



Ai Hackathon

Code. Create. Innovate. | The biggest and first AI Hackathon in Greece

Team 3

Organized by:



AT-ITNS UNIVERSITY
OF ECONOMICS
AND BUSINESS



AT-ITNS CENTER FOR
ENTREPRENEURSHIP
AND INNOVATION



QUINTESSENTIAL



endeavor

ORACLE



ΕΥΔΑΠ



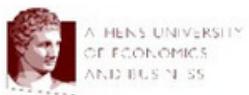
PHAISTOS
networks





THE ISSUE

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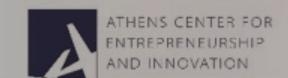
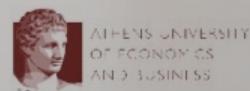


- Customer-Centric Market Dynamics
- Cancellation Risk

ORACLE challenge

- Predict probability of car-insurance churn 2 months before **contract termination**
- Use provided **contract-information** to create a model that does that.

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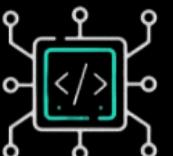


A data-driven solution

Ensemble

Achieved 90%
overall accuracy

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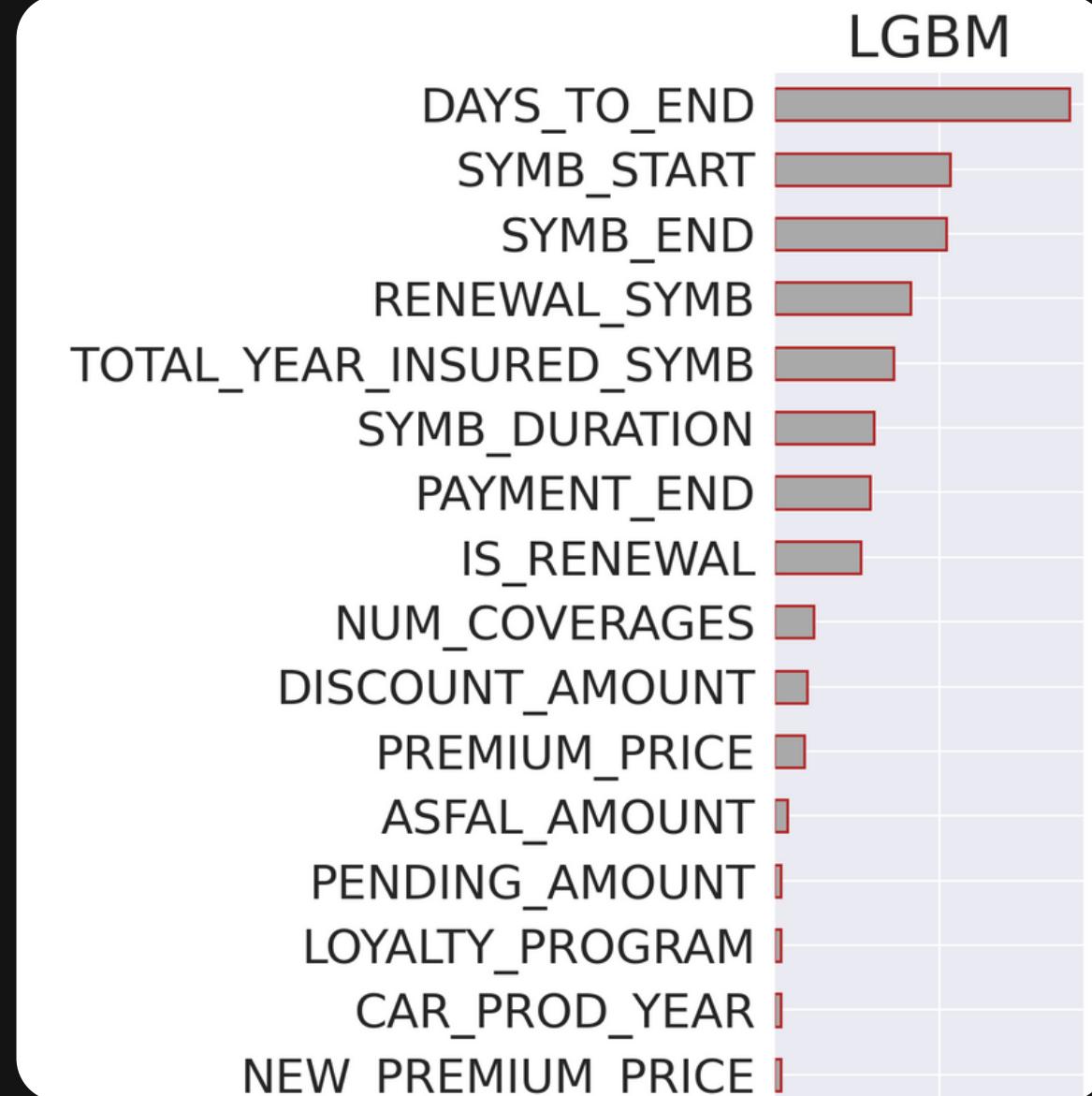
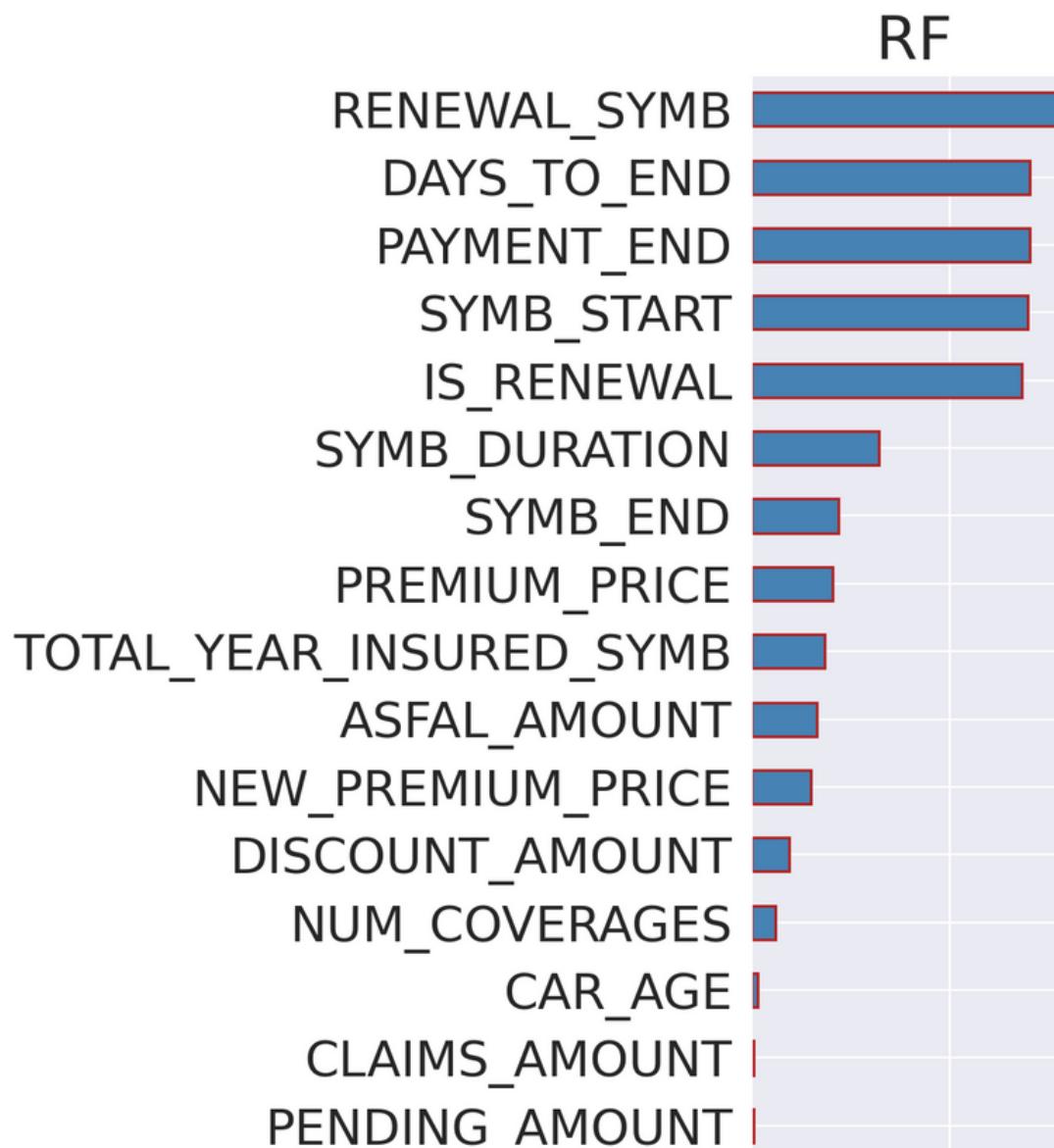


Logistic regression → less false positives

Random Forest → less false negatives

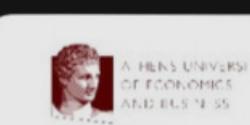
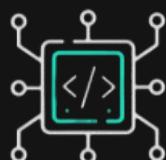
Gradient Boosting → less false negatives

How to keep a client

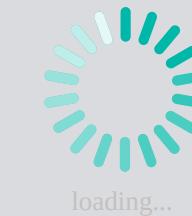


- Use contracts with **bigger duration**
- Decrease amount of insurance **fee**
- Make all contracts **renewable**
- Communicate with clients **more**

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CUSTOMER ID : 105986



CHURN STATUS : CRITICAL

SUGGESTED ACTIONS

RENEW : YES / NO

INCREASE COMMUNICATION
FREQUENCY



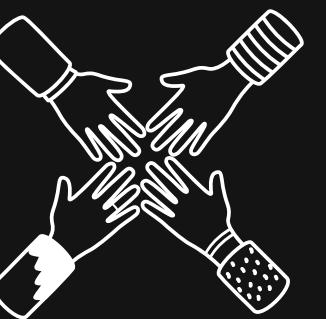
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CHURN STATUS : STABLE

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Agile Creation

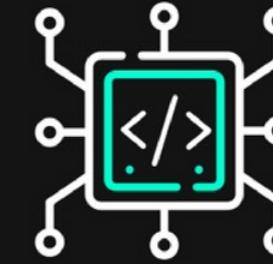


Embracing Diversity

Leontis Panagiotis
Darmanis Michael
Fortounas Alexandros
Vlachos Konstantinos

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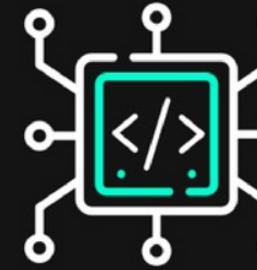
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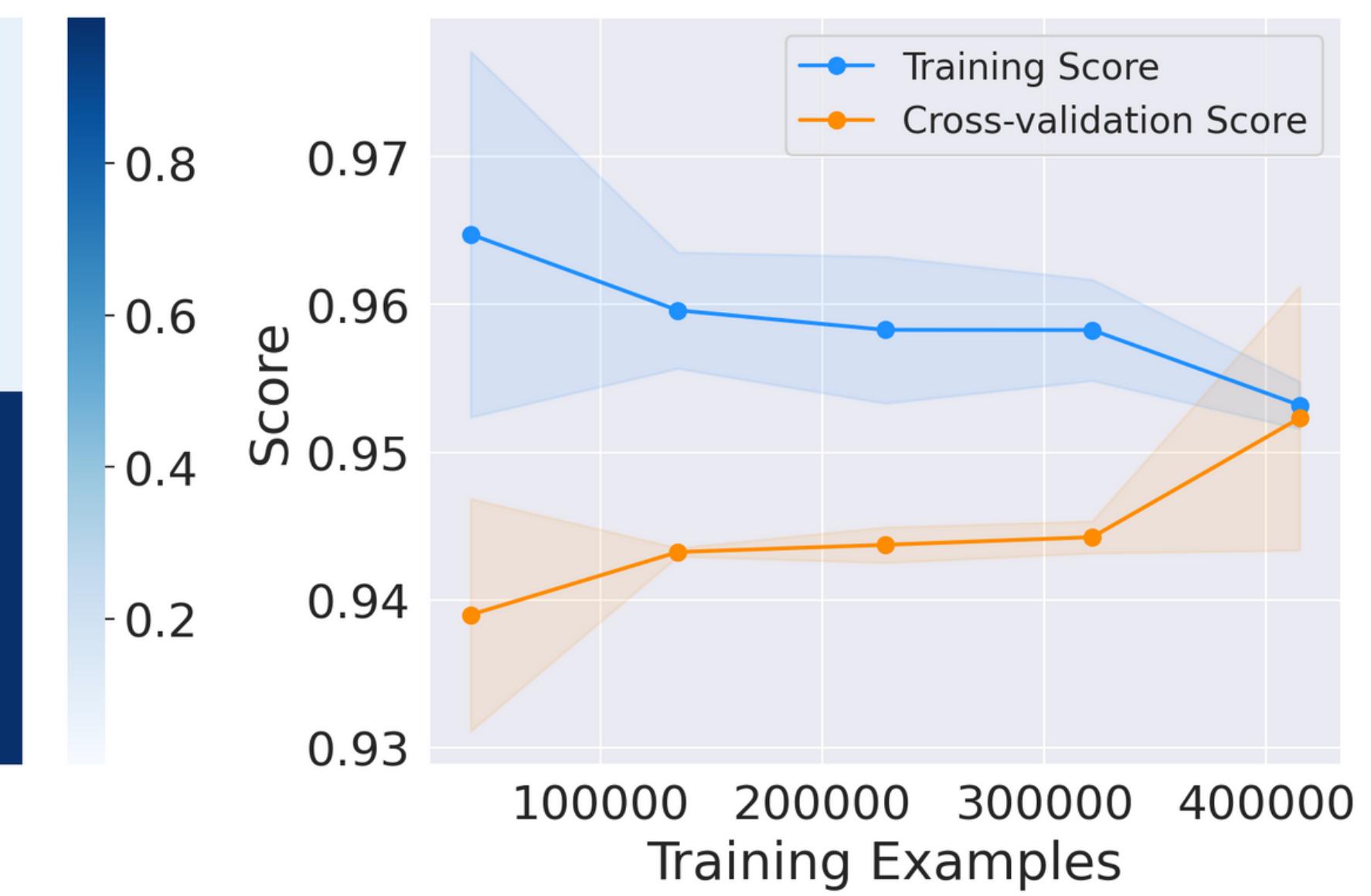
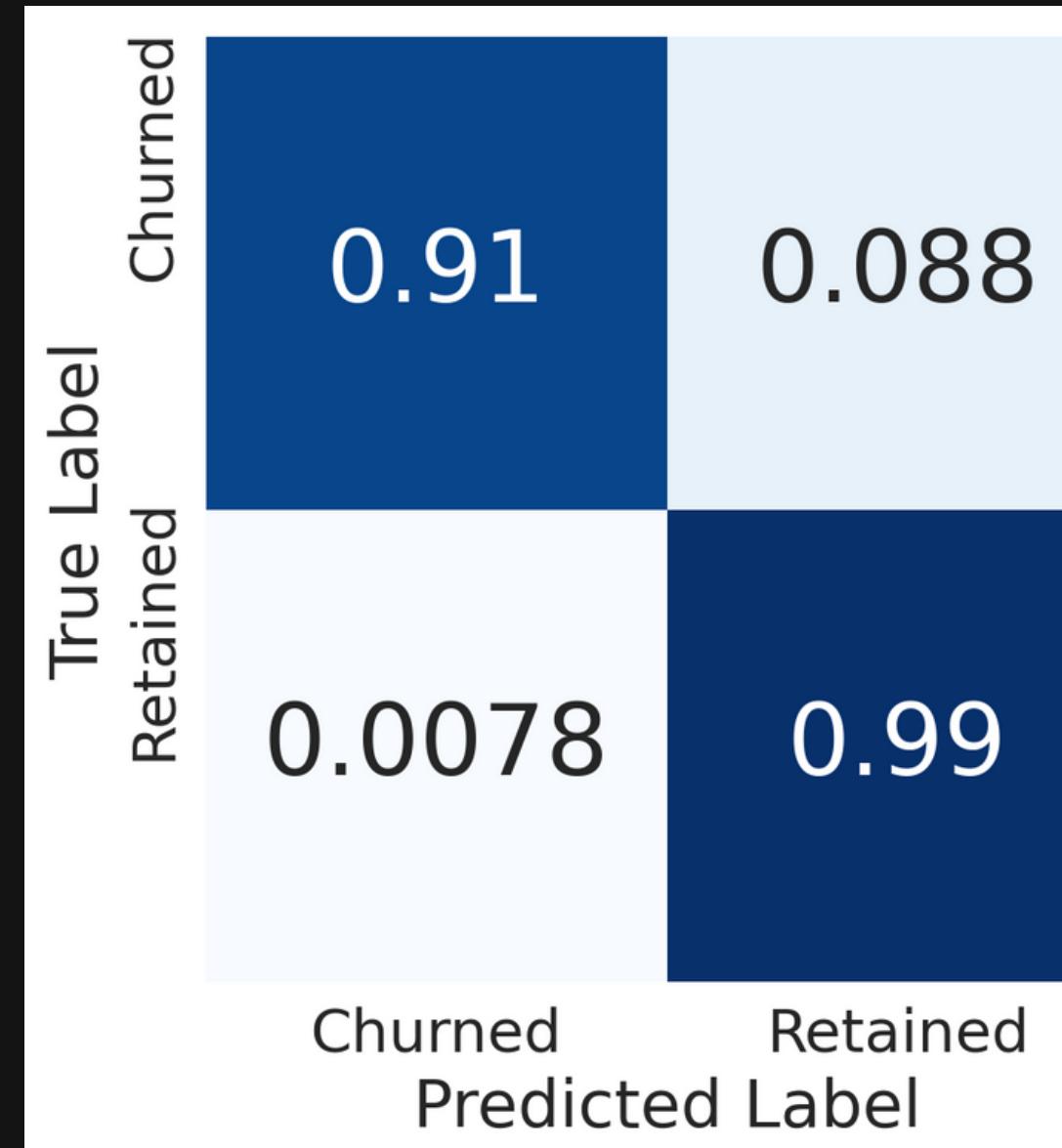
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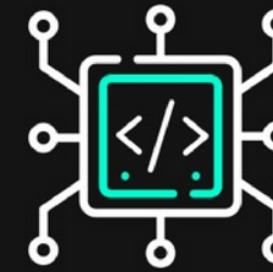
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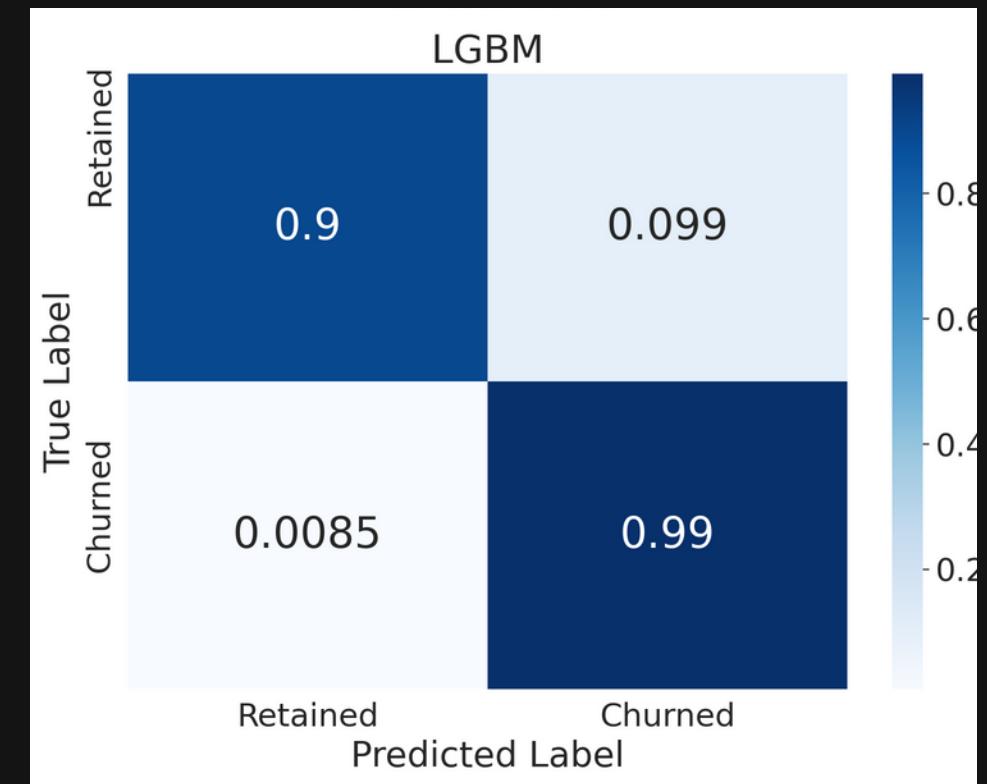
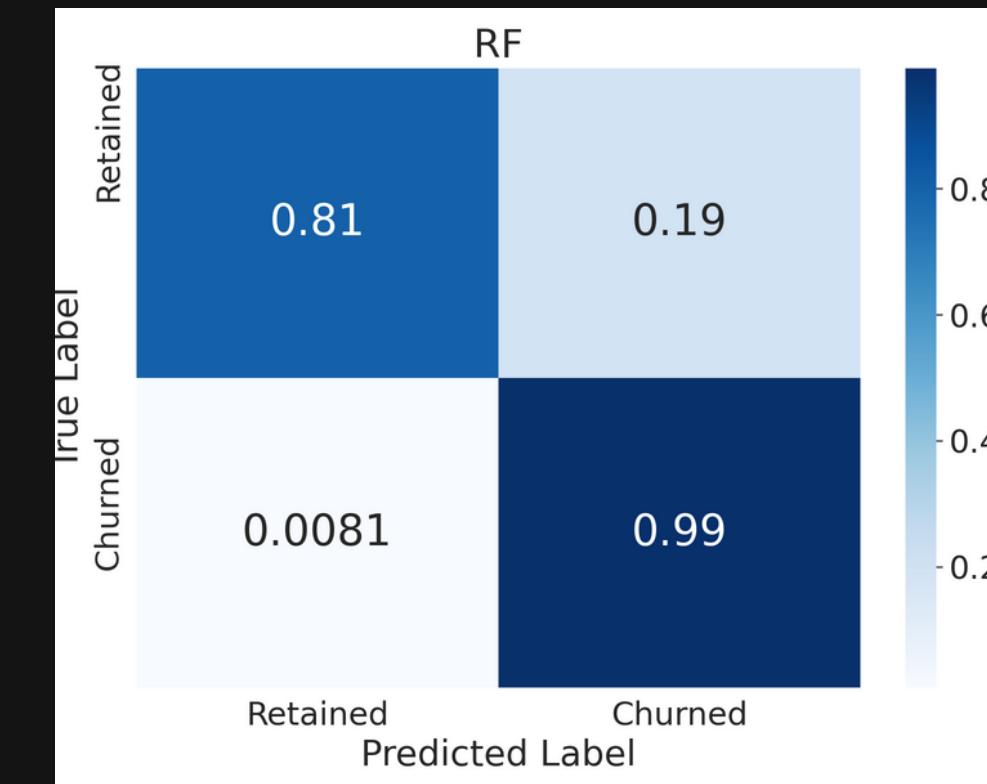
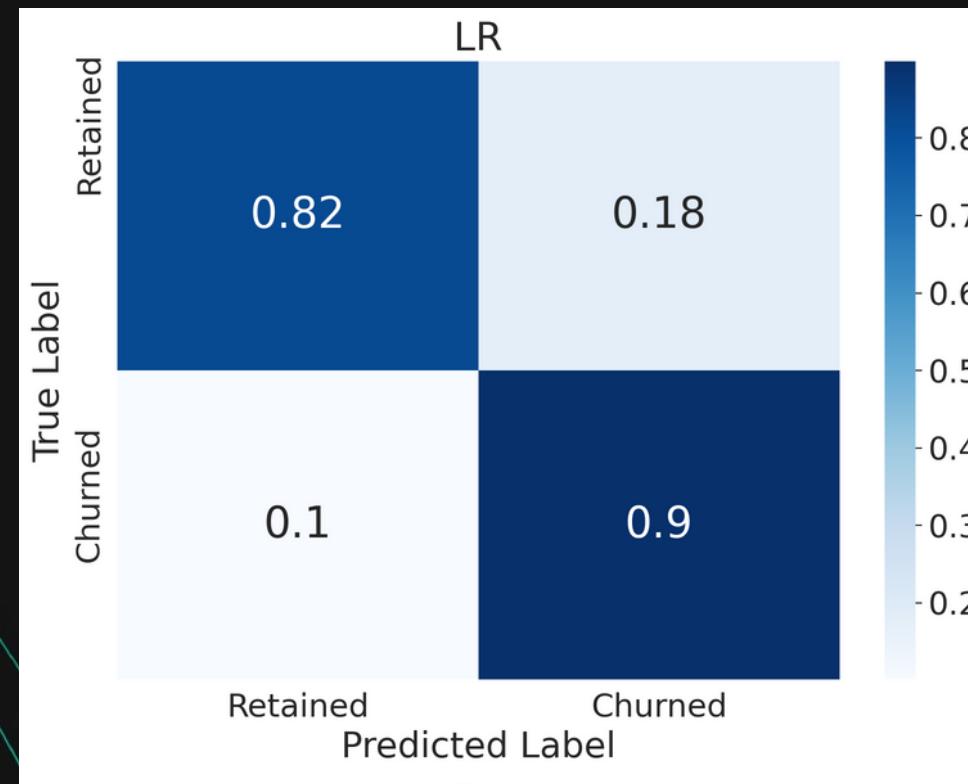


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