Introduction

A food delivery app has just hired you as a data analyst. It coordinates orders from different restaurants to customers in New York City. They have only been in operation a month and need more visibility into their business.

The founder would like to know what insights you can extract from the data. For example:

- Are there many repeat customers?
- Do repeat customers like to try different cuisines, or do they have favorite restaurant types?
- Is there a relationship between how long it takes to deliver a meal and the customer's rating?

They would also like to know your recommendations based on what you find. What does the data suggest their next steps should be?

Source of dataset.

Data Preparation

```
In []: # Importing libraries
    import pandas as pd
    import numpy as np
    import matplotlib.pyplot as plt
    import seaborn as sns

In []: df = pd.read_csv('/Users/ryanrichardson/VSCode Projects/food_order.csv')

In []: print(df.info())
```

```
<class 'pandas.core.frame.DataFrame'>
RangeIndex: 1898 entries, 0 to 1897
Data columns (total 9 columns):
                           Non-Null Count Dtype
    Column
    _____
0
    order id
                           1898 non-null int64
    customer id
                           1898 non-null int64
    restaurant name
                           1898 non-null object
    cuisine type
                           1898 non-null object
 3
    cost of the order
                           1898 non-null float64
    day of the week
                          1898 non-null object
    rating
                          1898 non-null object
    food preparation time 1898 non-null
                                         int64
    delivery time
                           1898 non-null
                                          int64
dtypes: float64(1), int64(4), object(4)
memory usage: 133.6+ KB
```

None

There are 1898 rows with 9 attributes. Deeper examination of the data will need to be conducted to ensure cleanliness.

```
array(['Hangawi', 'Blue Ribbon Sushi Izakaya', 'Cafe Habana',
Out[ ]:
                              'Blue Ribbon Fried Chicken', 'Dirty Bird to Go',
                              'Tamarind TriBeCa', 'The Meatball Shop', 'Barbounia',
                              'Anjappar Chettinad', 'Bukhara Grill',
                              'Big Wong Restaurant \x8c \xspace \x
                              "Lucky's Famous Burgers", 'Shake Shack', 'Sushi of Gari',
                              'RedFarm Hudson', 'Blue Ribbon Sushi',
                              'Five Guys Burgers and Fries', 'Tortaria', 'Cafe Mogador',
                              'Otto Enoteca Pizzeria', 'Vezzo Thin Crust Pizza',
                              'Sushi of Gari 46', 'The Kati Roll Company', 'Klong',
                              '5 Napkin Burger', 'TAO', 'Parm', 'Sushi Samba',
                              'Haru Gramercy Park', 'Chipotle Mexican Grill $1.99 Delivery',
                              'RedFarm Broadway', 'Cafeteria', 'DuMont Burger',
                              "Sarabeth's East", 'Hill Country Fried Chicken', 'Bistango',
                              "Jack's Wife Freda", "Mamoun's Falafel", 'Prosperity Dumpling',
                              'Blue Ribbon Sushi Bar & Grill', 'Westville Hudson',
                              'Blue Ribbon Brooklyn', 'Nobu Next Door', 'Osteria Morini',
                              'Haandi', 'Benihana', 'Han Dynasty', 'Chote Nawab',
                              'Mission Cantina', "Xi'an Famous Foods", 'Rubirosa',
                              "Joe's Shanghai \x8e \A\x8e\u00fc4\u00e4", 'Bareburger', 'The Odeon',
                              'Pongsri Thai', 'Yama Japanese Restaurant', 'Momoya',
                              'Balthazar Boulangerie', 'Cafì© China', 'Boqueria',
                              'Song Thai Restaurant & Bar', 'Five Leaves',
                              'Pinto Nouveau Thai Bistro', "Amy Ruth's", 'Pepe Giallo',
                              'indikitch', 'Yama 49', 'Piccolo Angolo', 'Pepe Rosso To Go',
                              "L'Express", 'Amma', 'Delicatessen', "S'MAC",
                              "Vanessa's Dumplings", 'Bhatti Indian Grill', 'Taro Sushi',
                              'Donburi-ya', 'Hatsuhana', 'Samurai Mama', 'Waverly Diner',
                              'Tarallucci e Vino Restaurant', "P.J. Clarke's",
                              'Lantern Thai Kitchen', 'ilili Restaurant', 'The Smile',
                              "Vanessa's Dumpling House", "Bubby's ", 'Woorijip',
                              'Dirty Bird To Go (archived)', 'Haveli Indian Restaurant',
                              'Dos Caminos', 'da Umberto', 'Sushi of Gari Tribeca',
                              'Burger Joint', 'Room Service', "Sarabeth's Restaurant",
                              'Xe May Sandwich Shop', 'Hibino', 'Mira Sushi', 'Melt Shop',
                              'J. G. Melon', 'Hummus Place', 'Saravanaa Bhavan',
                              'Friend of a Farmer', 'The Loop', 'Balade', 'Posto',
                              'Terakawa Ramen', 'Kambi Ramen House', 'Wo Hop Restaurant',
                              'Spice Thai', "Dickson's Farmstand Meats",
                              'UVA Wine Bar & Restaurant', 'Serafina Fabulous Pizza',
```

```
'Gaia Italian Cafe', 'Chola Eclectic Indian Cuisine',
'Hot Kitchen', 'Junoon', 'Ravagh Persian Grill', 'Rohm Thai',
'Dig Inn Seasonal Market', 'Olea', 'Cho Dang Gol',
'El Parador Cafe', 'Socarrat Paella Bar',
"Don's Bogam BBQ & Wine Bar", 'Alidoro', "Tony's Di Napoli",
'Cipriani Le Specialita', 'Sushi Choshi', 'Kanoyama', 'V-Nam Cafe',
'Zero Otto Nove', 'Dos Caminos Soho', 'Go! Go! Curry!',
'La Follia', 'Izakaya Ten', '12 Chairs', 'Philippe Chow',
'The MasalaWala', 'brgr', "Carmine's", 'Asuka Sushi', 'Aurora',
"Sarabeth's", 'Crema Restaurante', "Big Daddy's",
'Moonstruck on Second', 'Cafe de La Esquina', 'Olive Garden',
'67 Burger', 'Tres Carnes', "Schnipper's Quality Kitchen",
'Nha Trang One', 'Market Table', 'Galli Restaurant',
'Hampton Chutney Co.', 'Byblos Restaurant',
'Grand Sichuan International', 'Le Grainne Cafe', 'Il Bambino',
'Kori Restaurant and Bar', 'Despalta', 'Lamarca Pasta',
'Lucky Strike', "Paul & Jimmy's", 'Hunan Manor', "Coppola's East",
'Emporio', 'Wa Jeal', 'Le Zie 2000 Trattoria', 'Rye House',
"Hiroko's Place", 'Frank Restaurant', "Sarabeth's West",
"'wichcraft"], dtype=object)
```

Many of these names appear incorrect. These should be fixed:

```
In []:

badNames = ['Big Wong Restaurant \x8c_\mathbb{\mathbb{Z}_3\bar{N}_2', 'Empanada Mama (closed)', 'Chipotle Mexican Grill goodNames = ['Big Wong Restaurant', 'Empanada Mama', 'Chipotle Mexican Grill', "Joe's Shanghai # Get index values of bad names for i, name in enumerate(badNames):

value = df[df['restaurant_name'] == name].index

# Replace bad names with good names for x in value:

df.loc[x,'restaurant_name'] = goodNames[i]

# Standardize names df['restaurant_name'].apply(lambda x : x.strip().capitalize())
```

checking restaurant names again for verifying changes
df.restaurant_name.unique()

```
array(['Hangawi', 'Blue ribbon sushi izakaya', 'Cafe habana',
Out[ ]:
                'Blue ribbon fried chicken', 'Dirty bird to go',
                'Tamarind tribeca', 'The meatball shop', 'Barbounia',
                'Anjappar chettinad', 'Bukhara grill', 'Big wong restaurant',
                'Empanada mama', 'Pylos', "Lucky's famous burgers", 'Shake shack',
                'Sushi of gari', 'Redfarm hudson', 'Blue ribbon sushi',
                'Five guys burgers and fries', 'Tortaria', 'Cafe mogador',
                'Otto enoteca pizzeria', 'Vezzo thin crust pizza',
                'Sushi of gari 46', 'The kati roll company', 'Klong',
                '5 napkin burger', 'Tao', 'Parm', 'Sushi samba',
                'Haru gramercy park', 'Chipotle mexican grill', 'Redfarm broadway',
                'Cafeteria', 'Dumont burger', "Sarabeth's east",
                'Hill country fried chicken', 'Bistango', "Jack's wife freda",
                "Mamoun's falafel", 'Prosperity dumpling',
                'Blue ribbon sushi bar & grill', 'Westville hudson',
                'Blue ribbon brooklyn', 'Nobu next door', 'Osteria morini',
                'Haandi', 'Benihana', 'Han dynasty', 'Chote nawab',
                'Mission cantina', "Xi'an famous foods", 'Rubirosa',
                "Joe's shanghai", 'Bareburger', 'The odeon', 'Pongsri thai',
                'Yama japanese restaurant', 'Momoya', 'Balthazar boulangerie',
                'Cafe china', 'Boqueria', 'Song thai restaurant & bar',
                'Five leaves', 'Pinto nouveau thai bistro', "Amy ruth's",
                'Pepe giallo', 'Indikitch', 'Yama 49', 'Piccolo angolo',
                'Pepe rosso to go', "L'express", 'Amma', 'Delicatessen', "S'mac",
               "Vanessa's dumplings", 'Bhatti indian grill', 'Taro sushi',
                'Donburi-ya', 'Hatsuhana', 'Samurai mama', 'Waverly diner',
                'Tarallucci e vino restaurant', "P.j. clarke's",
                'Lantern thai kitchen', 'Ilili restaurant', 'The smile',
               "Vanessa's dumpling house", "Bubby's", 'Woorijip',
                'Haveli indian restaurant', 'Dos caminos', 'Da umberto',
                'Sushi of gari tribeca', 'Burger joint', 'Room service',
               "Sarabeth's restaurant", 'Xe may sandwich shop', 'Hibino',
                'Mira sushi', 'Melt shop', 'J. g. melon', 'Hummus place',
                'Saravanaa bhavan', 'Friend of a farmer', 'The loop', 'Balade',
                'Posto', 'Terakawa ramen', 'Kambi ramen house',
                'Wo hop restaurant', 'Spice thai', "Dickson's farmstand meats",
                'Uva wine bar & restaurant', 'Serafina fabulous pizza',
                'Gaia italian cafe', 'Chola eclectic indian cuisine',
                'Hot kitchen', 'Junoon', 'Ravagh persian grill', 'Rohm thai',
                'Dig inn seasonal market', 'Olea', 'Cho dang gol',
```

```
'El parador cafe', 'Socarrat paella bar',
                "Don's bogam bbg & wine bar", 'Alidoro', "Tony's di napoli",
                'Cipriani le specialita', 'Sushi choshi', 'Kanoyama', 'V-nam cafe',
                'Zero otto nove', 'Dos caminos soho', 'Go! go! curry!',
                'La follia', 'Izakaya ten', '12 chairs', 'Philippe chow',
                'The masalawala', 'Brgr', "Carmine's", 'Asuka sushi', 'Aurora',
                "Sarabeth's", 'Crema restaurante', "Big daddy's",
                'Moonstruck on second', 'Cafe de la esquina', 'Olive garden',
                '67 burger', 'Tres carnes', "Schnipper's quality kitchen",
                'Nha trang one', 'Market table', 'Galli restaurant',
                'Hampton chutney co.', 'Byblos restaurant',
                'Grand sichuan international', 'Le grainne cafe', 'Il bambino',
                'Kori restaurant and bar', 'Despaìta', 'Lamarca pasta',
                'Lucky strike', "Paul & jimmy's", 'Hunan manor', "Coppola's east",
                'Emporio', 'Wa jeal', 'Le zie 2000 trattoria', 'Rye house',
                "Hiroko's place", 'Frank restaurant', "Sarabeth's west",
                "'wichcraft"], dtype=object)
In [ ]: df.cuisine type.unique()
        array(['Korean', 'Japanese', 'Mexican', 'American', 'Indian', 'Italian',
Out[]:
                'Mediterranean', 'Chinese', 'Middle Eastern', 'Thai', 'Southern',
                'French', 'Spanish', 'Vietnamese'], dtype=object)
        This looks normal.
In [ ]: df.cost of the order.describe()
Out[]: count
                  1898.000000
                    16.498851
        mean
        std
                    7.483812
        min
                    4.470000
        25%
                    12.080000
        50%
                    14.140000
        75%
                    22.297500
                    35.410000
        max
        Name: cost of the order, dtype: float64
        This appears to be reasonable as well.
```

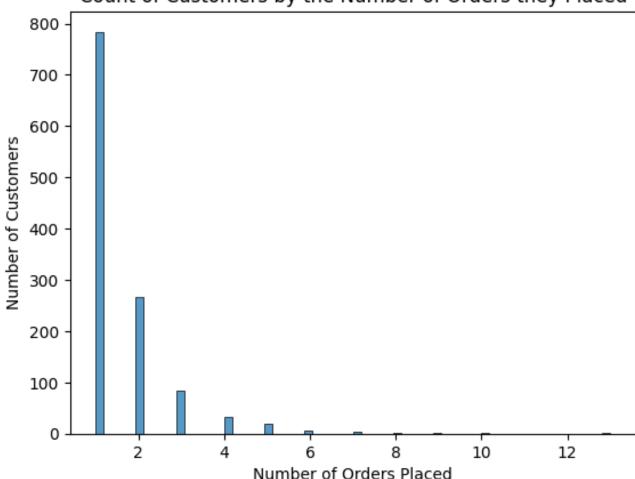
```
In [ ]: df.day of the week.unique()
         array(['Weekend', 'Weekday'], dtype=object)
Out[]:
         The day_of_the_week column also appears to be fine.
In [ ]: df.rating.unique()
         array(['Not given', '5', '3', '4'], dtype=object)
Out[ ]:
         This would be better as an integer with NA values.
In []: df.rating = df.rating.apply(pd.to numeric, args=('coerce',)).astype('Int64')
         print(df.rating.dtype, df.rating.unique())
         Int64 <IntegerArray>
         [<NA>, 5, 3, 4]
         Length: 4, dtype: Int64
In [ ]: print(df.rating.isna().sum())
         print(df.rating.describe())
         736
                    1162.0
         count
                  4.344234
         mean
         std
                  0.741478
                        3.0
         min
         25%
                        4.0
         50%
                        5.0
         75%
                        5.0
                        5.0
         max
         Name: rating, dtype: Float64
         There are an unfortunately high number of NA values in this column. This can be examined more in detail later.
        df.food preparation time.describe()
```

```
count
                  1898.000000
Out[ ]:
                    27.371970
         mean
         std
                      4.632481
         min
                     20.000000
         25%
                    23.000000
         50%
                    27.000000
         75%
                     31.000000
                     35.000000
         max
         Name: food preparation time, dtype: float64
In [ ]:
         df.delivery time.describe()
                  1898.000000
         count
Out[]:
                    24.161749
         mean
         std
                      4.972637
         min
                    15.000000
         25%
                    20.000000
         50%
                    25.000000
         75%
                    28.000000
                     33.000000
         max
         Name: delivery time, dtype: float64
         It would also be helpful to have another calculated column: total_time_from_order.
In [ ]:
         df['total time from order'] = df.delivery time + df.food preparation time
         df.total time from order.describe()
                  1898.000000
         count
Out[ ]:
                    51.533720
         mean
                      6.833603
         std
         min
                     35.000000
         25%
                    47.000000
         50%
                    52.000000
         75%
                    56.000000
         max
                     68.000000
         Name: total time from order, dtype: float64
```

Exploratory Data Analysis

```
In []: df[['order id', 'customer id']] = df[['order id', 'customer id']].astype(str)
        print(df.info())
        <class 'pandas.core.frame.DataFrame'>
        RangeIndex: 1898 entries, 0 to 1897
        Data columns (total 10 columns):
             Column
                                   Non-Null Count Dtype
            _____
            order id
                                   1898 non-null object
            customer id
                                   1898 non-null object
            restaurant name
                                  1898 non-null object
                                  1898 non-null object
            cuisine type
         3
            cost of the order
                                  1898 non-null float64
            day of the week
                                  1898 non-null object
            rating
                                  1162 non-null Int64
         6
             food preparation time 1898 non-null int64
            delivery time
                                  1898 non-null int64
            total time from order 1898 non-null int64
        dtypes: Int64(1), float64(1), int64(3), object(5)
        memory usage: 150.3+ KB
        None
In []: repCust = df.customer id.value counts(ascending=False)
        sns.histplot(repCust)
        plt.xlabel('Number of Orders Placed')
        plt.ylabel('Number of Customers')
        plt.title('Count of Customers by the Number of Orders they Placed')
        plt.show()
```

Count of Customers by the Number of Orders they Placed



There are 1200 total unique customers, and only 416 repeat customers. 784 customers have not p laced a second order.

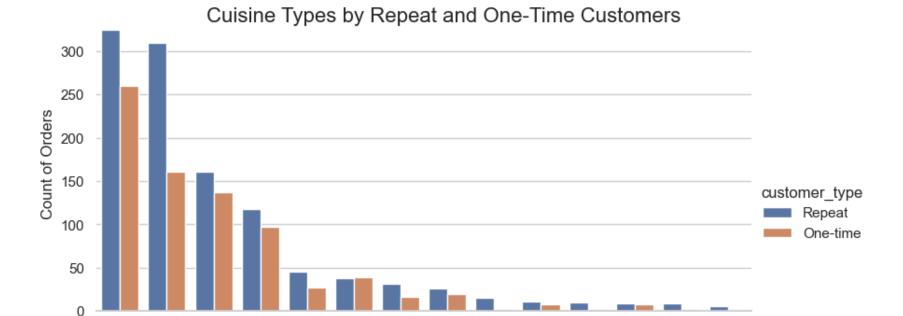
```
In []: repeats_df = df[df.duplicated(subset=['customer_id'], keep=False)]
    one_timers_df = df.drop_duplicates(subset=['customer_id'], keep=False)
# Data sanity checks:
```

```
print('Repeated customers data frame shape:', repeats_df.shape, 'and number of repeated custom
print('One time customers data frame shape:', one_timers_df.shape, 'and number of one-time cus
```

Repeated customers data frame shape: (1114, 10) and number of repeated customers: 416 One time customers data frame shape: (784, 10) and number of one-time customers: 784

The differences between these customers can now be more easily compared:

```
In [ ]: # Compute value counts for cuisine types in each DataFrame
        repeat cuisine counts = repeats df['cuisine type'].value counts()
        one time cuisine counts = one timers df['cuisine type'].value counts()
        # Create a new DataFrame with the combined data and count column
        combined cuisine counts = pd.DataFrame({
            'cuisine type': repeat cuisine counts.index.tolist() + one time cuisine counts.index.tolis
            'count': repeat cuisine counts.values.tolist() + one time cuisine counts.values.tolist(),
            'customer type': ['Repeat'] * len(repeat cuisine counts) + ['One-time'] * len(one time cui
        })
        # Create the joint plot with subplots
        sns.set(style="whitegrid")
        g = sns.catplot(x="cuisine type", y="count", hue="customer type", data=combined cuisine counts
                        kind="bar", height=4, aspect=2)
        g.despine(left=True)
        q.set axis labels("Cuisine Type", "Count of Orders")
        g.set titles("{col name}")
        g.set xticklabels(rotation=45)
        q.fiq.suptitle('Cuisine Types by Repeat and One-Time Customers', fontsize=16)
        plt.show()
```

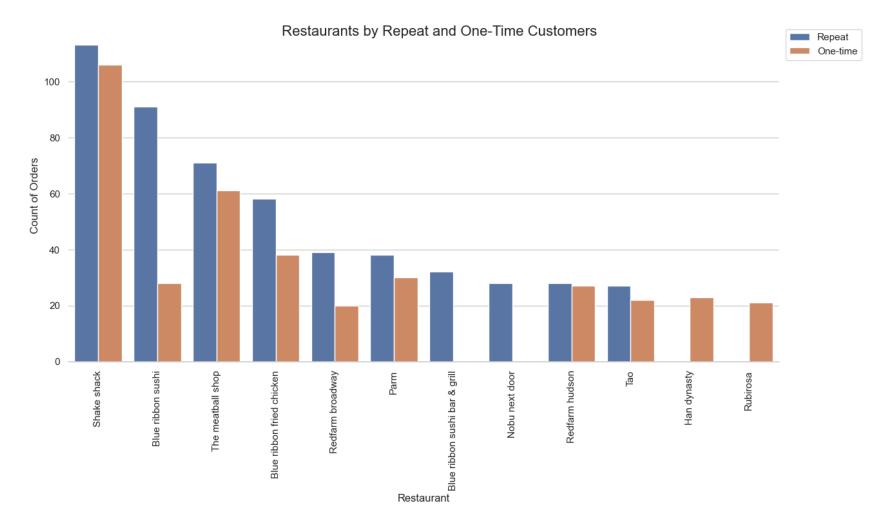


Largely, the cuisine preferences between one time or repeat customers is the same. The order count is naturally less for one-time customers, but ratios are roughly similar, although, proportionally, repeat customers order more Japanese cuisine.

Cuisine Type

Indian

```
'customer type': ['Repeat'] * len(repeat restaurant counts) + ['One-time'] * len(one time
})
# Create the joint plot with subplots
sns.set(style="whitegrid")
g = sns.catplot(x="restaurant name", y="count", hue="customer type", data=combined restaurant
                kind="bar", height=6, aspect=2)
g.despine(left=True)
g.set axis labels("Restaurant", "Count of Orders")
g.set titles("{col name}")
g.set xticklabels(rotation=90)
g.fig.suptitle('Restaurants by Repeat and One-Time Customers', fontsize=16)
# Remove the original legend
g. legend.remove()
# Create a new legend and shift it down
handles, labels = g.ax.get legend handles labels()
g.ax.legend(handles, labels, bbox to anchor=(
    1.01, 1), loc='upper left', borderaxespad=0.)
plt.show()
```



Many of the restaurants between repeat and one-time customers on this list also overlap, although Blue Ribbon Sushi (and Blue Ribbon Sushi Bar & Grill? Is this a different restaurant?) garners many more repeat customers than not. Additionally, Nobu Next Door also generated some extra business as well.

```
In []: #Create categories for repeat and One-time customers
    repeats_df = repeats_df.copy()
    repeats_df['customer_type'] = 'Repeat'
    one_timers_df = one_timers_df.copy()
    one_timers_df['customer_type'] = 'One-time'

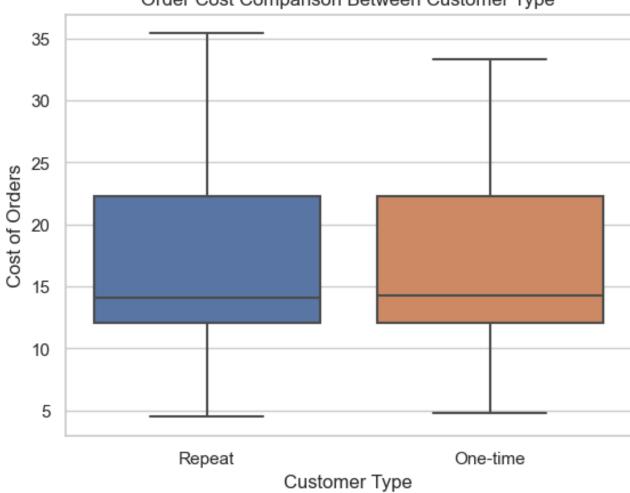
#Now bring this new column into the original data frame
```

```
df = pd.concat([repeats_df, one_timers_df])
sns.set(style="whitegrid")
sns.boxplot(x='customer_type', y='cost_of_the_order', data=df)

plt.title('Order Cost Comparison Between Customer Type')
plt.xlabel('Customer Type')
plt.ylabel('Cost of Orders')

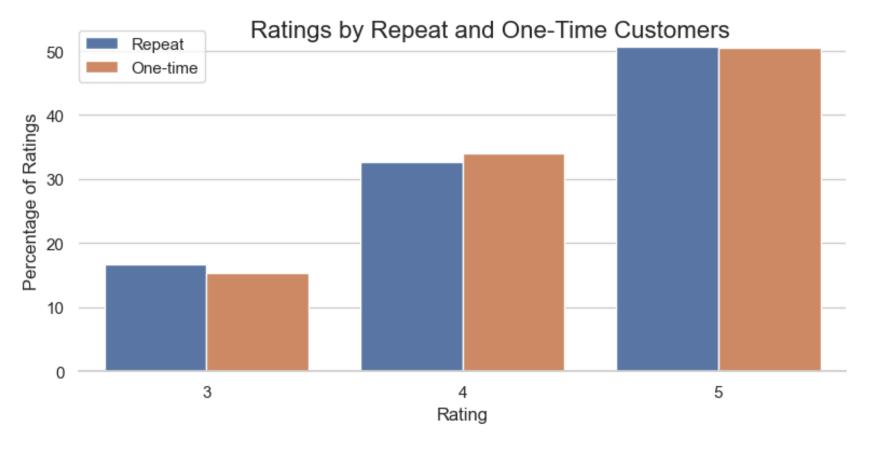
plt.show()
```





There is minimal difference in order cost between repeat customers and one-time customers.

```
In [ ]: # Compute value counts for cuisine types in each DataFrame
        repeat rating counts = repeats df['rating'].value counts()
        one time rating counts = one timers df['rating'].value counts()
        # Create a new DataFrame with the combined data and count column
        combined rating counts = pd.DataFrame({
            'rating': repeat rating counts.index.tolist() + one time rating counts.index.tolist(),
            'count': repeat rating counts.values.tolist() + one time rating counts.values.tolist(),
            'customer type': ['Repeat'] * len(repeat rating counts) + ['One-time'] * len(one time rati
        })
        # Calculate the total count of each customer type
        total count = combined rating counts.groupby('customer type')['count'].sum()
        # Calculate the percentage of each rating for each customer type
        combined rating counts['percent'] = combined rating counts.apply(lambda x: x['count'] / total
        # Create the joint plot with subplots
        sns.set(style="whitegrid")
        g = sns.catplot(x="rating", y="percent", hue="customer type", data=combined rating counts,
                        kind="bar", height=4, aspect=2)
        q.despine(left=True)
        g.set axis labels("Rating", "Percentage of Ratings")
        g.set titles("{col name}")
        q.fiq.suptitle('Ratings by Repeat and One-Time Customers', fontsize=16)
        q. legend.remove()
        # Create a new legend and shift it down
        handles, labels = q.ax.get legend handles labels()
        g.ax.legend(handles, labels, bbox to anchor=(
            0, 1), loc='upper left', borderaxespad=0.)
        plt.show()
```



Non-Raters by Customer Type



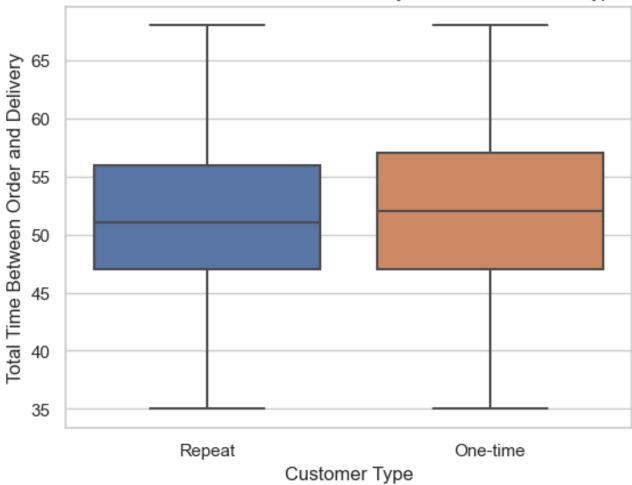
There is virtually no different in the proportion of ratings between customer types. Just shy of 40% of both repeat and one-time customers did not leave a rating, and the percentages of those that did leave a rating is almost identical as well.

```
In []: sns.set(style="whitegrid")
    sns.boxplot(x='customer_type', y='total_time_from_order', data=df)

plt.title('Total Time Between Order and Delivery For Each Customer Type')
    plt.xlabel('Customer Type')
    plt.ylabel('Total Time Between Order and Delivery')
```

plt.show()





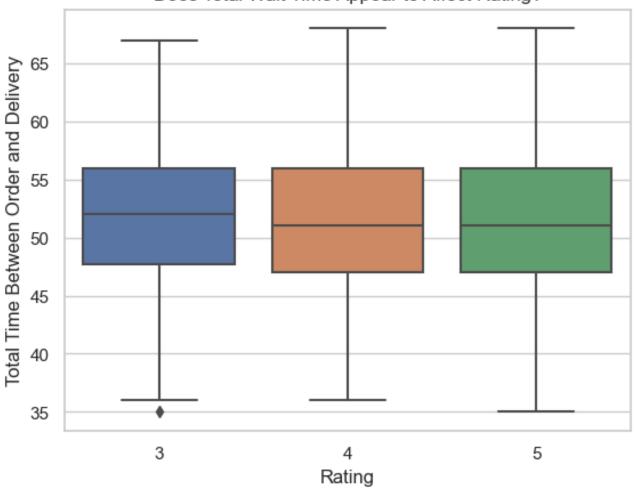
```
In []: # Create a copy of the dataframe
    df_no_na_ratings = df.copy()

# Drop rows where rating is NA
    df_no_na_ratings = df_no_na_ratings.dropna(subset=['rating'])

# Plot the boxplot
```

```
sns.set(style="whitegrid")
sns.boxplot(x='rating', y='total_time_from_order', data=df_no_na_ratings)
plt.title('Does Total Wait Time Appear to Affect Rating?')
plt.xlabel('Rating')
plt.ylabel('Total Time Between Order and Delivery')
plt.show()
```

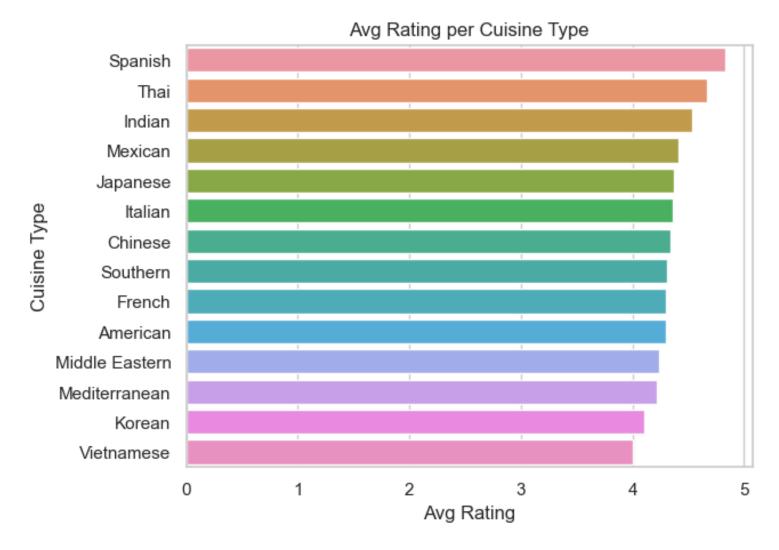
Does Total Wait Time Appear to Affect Rating?



Interestingly, total wait time does not appear to affect rating.

```
In []: # computing avg rating per cuisine type using original rating dataframe
    cuisine_type_ratings = df.groupby(['cuisine_type'])['rating'].mean().sort_values(ascending=Fal)
    cuisine_type_ratings = cuisine_type_ratings.dropna(subset='rating')

# checking barplot of avg rating per cuisine type
    sns.barplot(data=cuisine_type_ratings, y='cuisine_type', x='rating')
    plt.xlabel('Avg Rating')
    plt.ylabel('Cuisine Type')
    plt.title('Avg Rating per Cuisine Type')
    plt.show()
```



There is a fairly smooth downward curve between 5 and 4 for the average rating for different cuisine types. Nevertheless, Spanish, Thai, and Indian food appear to be the favored cuisines. It should be re-emphasized that, as seen above, the sample sizes for these cuisines is small compared to other cuisine options. Of the more common cuisines, Japanese is the highest rated cuisine type.

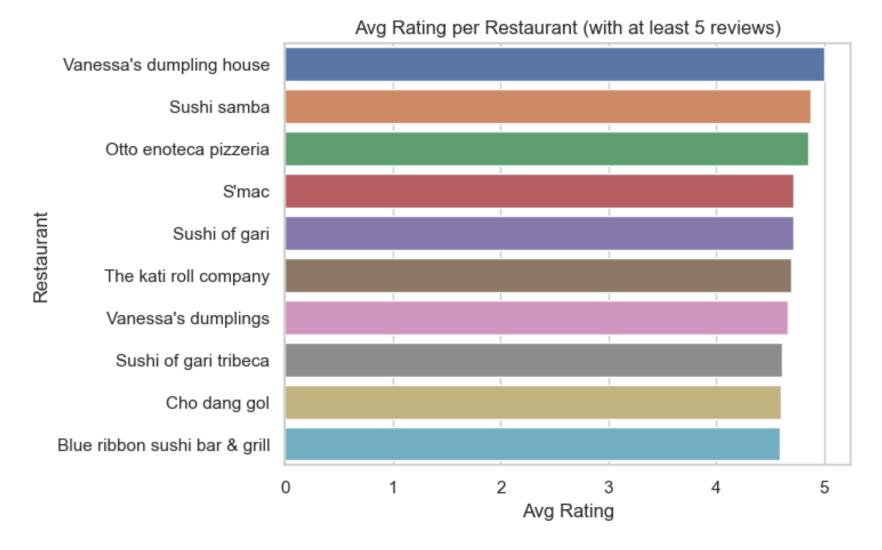
```
In []: # computing avg rating per restaurant
    restaurant_ratings = df.groupby(['restaurant_name'])['rating'].agg(['mean', 'count']).reset_in
# filter for restaurants with at least 2 reviews
```

```
restaurant_ratings = restaurant_ratings[restaurant_ratings['count'] >= 5]

# sort by average rating
restaurant_ratings = restaurant_ratings.sort_values('mean', ascending=False)

# select top 50 rated restaurants
top10_rated_restaurants = restaurant_ratings.head(10)

# plot barplot of avg rating per restaurant
sns.barplot(data=top10_rated_restaurants, y='restaurant_name', x='mean')
plt.xlabel('Avg Rating')
plt.ylabel('Restaurant')
plt.title('Avg Rating per Restaurant (with at least 5 reviews)')
plt.show()
```



Many restaurants have a mean of 5 star reviews (47 of the top 50 to be precise), filtering this to identify restaurants with at least 5 reviews that appeal to a wider audience is more helpful. Vanessa's Dumpling House is particularly well liked. Blue Ribbon Sushi also makes an appearance on this list as well.

Exploratory Introductory Insights

This introductory analysis is too brief to draw firm conclusions, but at first glance there appear to be a few opportunities to drive customer retention. There are substantially more one-time customers than repeat customers. While multivariate analysis reveals many similar behaviours and shared attributes, a couple of opportunities stand out. Notably, a few Japanese restaurants appear to drive repeat customers - particularly Blue Ribbon Sushi - which also has consistently high reviews. Without deeper analysis, I would suggest running a promotional campaign on this restaurant to see if it does indeed drive customer retention.

Ideally, follow up analysis would involve a more thorough statistical approach looking at correlations and running predictive models to predict repeat customers. Identifying contributing variables could be helpful to formulate follow up strategy.