 14 × 4
## # Groups:   member_casual [2]
##   member_casual weekday number_of_rides average_duration
##   <chr>         <ord>         <int> <drtn>
## 1 casual      Sun             152451 1674.3165 secs
## 2 casual      Mon             98368 1376.7453 secs
## 3 casual      Tue             94566 1219.3249 secs
## 4 casual      Wed            103914 1270.0814 secs
## 5 casual      Thu             99216 1189.1467 secs
## 6 casual      Fri            110606 1341.8147 secs
## 7 casual      Sat            161568 1616.2734 secs
## 8 member      Sun            198359  832.0220 secs
## 9 member      Mon            261675  705.4870 secs
## 10 member     Tue            283112  710.7073 secs
## 11 member     Wed            294148  720.5954 secs
## 12 member     Thu            282269  698.3024 secs
## 13 member     Fri            237995  705.7202 secs
## 14 member     Sat            207807  822.0136 secs
```

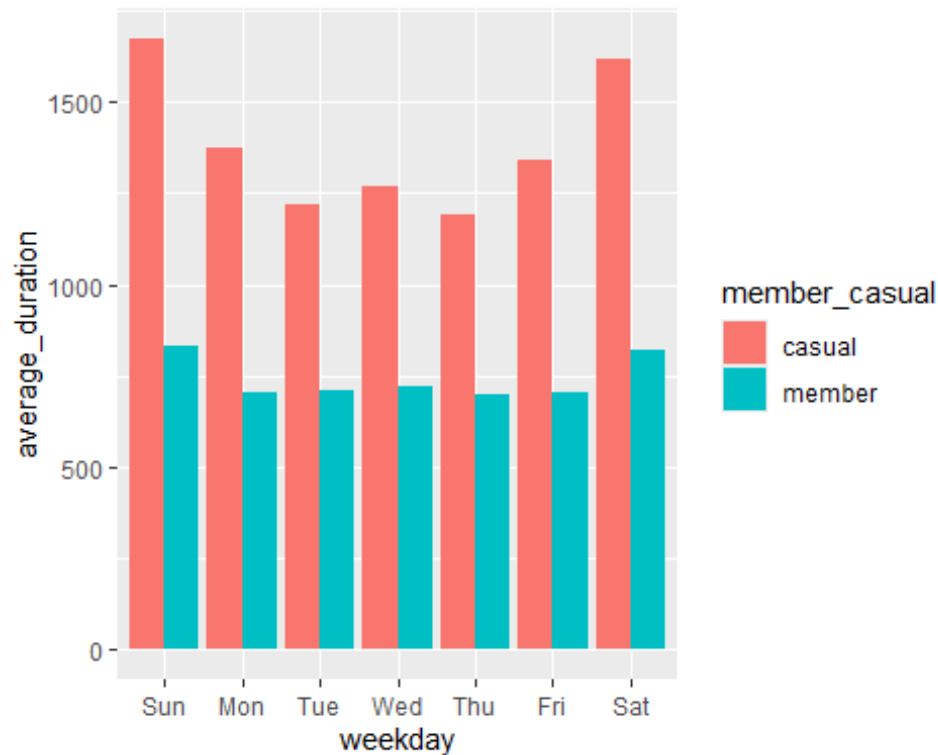
Let's visualize the number of rides by rider type

```
merged_data %>%
  mutate(weekday = wday(started_at, label = TRUE)) %>%
  group_by(member_casual, weekday) %>%
  summarise(number_of_rides = n()
            , average_duration = mean(ride_length)) %>%
  arrange(member_casual, weekday) %>%
  ggplot(aes(x = weekday, y = number_of_rides, fill = member_casual)) +
  geom_col(position = "dodge")
## `summarise()` has grouped output by 'member_casual'. You can override
## using the
## `.groups` argument.
```



Let's create a visualization for average duration


```
merged_data %>%
  mutate(weekday = wday(started_at, label = TRUE)) %>%
  group_by(member_casual, weekday) %>%
  summarise(number_of_rides = n()
            , average_duration = mean(ride_length)) %>%
  arrange(member_casual, weekday) %>%
  ggplot(aes(x = weekday, y = average_duration, fill = member_casual)) +
  geom_col(position = "dodge")
## `summarise()` has grouped output by 'member_casual'. You can override
## using the
## `.groups` argument.
## Don't know how to automatically pick scale for object of type <difftime>.
## Defaulting to continuous.
```



```
#===== # STEP 5: EXPORT SUMMARY FILE FOR
FURTHER ANALYSIS #===== # Create a csv file that
we will visualize in Excel, Tableau, or my presentation software # N.B.: This file location is for a Mac. If
you are working on a PC, change the file location accordingly (most likely "C:_USERNAME...") to export
the data. You can read more here: https://datatofish.com/export-dataframe-to-csv-in-r/
final_counts <- aggregate(merged_data$ride_length ~ merged_data$member_casual
+ merged_data$day_of_week, FUN = mean)
write.csv(final_counts, file = 'final_avg_ride_length.csv')
```

Deliverable 05. Supporting visualizations and key findings


Power Point Presentation Attached



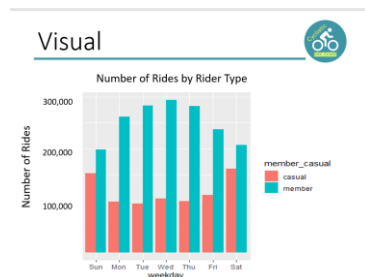
Navigating to Success

Feasibility Study:
Growing Membership Base from Casual Riders
Data Analysis


Data Analysis Process



Analysis Process	Task	Objective and Questions Defined
Prepare	1,854,527 Trip Records for past 12 months	
Process	Cleaning of data	
Analyze	Further refinement	
Share	1,318,667 Records	
Act	Presentation and Deliverables	
	Next Steps Defined	




Conclusion



Questions:

- How do annual members and casual riders use Cyclistic bikes differently?
On average Casual Riders Trips last 51.83% longer
On weekends, casual rides are on average 10% less than members but the difference grows on weekdays, where the difference oscillates between 53% and 66%.
- Why would casual riders buy Cyclistic annual memberships?
For the opportunity to have additional trips during the week for a healthier life style and money savings from a year membership
- How can Cyclistic use digital media to influence casual riders to become members?
Targeted marketing campaign to casual riders, advertising the savings in cost from becoming a member and the health benefits of using a bicycle to commute to work, or running other frequent errands or events in their schedule

Introduction




Goal: Design marketing strategies aimed at converting casual riders into annual members

Questions:

- 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?

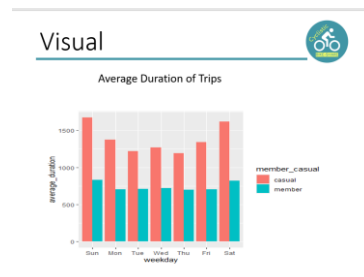
Analyze Phase




- Mean Ride Length for Casual Riders is 51.83% longer than Casual Ride Length
- Average Ride Length for Casuals is at least 70% longer than Members on any given day
- On Sundays the ride length of Casuals is 100.72% higher than Members (highest difference)

- ❖ MEAN Value of Ride Length for Members is 48.19% shorter than Casual riders
- ❖ MEDIAN Value of Ride Length for Members is 30.76% shorter than Casual riders
- ❖ MINIMUM and MAXIMUM Values of Ride Length for Members and Casual Riders are very similar

- ✓ On average Casual Riders Trips last 51.83% longer
- ✓ On weekends, casual rides are on average 20% less than members but the difference grows on weekdays, where the difference oscillates between 53% and 66%



Conclusion



- Final conclusion based on your analysis: There is a good opportunity to convert casual to members and based of the numbers, it is feasible with a good campaign
- Top 3 recommendations:
 - Targeted marketing campaign to casual riders, advertising the savings in cost for becoming a member since they will be able to do additional trips for a better member price and the health benefits of using a bicycle to commute to work, or running other frequent errands or events in their schedule. Offer a discount coupon for waterproof coat to arrive dry to the workplace when upgrading to member
 - Securely Adding personal metrics like current height, weight, body mass, blood pressure to the app to generate a report comparing the rides and their frequency with so that both casual and members can see their health improves as their bike riding exercise increases with the frequency of rides
 - Notify the all casual and members of a donation to the heart and stroke foundation based on the total number of rides made by members, that would encourage the casuals to save money as members and contribute to a noble cause
- Next steps: Approval of the project and designation of project manager and resources to calculate time and effort for Marketing Campaign, App Modification and Public Relations



Deliverable 06. Top three recommendations based on your analysis

Analysis Fundamental Questions

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

On average Casual Riders Trips last 51.83% longer

On weekends, casual rides are on average 20% less than members but the difference grows on weekdays, where the difference oscillates between 53% and 66%

2. Why would casual riders buy Cyclistic annual memberships?

For the opportunity to have additional trips during the week for a healthier life style and money savings from a year membership

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

Targeted marketing campaign to casual riders, advertising the savings in cost for becoming a member and the health benefits of using a bicycle to commute to work, or running other frequent errands or events in their schedule

Top Three recommendations

Targeted marketing campaign to casual riders, advertising the savings in cost for becoming a member since they will be able to do additional trips for a better member price and the health benefits of using a bicycle to commute to work, or running other frequent errands or events in their schedule. Offer a discount coupon for waterproof coat to arrive dry to the workplace when upgrading to member

Securely Adding personal metrics like current height, weight, body mass, blood pressure in the app to generate a report comparing the rides and their frequency with so that both casual and members can see their health improves as their bike riding exercise increases with the frequency of rides

Notify the all casual and members of a donation to the heart and stroke foundation based on the total number of rides made by members, that would encourage the casuals to save money as members and contribute to a noble cause

Note the top three recommendations have been added to the final presentation.