

To validate the profitability of the recommendation engine, we need to assess how the cost of recommendations relates to the revenue generated from movie recommendations.

We need to find out:

1) Conversion Rate (x):

- This is the percentage of recommendations that result in a rental or purchases to assess the effectiveness of the recommendation

2) Revenue from Conversions (ConvRev):

- Rental, purchase, membership fees generate different revenue amounts. The average revenue per conversion will depend on the mix of them

Profit from **Recommendations**=(ConvRev X Recommendations)–(Cost per Recommendation×Total Recommendations)

Say: Assuming a conversion rate of 5% and an ConvRev of \$8:

Profit=(0.05 x 8 x total Recommendations)–(\$0.01×Total Recommendations)

Let's calculate this for a hypothetical scenario of 100,000 total recommendations.

The profit from the recommendation engine would be  $(8 * 0.05 * 100,000) - (0.01 * 100,000) = 39,000$

To include storage cost:

then Profit is updated to **Profit=(\$8×Total Recommendations×0.05)–(\$0.01×Total Recommendations) - storage cost**

**Storage Costs for Rentals = (Number of Rentals from Recommendations) \* (Cost of Storing Uncompressed) \* (Rental Days)**

Let us assume that 70% of the conversions are rentals which incur storage costs for a maximum of 3 days.

Storage cost is:  $70\% \times \text{Total Recommendations} \times 0.05 \times 0.75 \times 3 = 2625$

Final profit:  $39,000 - 2625 = 36,375$

