**User Guide of Deliverables**

**Presentation:**

* Our findings and recommendations.
* Links to the PowerBI dashboards we showed in class (at the end of the presentation)

**Ready-to-Use Code:**

* Please follow the following steps to use our code:
* Run the **step\_1.Rmd** file with your adoption table and your month billing table (Instructions given in the comments)
* Run the **step\_2.py** file
* The **new\_yes\_no\_result.csv** have the prediction results for whether customers are going to use any of the three products
* For those customers who are predicted yes in the previous step, the **new\_product\_result.csv** have the prediction of whether they are going to use each of the products

**Confusion Matrix Paragraphs:**

* Confusion matrices of our models tested on June data, and
* Discussions around them.

**EDA Copy:**

* All the exploratory analysis we did