**Theme name:** Artificial intelligence

**Challenge name: Predictive Analysis – For DHL**

**Your approach to solve problem:**

**We first segmented the customers into different clusters based on the opportunities to win, KPI’s and also based on domain. They we can easily look at their common characteristics and find out their churn rate.**

**model hypothesis:**

Copy our architecture diagram

{ ……………………………input

That one with SDSCM : scm, afs

Kmeans

Ouput./…………………………………..}

**techniges/algm**

just explain abt SDSCM and Kmeans ……………………… light ahhh explaination kudu ………….. not fully