CAPSTONE PROJECT PROPOSAL

# What is the problem you want to solve?

Based on the data from last few quarters, want to determine what will be the cancellation rate for the next quarter.

# 2. Who is your client and why do they care about this problem? In other words, what will your client DO or DECIDE based on your analysis that they wouldn’t have otherwise?

My clients are the senior executives of the company. Based on the findings, they will investigate the reasons behind the cancellations and make decisions which will help lower the cancellation rate which in turn will impact revenue.

# 3. What data are you going to use for this? How will you acquire this data?

I will be using the relevant data which will give me the declined billings, cancellations stored in our database. I will extracting the data from the tables and will be converting the values to maintain the data security.

# 4. In brief, outline your approach to solving this problem (knowing that this might change later).

I will build a predictive model based on the data set.

# 5. What are your deliverables? Typically, this would include code, along with a paper and/or a slide deck.

I will create a printout of the predicted cancellation rate for the next quarter and compare it with the past. This will include code, paper, slide deck, detailed results.