Cyclistic Bike-Share Analysis

Goal

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

Casual riders

Riders who purchased a 24-Hour Pass

Members riders

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. He 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.

The analyst team will first hold a meeting with **Lily Moreno** to ask specific questions about the goal, this will help the team better understand the goal and break down the later into smaller tasks, that will serve as a guide for the analysts team during the process.

I) Ask

To guide the Analyst team answer the goal, we break it down into the following:

- 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 us with the data through a link. Collected (downloaded) from Download the previous 12 months of Cyclistic trip data here.

- We donot have private columns, the entire data can be viewed by the whole team, no need to hide or give some special access to anyone.
- We limit our analysis to historical data on the latest year that has data for 12 months.
- The data dowloaded is stored in a CSV Microsoft EXCEL file.
- It is stored in a tabular form. Each row represents a casual rider or annual member ride information.
- The file 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.
- We do have some columns with some missing values, in the process step we will see how to tackle the issue.

III) Process

We will use the pandas library of python for data cleaning and data shaping. While doing the latter, we have to comment each section to describe the thought process behind. Hold several points with the stakeholder (**Moreno**) during the completion of this part.

```
In [2]: import pandas as pd
import numpy as np
```

1) Import the data to python

We have 12 CSV Microsoft EXCEL files downloaded and of the same structure (names and number of columns), stored in our workspace. We have to import each of these files and concatenate them to form a unique table (**shaping the data**).

In [3]:	data 01= pd.read	csv(r"C:\Use	ers\pc\Do	cuments\	Projet\Projet	Python\Bike Sh	are program\DAT
	data_02= pd.read_	csv(r"C:\Use	ers\pc\Do	cuments\	Projet\Projet	Python\Bike Sh	are program\DAT
	data_03= pd.read_						
	data_04= pd.read_						
	data_05= pd.read_						
	data_06= pd.read_						
	data_07= pd.read_						
	data_08= pd.read_	•					
	data_09= pd.read_						
	data_10= pd.read_						
	data_11= pd.read_	•	_			-	
	data_12= pd.read_	csv(r"C:\Use	ers\pc\Do	cuments\	Projet\Projet	Python\Bike Sh	are program\DAT
In [4]:	data_01.head(1)						
Out[4]:	ride_id	rideable_type	started_at	ended_at	start_station_nan	ne start_station_id	end_station_name
			2022-01-	2022-01-			
	0 C2F7DD78E82EC875	electric bike	13	13	Glenwood Ave	525	Clark St & Touhy
			11:59:47	12:02:44	Touhy A	/e	Ave
In [5]:	data_12.head(1)						
Out[5]:	ride_id	rideable_type	started_at	ended_at	start_station_nan	ne start_station_id	end_station_name
			2022-12-	2022-12-			
	0 65DBD2F447EC51C2	electric_bike	05	05	Clifton Ave	TA1307000163	Sedgwick St &
		3.55t5_311tc	10:47:18	10:56:34	Armitage A	ve	Webster Ave

- The results of theses queries: data_01 and data_12, give thesame number of columns, thesame type and the same name.
- We can confidently concatenate these dataframe objects

2) Concatenate the dataframes

```
In [7]: data_2022.info()
```

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

3) Check for null values

```
In [8]: | data_2022.isnull().sum()
Out[8]: ride_id rideable_type
                                          0
                                         0
         started_at
                                          0
         ended_at 0 start_station_name 833064
         start_station_id 833064
end_station_name 892742
end_station_id 892742
start_lat 0
         start lng
                                        0
         end_lat
                                    5858
         end lng
                                     5858
         member casual
                                      0
         dtype: int64
```

- The following qualitative columns have null values:
 start_station_name,start_station_id,end_station_name,end_station_id,end_lat,end_lng.
- When doing statistics on these columns, we should not forget to take into account that, they do have some missing values. This will help the Executive know the limits and the cons in our analysis during the Share and Act steps.
 - This company is a fictitious one, so impossible for us to search for the missing values on the internet, more to that we have so many null records.
- We have all values in the started_at, ended_at, member_casual and ride_id. This is good because it helps
 us examine each ride.

4) Data types of each column

```
In [9]: data_2022.dtypes

Out[9]: ride_id object
    rideable_type object
    started_at object
```

```
ended_at object
start_station_name object
start_station_id object
end_station_id object
end_station_id object
start_lat float64
start_lng float64
end_lat float64
end_lng float64
member_casual object
dtype: object
```

- ride_id, start_station_name, start_station_id, end_station_name, end_station_id, member_casual and rideable_type are of type "object", so a string, it is what we expect.
- started_at and ended_at are of type "object". 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 float64, it matches up our expectation.
- How do we tackle the started_at and ended_at columns?

Change the columns "started_at" and "ended_at" to the type "datetime"

- Make a copy of the the dataframe data_2022.
- Create a copy of the concerned columns and change their type to datetime

```
In [10]:
          data 2022 v001= data 2022.copy()
In [11]: data_2022_v001.insert(3,'started_at_modif',pd.to_datetime(data 2022 v001["started at"]))
In [12]: data_2022_v001.insert(5,'ended_at_modif',pd.to_datetime(data 2022 v001["ended at"]))
In [13]: data_2022_v001.dtypes
Out[13]: ride_id
rideable_type object
started_at object
at modif datetime64[ns]
object
          ended_at_modif datetime64[ns]
          start_station_name object
start_station_id object
end_station_name object
end_station_id object
                                       object
object
object
float64
          start_lat
          start lng
                                            float64
          end_lat end_lng
                                            float64
                                            float64
          member casual
                                             object
          dtype: object
```

We have a copy of the columns in the expected data type.

5) Check for misspellings

- For the qualitative columns "rideable_type" and "member_casual" we check for typo errors
- Example:
 - casual, casualli, caslaul
 - Electric bike, electrik bike

Blank spaces

```
data 2022 v001.isnull().sum()
In [14]:
        ride id
Out[14]:
        rideable_type
                                   0
        started at
                                   0
        started at modif
                                   0
        ended at
        ended at modif
                                   0
        start_station_name 833064
        start station id 833064
        end station name
                             892742
        end station id
                              892742
        start lat
                                   0
                                   0
        start lng
        end lat
                                5858
        end lng
                                5858
        member casual
                                   0
        dtype: int64
In [15]: data_2022_v001["rideable_type"].value counts()
        electric bike
                         2889029
Out[15]:
        classic bike
                         2601214
        docked bike
                         177474
        Name: rideable type, dtype: int64
In [16]: data_2022_v001["member_casual"].value_counts()
        member
                  3345685
Out[16]:
        casual
                  2322032
        Name: member casual, dtype: int64
```

- We donot have cells with blank characters
- No misspellings

6) Check for duplicates

- Each ride is unique, we 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
- The dataset doesnot identify each customer, it tells weather the ride was taken by a casual or an annual member

```
In [17]: data_2022_v001[data_2022_v001.duplicated(subset=["ride_id"], keep="first")]
Out[17]: ride_id rideable_type started_at started_at_modif ended_at ended_at_modif start_station_name start_station_i
```

• No record returned, we do not have duplicates for the column "ride_id". This confirms that each record of the dataframe is unique.

7) Add a weekday and month column derived from the columns "started_at" and "ended_at"

We do this to have the data in shape for the **Analyse** step of the data analysis process (DAP). The day of the week with Monday=0, Sunday=6.

```
In [18]: | data_2022_v001.head(1)
                       ride_id rideable_type started_at started_at_modif ended_at ended_at_modif start_station_name
Out[18]:
                                             2022-01-
                                                                      2022-01-
                                                           2022-01-13
                                                                                    2022-01-13
                                                                                                 Glenwood Ave &
          0 C2F7DD78E82EC875
                                electric bike
                                                  13
                                                                           13
                                                             11:59:47
                                                                                      12:02:44
                                                                                                      Touhy Ave
                                              11:59:47
                                                                       12:02:44
          data 2022 v001.insert(4,'month started at modif',data 2022 v001['started at modif'].dt.m
In [19]:
          data 2022 v001.insert(7,'month ended at modif',data 2022 v001['ended at modif'].dt.month
          data 2022 v001.tail(1)
In [20]:
Out[20]:
                             ride_id rideable_type started_at started_at_modif month_started_at_modif ended_at ended
                                                   2022-12-
                                                                                                  2022-12-
                                                                2022-12-09
                                                                                                               2
          181805 2DD1587210BA45AE
                                      classic_bike
                                                       09
                                                                                              12
                                                                                                       09
                                                                   00:27:25
                                                   00:27:25
                                                                                                   00:35:28
          data 2022 v001.insert(5,'dayofweek started at modif',data 2022 v001['started at modif'].
In [21]:
          data 2022 v001.insert(9,'dayofweek ended at modif',data 2022 v001['ended at modif'].dt.d
          data 2022 v001.head(1)
In [22]:
                       ride_id rideable_type started_at started_at_modif month_started_at_modif dayofweek_started_at_n
Out[22]:
                                             2022-01-
                                                           2022-01-13
          0 C2F7DD78E82EC875
                                                                                         1
                                electric bike
                                                  13
                                                             11:59:47
                                              11:59:47
```

The "month" columns and "weekday" columns have been successfully added to the dataframe.

8) Shape the dataframe to have the ride time

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

```
data 2022 v001.loc[(data 2022 v001["started at modif"])>=(data 2022 v001["ended at modif
In [23]:
         (531, 19)
Out[23]:
```

We have 531 records, 19 columns that confirms the above.

electric bike

2022-01-

- 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".

0 C2F7DD78E82EC875

```
# Subset of the dataframe that exludes "started at modif >= "endend at modif"
In [24]:
         data 2022 v002 = data 2022 v001.loc[(data 2022 v001["started at modif"]) < (data 2022 v001
         # Calculate ride time
In [25]:
         data 2022 v002.insert(10,'ride time',data 2022 v002["ended at modif"] - data 2022 v002["
         data 2022 v002.head(1)
In [26]:
Out[26]:
                     ride_id rideable_type started_at started_at_modif month_started_at_modif dayofweek_started_at_n
```

2022-01-13

1

- Ride time unit is in days HH:MM:SS
- Let us convert this time format to min, this will ease analysis on the "ride time" colum

9) Convert ride time's unit " days HH: MM: SS" to "min"

```
In []: data_2022_v002[["ride_time_01","ride_time_02", "ride_time_03"]]= data_2022_v002["ride ti
In [29]: data_2022_v002.insert(23, "ride_time_01_min",data_2022_v002["ride_time_01"].apply(lambda
In [30]: data_2022_v002.insert(24, "ride_time_03_min",data_2022_v002["ride_time_03"].str.split(":
In [31]: data_2022_v002.insert(25, "ride_time_min",data_2022_v002["ride_time_01_min"] + data_2022_v002["ride_time_01_min"]
```

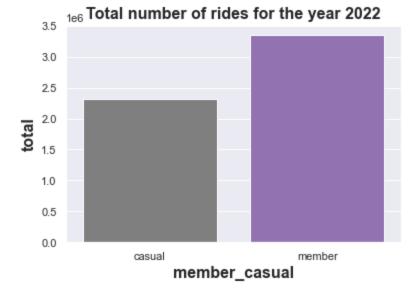
IV) Analyse

The previous steps will help us conduct a proficient analysis to answer the questions in the **Ask** step, indirectly answering the goal. In this step of the data analysis process, we do calculations, data shaping to sketch visuals for the **Share** step.

```
In [32]: import matplotlib.pyplot as plt
import seaborn as sns
```

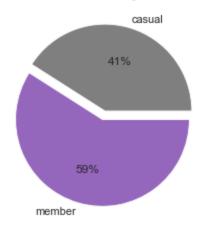
1) Number of yearly rides for each type of member, and their respective percentages

```
In [35]: sns.set()
    sns.barplot(data=t_1, x="member_casual", y="total", color = 'purple', palette = ['tab:gr
    plt.xlabel('member_casual', fontsize=16, fontweight = "bold");
    plt.ylabel('total', fontsize=16, fontweight = "bold");
    plt.title ("Total number of rides for the year 2022", fontsize=16, fontweight = "bold")
    plt.show()
```



```
In [36]: sns.set()
    explode = [0, 0.1]
    palette_color= ['tab:grey', 'tab:purple']
    plt.pie(t_1["total"], labels=t_1["member_casual"], colors=palette_color,explode=explode,
    plt.title ("% of rides for the year 2022",fontsize=16,fontweight = "bold")
    plt.show()
```

% of ride for the year 2022



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

• We previously saw the total number of rides in a year, a higher aggregated level, let us look at it at a more granular level like month to see the trend in rides

```
In [37]: t_2 = data_2022_v001.groupby(["month_started_at_modif", "member_casual"]).count().loc[:,[
    t_2.rename(columns={"ride_id": "total"}, inplace = True)
    t_2.replace({'month_started_at_modif': {1: "Jan", 2: "Feb", 3: "Mar", 4:"Apr", 5:"May", 6:"J

In [39]: sns.set()
    plt.figure(figsize=(9,6))
    sns.pointplot(x='month_started_at_modif', y='total', data = t_2, hue='member_casual', pa
    plt.xlabel('month start', fontsize=16, fontweight = "bold");
    plt.ylabel('total rides', fontsize=16, fontweight = "bold");
    plt.title ("Total number of rides/month in 2022", fontsize=16, fontweight = "bold")
    plt.xticks(rotation = 90)
    plt.show()
```

Total number of rides/month in 2022 member_casual casual 400000 member 350000 300000 total rides 250000 200000 150000 100000 50000 0 윤 Mar Jan

The average difference of rides between member_casual per month

```
In [43]: # Shape the datafram t_2, to answer the question
    t_2_0=t_2.pivot_table(index=['month_started_at_modif'],columns=['member_casual'], values
In [46]: t_2_0.insert(3, "ride_difference",t_2_0["member"]-t_2_0["casual"])
In [48]: t_2_0["ride_difference"].mean()
Out[48]: 85304.41666666667
```

month start

3) The total rides for each day in a week

```
In [52]: data_2022_v001.head(2)
Out[52]:
                         ride_id rideable_type started_at started_at_modif month_started_at_modif dayofweek_started_at_n
                                                 2022-01-
                                                                2022-01-13
           0 C2F7DD78E82EC875
                                                                                                  1
                                   electric_bike
                                                       13
                                                                   11:59:47
                                                  11:59:47
                                                 2022-01-
                                                                2022-01-10
           1 A6CF8980A652D272
                                   electric_bike
                                                      10
                                                                   08:41:56
                                                  08:41:56
```

```
In [53]: t_3=data_2022_v001.pivot_table(index=['dayofweek_started_at_modif'],columns=['member_cas
t_3.replace({'dayofweek_started_at_modif': {0: "Mon", 1: "Tues",2: "Wed",3:"Thur",4:"Fri
t_3.set_index("dayofweek_started_at_modif", inplace=True)
```

Total rides in percentage

```
In [54]: t_3["total_ride"]= t_3.sum(axis=1)
    t_3["% casual"]= (t_3["casual"]/t_3["total_ride"])*100
    t_3["% member"]= (t_3["member"]/t_3["total_ride"])*100
```

```
In [55]: t_3
```

% casual % member

dayofweek_started_at_modif

member_casual

Out[55]:

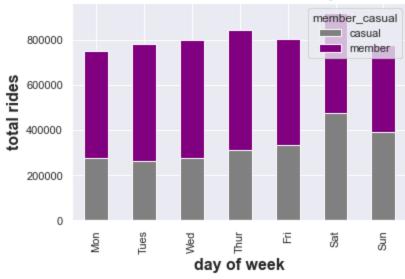
Mon	277675	473339	751014	36.973345	63.026655
Tues	263746	518626	782372	33.711074	66.288926
Wed	274354	523869	798223	34.370596	65.629404
Thur	309330	532261	841591	36.755384	63.244616
Fri	334701	467086	801787	41.744378	58.255622
Sat	473190	443281	916471	51.631748	48.368252
Sun	389036	387223	776259	50.116778	49.883222

casual member total_ride

```
In [56]: t_3=t_3[["casual","member"]]
sns.set()
plt.figure(figsize=(20,6))
t_3.plot(kind='bar', stacked=True, color=['grey', 'purple'])
plt.xlabel('day of week', fontsize=16, fontweight = "bold")
plt.ylabel('total rides', fontsize=16, fontweight = "bold")
plt.title ("Total number of rides/weekday 2022",fontsize=16,fontweight = "bold")
plt.show()
```

<Figure size 1440x432 with 0 Axes>

Total number of rides/weekday 2022



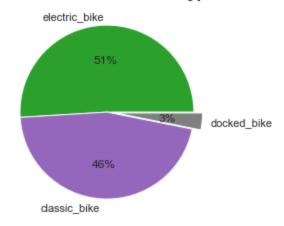
4) Types of bikes per type of customers

```
In [75]: # We will start by having the proprtion of rides for each bike type
t_4_0 = data_2022_v001.groupby("rideable_type").count().loc[:,["ride_id"]].reset_index()
In [76]: t_4_0
```

Out[76]: rideable_type ride_id 2 electric_bike 2889029 0 classic_bike 2601214 1 docked_bike 177474

```
In [79]: sns.set()
    explode = [0, 0, 0.1]
    palette_color= ['tab:green', 'tab:purple','tab:grey']
    plt.pie(t_4_0["ride_id"], labels=t_4_0["rideable_type"], colors=palette_color,explode=ex
    plt.title ("% of rides for each bike type",fontsize=16,fontweight = "bold")
    plt.show()
```

% of rides for each bike type

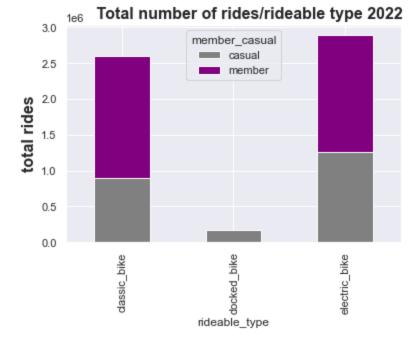


```
In [57]: t_4=data_2022_v001.pivot_table(index=['rideable_type'],columns=['member_casual'], values
```

Types of bikes/customers in percentage

```
t 4["total ride bike"] = t 4.sum(axis=1)
In [58]:
          t 4["% casual"]= (t 4["casual"]/t 4["total ride bike"])*100
In [59]:
          t 4["% member"] = (t 4["member"] / t 4["total ride bike"]) *100
In [60]:
Out[60]: member_casual
                            casual
                                    member total ride bike
                                                             % casual % member
           rideable type
             classic bike
                          891459.0 1709755.0
                                                 2601214.0
                                                            34.270883
                                                                       65.729117
             docked bike
                          177474.0
                                       NaN
                                                  177474.0
                                                           100.000000
                                                                           NaN
             electric bike 1253099.0 1635930.0
                                                 2889029.0
                                                            43.374400
                                                                       56.625600
```

<Figure size 1440x432 with 0 Axes>



5) Contour of the data in the "ride_time_min" column

- Min, Max, Average ..of ride time for casual & annual members for each rideable type.
- We will divide the ride_time_min into subgroups based on the rideable type, before doing descriptive satitistics

In [90]:	<pre>from scipy.special import ndtri</pre>								
In [80]:	<pre># The column of interest is "ride_time_min" data_2022_v002.head(1)</pre>								
Out[80]:	ride_id	rideable_type	started_at	started_at_modif	month_started_at_modif	dayofweek_started_at_n			

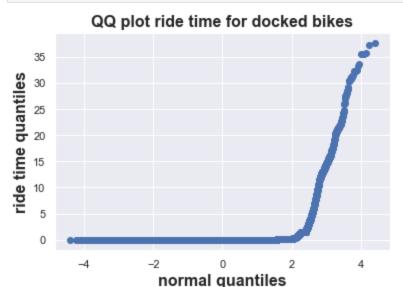
1 rows × 26 columns

Ride time with docked bikes

```
In [81]:
         data 2022 v002.loc[data 2022 v002["rideable type"] == "docked bike"].groupby("member casua
Out[81]:
                                                                             ride_time_min
                         count
                                               std
                                                       min
                                                              25%
                                                                   50%
                                                                             75%
                                    mean
                                                                                     max
         member casual
                 casual 177468.0 122.715698 958.49423 0.016667 16.1125 28.05 55.233333 41387.25
         data docked = data 2022 v002.loc[data 2022 v002["rideable type"] == "docked bike"].sort va
In [93]:
         data docked["count"] = data docked.index + 1
In [94]:
         rows= data docked["count"].shape[0]
         data docked["percentile"] = data docked["count"] / rows
         data docked["z theory"]=ndtri(data docked["percentile"])
In [95]:
```

```
data_docked["z_actual"]=(data_docked["ride_time_min"]-data_docked["ride_time_min"].mean(
```

```
In [126... sns.set()
   plt.scatter(data_docked["z_theory"],data_docked["z_actual"])
   plt.ylabel('ride time quantiles', fontsize=16, fontweight = "bold")
   plt.xlabel('normal quantiles', fontsize=16, fontweight = "bold")
   plt.title ("QQ plot ride time for docked bikes",fontsize=16,fontweight = "bold")
   plt.show()
```



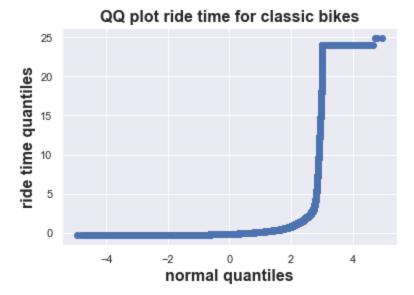
For rides made with docked bikes:

- As seen previously, they are made up of only casual riders;
- The median ride time is 28 minutes;
- There is a large difference between the median (28.05 min) and the mean (122.72 min), since the mean > median, the ride time distribution is highly positively skewed;
- From the quantile-quantile plot we see that the distribution is highly skewed because we do not have a linear relationship between the z- theory and z actual points.

Ride time with classic bikes

```
data 2022 v002.loc[data 2022 v002["rideable type"] == "classic bike"].groupby("member casu
In [85]:
Out[85]:
                                                                                     ride time min
                          count
                                    mean
                                               std
                                                       min
                                                               25%
                                                                        50%
                                                                                 75%
                                                                                             max
         member casual
                        891406.0 28.753074 90.808015 0.016667 8.383333 14.566667
                                                                             26.833333 1559.933333
                casual
               member 1709682.0 13.911753 37.864470 0.016667 5.416667
                                                                     9.400000 16.462500 1559.900000
         data classic = data 2022 v002.loc[data 2022 v002["rideable type"]=="classic bike"].sort
In [108...
         data classic["count"] = data classic.index + 1
In [109...
         rows= data classic.shape[0]
         data classic["percentile"]=data classic["count"]/rows
         data classic["z theory"]=ndtri(data classic["percentile"])
In [110...
         data classic["z actual"]=(data classic["ride time min"]-data classic["ride time min"].me
```

```
In [125... sns.set()
    plt.scatter(data_classic["z_theory"], data_classic["z_actual"])
    plt.ylabel('ride time quantiles', fontsize=16, fontweight = "bold")
    plt.xlabel('normal quantiles', fontsize=16, fontweight = "bold")
    plt.title ("QQ plot ride time for classic bikes", fontsize=16, fontweight = "bold")
    plt.show()
```



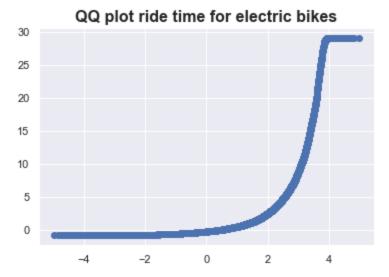
For rides made with classic bikes:

- Casual riders have a higher mean and standard deviation ride time than annual members from the
 above results, but we can't compare them this way or conclude because the groups have different
 number of rides (count).
- From the quantile-quantile plot we see that the distribution is highly skewed because we do not have a linear relationship between the z- theory and z actual points.

Ride time with electric bikes

```
In [86]:
         data 2022 v002.loc[data 2022 v002["rideable type"] == "electric bike"].groupby("member cas
Out[86]:
                                                                                    ride_time_min
                                                              25%
                                                                        50%
                                                                                 75%
                                               std
                          count
                                    mean
                                                       min
                                                                                           max
         member_casual
                 casual
                       1252895.0 16.176075 18.075223 0.016667 6.333333 10.933333 19.333333 480.433333
                      1635735.0 11.463855 13.962098 0.016667 4.816667
                                                                     8.300000 14.133333 614.400000
               member
In [116...
         data electric = data 2022 v002.loc[data 2022 v002["rideable type"]=="electric bike"].sor
In [117...
         data electric["count"] = data electric.index + 1
         rows= data electric.shape[0]
         data electric["percentile"] = data electric["count"]/rows
         data electric["z theory"]=ndtri(data electric["percentile"])
In [118...
         data electric["z actual"]=(data electric["ride time min"]-data electric["ride time min"]
         sns.set()
In [124...
         plt.scatter(data electric["z theory"],data electric["z actual"])
         data classic["z actual"],
```

plt.title ("QQ plot ride time for electric bikes",fontsize=16,fontweight = "bold")
plt.show()



For rides made with electric bikes:

- Casual riders have a higher mean ride time than annual members from the above results, but we can't compare them this way or conclude because the groups have different number of rides (count);
- Casual riders have a greater standard deviation as compared to that of annual members, it can be backed up by the fact that the sample size of annual members is > casual members. Standard deviation decreases with an increase in the sample size.
- From the quantile-quantile plot we see that the distribution is highly positively skewed because we do not have a linear relationship between the z- theory and z actual points.

V) Share & Act

- We will skip the following steps **Share** and **Act** because, the analysis is a personal project.
- We 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.
- For rides made with classic and electric bikes, when looking at the cutting values for each of the percentile (25, 50, 75) the ride time for casual riders are higher than that for annual members and also of higher variation.

• Globally, there is a lesser variation (standard deviation) in ride time for electric bikes than the other types, and they account for 51% of the total rides.

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 week, 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.