



## Case Study: Cyclistic bike share

How does a bike-share navigate speedy success?



### Problem Statement

You are a junior data analyst working in the marketing analyst team at Cyclistic, a bike-share company in Chicago. The director of marketing believes the company's future success depends on maximizing the number of annual memberships. Therefore, your team wants to understand how casual riders and annual members use Cyclistic bikes differently. From these insights, your team will design a new marketing strategy to convert casual riders into annual members. But first, Cyclistic executives must approve your recommendations, so they must be backed up with compelling data insights and professional data visualizations.

### Characters and teams

**Cyclists:** A bike-share program that features more than 5,800 bicycles and 600 docking stations. Cyclistic sets itself apart by also offering reclining bikes, hand tricycles, and cargo bikes, making bike-share more inclusive to people with disabilities and riders who can't use a standard two-wheeled bike. The majority of riders opt for traditional bikes; about 8% of riders use the assistive options. Cyclistic users are more likely to ride for leisure, but about 30% use them to commute to work each day.

**Lily Moreno:** The director of marketing and your manager. Moreno is responsible for the development of campaigns and initiatives to promote the bike-share program. These may include email, social media, and other channels.

**Cyclistic marketing analytics team:** A team of data analysts who are responsible for collecting, analyzing, and reporting data that helps guide Cyclistic marketing strategy. You joined this team six months ago and have been busy learning about Cyclistic

mission and business goals — as well as how you, as a junior data analyst, can help Cyclistic achieve them.

Cyclistic executive team: The notoriously detail-oriented executive team will decide whether to approve the recommended marketing program.

## About the company

In 2016, Cyclistic launched a successful bike-share offering. Since then, the program has grown to a fleet of 5,824 bicycles that are tracked and locked into a network of 692 stations across Chicago. The bikes can be unlocked from one station and returned to any other station in the system at a time.

Until now, Cyclistic's marketing strategy relied on building general awareness and appealing to broad consumer segments. One approach that helped make these things possible was the flexibility of its pricing plans: single-ride passes, full-day passes, and annual memberships. Customers who purchase single-ride or full-day passes are referred to as casual riders. Customers who purchase annual memberships are Cyclistic members.

Cyclistic's finance analysts have concluded that annual members are much more profitable than casual riders. Although the pricing flexibility helps Cyclistic attract more customers, Moreno believes that maximizing the number of annual members will be key to future growth. Rather than creating a marketing campaign that targets all new customers, Moreno believes there is a very good chance to convert casual riders into members. She notes that casual riders are already aware of the Cyclistic program and have chosen Cyclistic for their mobility needs.

Moreno has set a clear goal: Design marketing strategies aimed at converting casual riders into annual members. To do that, however, the marketing analyst team needs to better understand how annual members and casual riders differ, why casual riders would buy a membership, and how digital media could affect their marketing tactics. Moreno and her team are interested in analyzing the Cyclistic historical bike trip data to identify trends.

## Phase 1 - Ask

To design marketing strategies aimed at converting casual riders into annual members, the goal is to determine

**“how do annual members and casual riders use Cyclistic bikes differently?”**

**“How can we attract Potential Customers”**

## Phase 2 - Prepare

To analyze and identify trends, I'm going to use the previous 12 months of Cyclistic's historical trip data made available by Motivate International Inc.

The data is reliable as it was obtained directly from the company.

The files are in CSV format and have:

1. The unique identification information for each trip (primary key) "ride\_id"
2. The type of transport used as "rideable\_type"
3. The type of user (casual or member) is "member\_casual"
4. The date and time of the start of the tour as "started\_at"
5. The date and time of the end of the tour as "ended\_at"
6. The name of the start station is "start\_station\_name"
7. The identification key of the start station is "start\_station\_id"
8. The name of the end station is "end\_station\_name"
9. The identification key of the end station is "end\_station\_id"
10. Geographic data (latitude and longitude) of the start-end stations as "start\_lat", "start\_lng", "end\_lat" and "end\_lng".

## Phase 3 - Process

We are using the Pandas library for Data Processing. With Python, we can handle large amounts of data efficiently and quickly.

Importing the Pandas library:

```
import pandas as pd
```

Reading the files and defining variables:

```
df_2022_02 = pd.read_csv('202202.csv')
df_2022_03 = pd.read_csv('202203.csv')
df_2022_04 = pd.read_csv('202204.csv')
df_2022_05 = pd.read_csv('202205.csv')
df_2022_06 = pd.read_csv('202206.csv')
df_2022_07 = pd.read_csv('202207.csv')
df_2022_08 = pd.read_csv('202208.csv')
df_2022_09 = pd.read_csv('202209.csv')
df_2022_10 = pd.read_csv('202210.csv')
df_2022_11 = pd.read_csv('202211.csv')
df_2022_12 = pd.read_csv('202212.csv')
df_2023_01 = pd.read_csv('202301.csv')
```

Checking the structure and formatting of data

frames:

Input -

```
# Display information from the DataFrame
df_2022_02.info()
```

Output-

```
<class 'pandas.core.frame.DataFrame'>
RangeIndex: 115609 entries, 0 to 115608
Data columns (total 13 columns):
 #   Column                Non-Null Count  Dtype  
---  -
 0   ride_id               115609 non-null object  
 1   rideable_type         115609 non-null object  
 2   started_at            115609 non-null object  
 3   ended_at              115609 non-null object  
 4   start_station_name    97029 non-null  object  
 5   start_station_id      97029 non-null  object  
 6   end_station_name      95254 non-null  object  
 7   end_station_id        95254 non-null  object  
 8   start_lat             115609 non-null float64 
 9   start_lng             115609 non-null float64 
10   end_lat               115532 non-null float64 
11   end_lng               115532 non-null float64 
12   member_casual         115609 non-null object  
dtypes: float64(4), object(9)
memory usage: 11.5+ MB
```

Some inconsistencies are noted:

- 1 - The time attributes "started\_at" and "ended\_at" are in string format.

```
<class 'pandas.core.frame.DataFrame'>
RangeIndex: 115609 entries, 0 to 115608
Data columns (total 13 columns):
#   Column                Non-Null Count  Dtype
---  -
0   ride_id                115609 non-null object
1   rideable_type          115609 non-null object
2   started_at            115609 non-null object
3   ended_at              115609 non-null object
4   start_station_name     97029 non-null  object
5   start_station_id       97029 non-null  object
6   end_station_name       95254 non-null  object
7   end_station_id         95254 non-null  object
8   start_lat              115609 non-null float64
9   start_lng              115609 non-null float64
10  end_lat                115532 non-null float64
11  end_lng                115532 non-null float64
12  member_casual          115609 non-null object
dtypes: float64(4), object(9)
memory usage: 11.5+ MB
```

2. Null values are shown in the attributes "start\_station\_name", "start\_station\_id", "end\_station\_name", "end\_station\_id", "end\_lat" and "end\_lng".

```
<class 'pandas.core.frame.DataFrame'>
RangeIndex: 115609 entries, 0 to 115608
Data columns (total 13 columns):
#   Column                Non-Null Count  Dtype
---  -
0   ride_id                115609 non-null object
1   rideable_type          115609 non-null object
2   started_at            115609 non-null object
3   ended_at              115609 non-null object
4   start_station_name     97029 non-null  object
5   start_station_id       97029 non-null  object
6   end_station_name       95254 non-null  object
7   end_station_id         95254 non-null  object
8   start_lat              115609 non-null float64
9   start_lng              115609 non-null float64
10  end_lat                115532 non-null float64
11  end_lng                115532 non-null float64
12  member_casual          115609 non-null object
dtypes: float64(4), object(9)
memory usage: 11.5+ MB
```

## Checking Other Dataframes:

'df\_2022\_03'

```
<class 'pandas.core.frame.DataFrame'>
RangeIndex: 284042 entries, 0 to 284041
Data columns (total 13 columns):
#   Column                Non-Null Count  Dtype
---  -
0   ride_id               284042 non-null object
1   rideable_type         284042 non-null object
2   started_at           284042 non-null object
3   ended_at             284042 non-null object
4   start_station_name    236796 non-null object
5   start_station_id      236796 non-null object
6   end_station_name      232885 non-null object
7   end_station_id        232885 non-null object
8   start_lat             284042 non-null float64
9   start_lng            284042 non-null float64
10  end_lat              283776 non-null float64
11  end_lng              283776 non-null float64
12  member_casual         284042 non-null object
dtypes: float64(4), object(9)
memory usage: 28.2+ MB
```

'df\_2022\_04'

```
<class 'pandas.core.frame.DataFrame'>
RangeIndex: 371249 entries, 0 to 371248
Data columns (total 13 columns):
#   Column                Non-Null Count  Dtype
---  -
0   ride_id               371249 non-null object
1   rideable_type         371249 non-null object
2   started_at           371249 non-null object
3   ended_at             371249 non-null object
4   start_station_name    300362 non-null object
5   start_station_id      300362 non-null object
6   end_station_name      295961 non-null object
7   end_station_id        295961 non-null object
8   start_lat             371249 non-null float64
9   start_lng            371249 non-null float64
10  end_lat              370932 non-null float64
11  end_lng              370932 non-null float64
12  member_casual         371249 non-null object
dtypes: float64(4), object(9)
memory usage: 36.8+ MB
```

'df\_2022\_05'

```

<class 'pandas.core.frame.DataFrame'>
RangeIndex: 634858 entries, 0 to 634857
Data columns (total 13 columns):
#   Column                Non-Null Count  Dtype
---  -
0   ride_id                634858 non-null object
1   rideable_type           634858 non-null object
2   started_at             634858 non-null object
3   ended_at               634858 non-null object
4   start_station_name     548154 non-null object
5   start_station_id       548154 non-null object
6   end_station_name       541687 non-null object
7   end_station_id         541687 non-null object
8   start_lat              634858 non-null float64
9   start_lng              634858 non-null float64
10  end_lat                634136 non-null float64
11  end_lng                634136 non-null float64
12  member_casual          634858 non-null object
dtypes: float64(4), object(9)
memory usage: 63.0+ MB

```

'df\_2022\_06'

```

<class 'pandas.core.frame.DataFrame'>
RangeIndex: 769204 entries, 0 to 769203
Data columns (total 13 columns):
#   Column                Non-Null Count  Dtype
---  -
0   ride_id                769204 non-null object
1   rideable_type           769204 non-null object
2   started_at             769204 non-null object
3   ended_at               769204 non-null object
4   start_station_name     676260 non-null object
5   start_station_id       676260 non-null object
6   end_station_name       669052 non-null object
7   end_station_id         669052 non-null object
8   start_lat              769204 non-null float64
9   start_lng              769204 non-null float64
10  end_lat                768149 non-null float64
11  end_lng                768149 non-null float64
12  member_casual          769204 non-null object
dtypes: float64(4), object(9)
memory usage: 76.3+ MB

```



'df\_2022\_07'

```
<class 'pandas.core.frame.DataFrame'>
RangeIndex: 823488 entries, 0 to 823487
Data columns (total 13 columns):
#   Column                Non-Null Count  Dtype
---  ---
0   ride_id                823488 non-null object
1   rideable_type          823488 non-null object
2   started_at            823488 non-null object
3   ended_at              823488 non-null object
4   start_station_name     711457 non-null object
5   start_station_id       711457 non-null object
6   end_station_name       702537 non-null object
7   end_station_id         702537 non-null object
8   start_lat              823488 non-null float64
9   start_lng              823488 non-null float64
10  end_lat                822541 non-null float64
11  end_lng                822541 non-null float64
12  member_casual          823488 non-null object
dtypes: float64(4), object(9)
memory usage: 81.7+ MB
```

'df\_2022\_08'

```
<class 'pandas.core.frame.DataFrame'>
RangeIndex: 785932 entries, 0 to 785931
Data columns (total 13 columns):
#   Column                Non-Null Count  Dtype
---  ---
0   ride_id                785932 non-null object
1   rideable_type          785932 non-null object
2   started_at            785932 non-null object
3   ended_at              785932 non-null object
4   start_station_name     673895 non-null object
5   start_station_id       673895 non-null object
6   end_station_name       665410 non-null object
7   end_station_id         665410 non-null object
8   start_lat              785932 non-null float64
9   start_lng              785932 non-null float64
10  end_lat                785089 non-null float64
11  end_lng                785089 non-null float64
12  member_casual          785932 non-null object
dtypes: float64(4), object(9)
memory usage: 78.0+ MB
```

'df\_2022\_09'

```

<class 'pandas.core.frame.DataFrame'>
RangeIndex: 701339 entries, 0 to 701338
Data columns (total 13 columns):
#   Column                Non-Null Count  Dtype
---  -
0   ride_id                701339 non-null object
1   rideable_type           701339 non-null object
2   started_at             701339 non-null object
3   ended_at               701339 non-null object
4   start_station_name     597559 non-null object
5   start_station_id       597559 non-null object
6   end_station_name       590154 non-null object
7   end_station_id         590154 non-null object
8   start_lat              701339 non-null float64
9   start_lng              701339 non-null float64
10  end_lat                 700627 non-null float64
11  end_lng                 700627 non-null float64
12  member_casual          701339 non-null object
dtypes: float64(4), object(9)
memory usage: 69.6+ MB

```

'df\_2022\_10'

```

<class 'pandas.core.frame.DataFrame'>
RangeIndex: 558685 entries, 0 to 558684
Data columns (total 13 columns):
#   Column                Non-Null Count  Dtype
---  -
0   ride_id                558685 non-null object
1   rideable_type           558685 non-null object
2   started_at             558685 non-null object
3   ended_at               558685 non-null object
4   start_station_name     467330 non-null object
5   start_station_id       467330 non-null object
6   end_station_name       462068 non-null object
7   end_station_id         462068 non-null object
8   start_lat              558685 non-null float64
9   start_lng              558685 non-null float64
10  end_lat                 558210 non-null float64
11  end_lng                 558210 non-null float64
12  member_casual          558685 non-null object
dtypes: float64(4), object(9)
memory usage: 55.4+ MB

```

'df\_2022\_11'

```

<class 'pandas.core.frame.DataFrame'>
RangeIndex: 337735 entries, 0 to 337734
Data columns (total 13 columns):
#   Column                Non-Null Count  Dtype
---  -
0   ride_id                337735 non-null  object
1   rideable_type           337735 non-null  object
2   started_at             337735 non-null  object
3   ended_at               337735 non-null  object
4   start_station_name     285778 non-null  object
5   start_station_id       285778 non-null  object
6   end_station_name       283476 non-null  object
7   end_station_id         283476 non-null  object
8   start_lat              337735 non-null  float64
9   start_lng              337735 non-null  float64
10  end_lat                 337505 non-null  float64
11  end_lng                 337505 non-null  float64
12  member_casual           337735 non-null  object
dtypes: float64(4), object(9)
memory usage: 33.5+ MB

```

'df\_2022\_12'

```

<class 'pandas.core.frame.DataFrame'>
RangeIndex: 181806 entries, 0 to 181805
Data columns (total 13 columns):
#   Column                Non-Null Count  Dtype
---  -
0   ride_id                181806 non-null  object
1   rideable_type           181806 non-null  object
2   started_at             181806 non-null  object
3   ended_at               181806 non-null  object
4   start_station_name     152523 non-null  object
5   start_station_id       152523 non-null  object
6   end_station_name       150648 non-null  object
7   end_station_id         150648 non-null  object
8   start_lat              181806 non-null  float64
9   start_lng              181806 non-null  float64
10  end_lat                 181678 non-null  float64
11  end_lng                 181678 non-null  float64
12  member_casual           181806 non-null  object
dtypes: float64(4), object(9)
memory usage: 18.0+ MB

```

'df\_2023\_01'

```

<class 'pandas.core.frame.DataFrame'>
RangeIndex: 190301 entries, 0 to 190300
Data columns (total 13 columns):
#   Column                Non-Null Count  Dtype
---  -
0   ride_id                190301 non-null  object
1   rideable_type           190301 non-null  object
2   started_at             190301 non-null  object
3   ended_at               190301 non-null  object
4   start_station_name     163580 non-null  object
5   start_station_id       163580 non-null  object
6   end_station_name       162461 non-null  object
7   end_station_id         162461 non-null  object
8   start_lat              190301 non-null  float64
9   start_lng              190301 non-null  float64
10  end_lat                 190174 non-null  float64
11  end_lng                 190174 non-null  float64
12  member_casual          190301 non-null  object
dtypes: float64(4), object(9)
memory usage: 18.9+ MB

```

All tables have the same structure and formatting standards. The inconsistencies found in the "df\_2022\_02" data frame are repeated in the others.

As the structure is the same, we can proceed by consolidating the tables into a single data frame.

### Consolidating tables into a single data frame

```

df_tripdata = pd.concat([df_2022_02, df_2022_03, df_2022_04, df_2022_05,
                          df_2022_06, df_2022_07, df_2022_08, df_2022_09, df_2022_10,
                          df_2022_11, df_2022_12, df_2023_01], axis=0)

```

Adjust the date/time attributes:

```

2   started_at           object
3   ended_at             object

```

```

df_tripdata['started_at'] = pd.to_datetime(df_tripdata['started_at'], format = '%Y-%m-%d %H:%M:%S')
df_tripdata['ended_at'] = pd.to_datetime(df_tripdata['ended_at'], format = '%Y-%m-%d %H:%M:%S')

```

```

<class 'pandas.core.frame.DataFrame'>
Index: 5754248 entries, 0 to 190300
Data columns (total 13 columns):
#   Column                Dtype
---  -
0   ride_id               object
1   rideable_type          object
2   started_at            datetime64[ns]
3   ended_at              datetime64[ns]
4   start_station_name     object
5   start_station_id       object
6   end_station_name       object
7   end_station_id         object
8   start_lat             float64
9   start_lng             float64
10  end_lat               float64
11  end_lng              float64
12  member_casual          object
dtypes: datetime64[ns](2), float64(4), object(7)
memory usage: 614.6+ MB

```

calculating the duration of each trip:

```

# Add column 'duration'
df_tripdata['duration'] = df_tripdata['ended_at'] - df_tripdata['started_at']

```

Adding a day of the week corresponding to the trip date column:

```

# Add column 'day_of_week'
df_tripdata['day_of_week'] = df_tripdata['started_at'].dt.day_name()

```

Searching for duplicate values in the "ride\_id" key

Input-

```

duplicates = df_tripdata['ride_id'].duplicated()
if duplicates.any():
    print('There are Duplicate values')
else:
    print('There are no duplicate values')

```

Output-

```

There are no duplicate values

```

There are no Duplicate values

Anomalies in the "duration" attribute:

Input -

```
# Anomalies in 'duration' column
df_tripdata['duration'].describe()
```

Output-

```
count          5754248
mean    0 days 00:19:18.334898148
std      0 days 02:55:19.871287872
min      -8 days +19:26:39
25%           0 days 00:05:46
50%           0 days 00:10:12
75%           0 days 00:18:20
max          28 days 17:47:15
Name: duration, dtype: object
```

Negative time values are anomalies

Counting negative or zero values to determine whether the absence of such information may impact future analysis results:

Input -

```
# Counting Negative Duration Values
count_neg_values = (df_tripdata['duration'] <= pd.Timedelta(0)).sum()
```

```
print(f'{{(count_neg_values/len(df_tripdata) ) * 100 }}%')
```

Output-

```
0.009280100544849647%
```

There are 534 invalid values out of 5754248 records i.e. 0.009280100544849647%.  
Eliminating rows with negative or zero values in the 'duration column'

Eliminating these records:

Input-

```
# Eliminating Negative Duration Values
df_tripdata = df_tripdata.loc[df_tripdata['duration'] >= pd.Timedelta(0)]
```

Output-

```

count                5754148
mean      0 days 00:19:18.492221611
std       0 days 02:55:16.751992415
min                0 days 00:00:00
25%                0 days 00:05:46
50%                0 days 00:10:12
75%                0 days 00:18:20
max       28 days 17:47:15
Name: duration, dtype: object

```

Values with duration above normal

Amount of trips equal to or greater than a day:

Input-

```

# Counting data where duration is more than one day
count_dur_greater_than_one = (df_tripdata['duration'] >= pd.Timedelta(days= 1)).sum()
printDD(f'There are {count_dur_greater_than_one} values that are greater than 1 i.e {(count_dur_greater_than_one/len(df_tripdata))}

```

Output-

There are 5390 values that are greater than 1 i.e 0.09367155658839502%

Eliminating these records for further future analysis

Input-

```

#Eliminating values where duration is more than one day
df_tripdata = df_tripdata.loc[df_tripdata['duration'] < pd.Timedelta(days= 1)]

```

Output-

```

count                5748758
mean      0 days 00:16:09.102077353
std       0 days 00:29:10.903454616
min                0 days 00:00:00
25%                0 days 00:05:46
50%                0 days 00:10:12
75%                0 days 00:18:18
max       0 days 23:59:56
Name: duration, dtype: object

```

## Searching null values

```
for attributes in df_tripdata:
    nulls = df_tripdata[attributes].isnull().sum()
    print(f'There are {nulls} null values in {attributes}')
```

```
There are 0 null values in ride_id
There are 0 null values in rideable_type
There are 0 null values in started_at
There are 0 null values in ended_at
There are 843502 null values in start_station_name
There are 843502 null values in start_station_id
There are 897393 null values in end_station_name
There are 897393 null values in end_station_id
There are 0 null values in start_lat
There are 0 null values in start_lng
There are 703 null values in end_lat
There are 703 null values in end_lng
There are 0 null values in member_casual
There are 0 null values in duration
There are 0 null values in day_of_week
```

The Attributes start\_station\_id and end\_station\_id have null values. Deleting these records will result in approx 15.61% of the data frame.

We will choose to do the first analyses with the full DataFrame and clean up the null values for the identifications of the stations at the time this information is for analysis

With everything organized, we are ready to start the analysis.



## Phase 4 - Analyze

We have analyzed the data from four major plots

1. Proportion of Users
2. Trip Count by Day of Week and Member Type
3. Count of trips started per month
4. Mean Trip Duration by Month and User Type
5. Top Stations by Casual Users

For data visualization, import the "matplotlib" library:

```
# For Data Visualization we will use 'matplotlib' library
import matplotlib.pyplot as plt
```

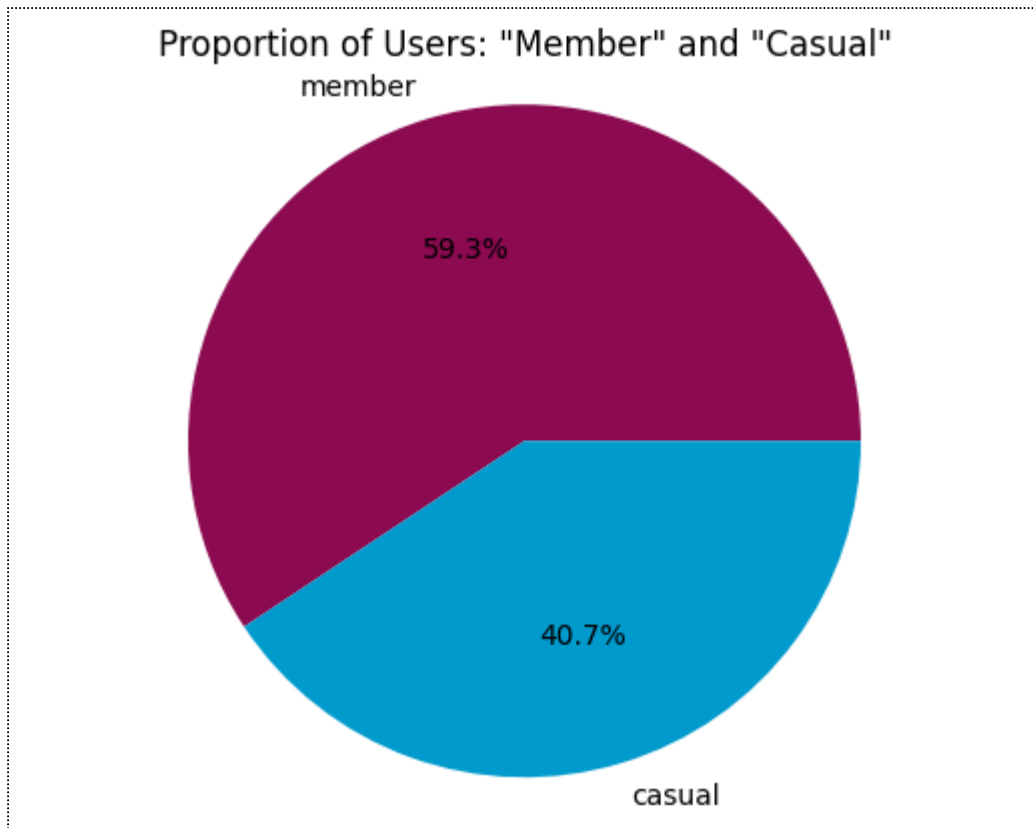
### 1. The proportion of Users

The ratio of casual users to members in the year gives an overview of the amount of potential new members. (pie chart)

```
# count of users in each category
count_users = df_tripdata['member_casual'].value_counts()
```

```
# Creating pie Chart
colors = ['#8B0A50', '#009ACD']
count_users.plot(kind='pie', autopct='%1.1f%%', colors=colors)
# set title and display chart
plt.title('Proportion of Users: "Member" and "Casual"')
plt.axis('equal')
plt.axis('off')
plt.show()
```

Plot-



- 59.3% of users are already members. 40.7% of users remain for a possible conversion. We need to understand the behavior of these 40.7% users so that we can convert them to Members.\

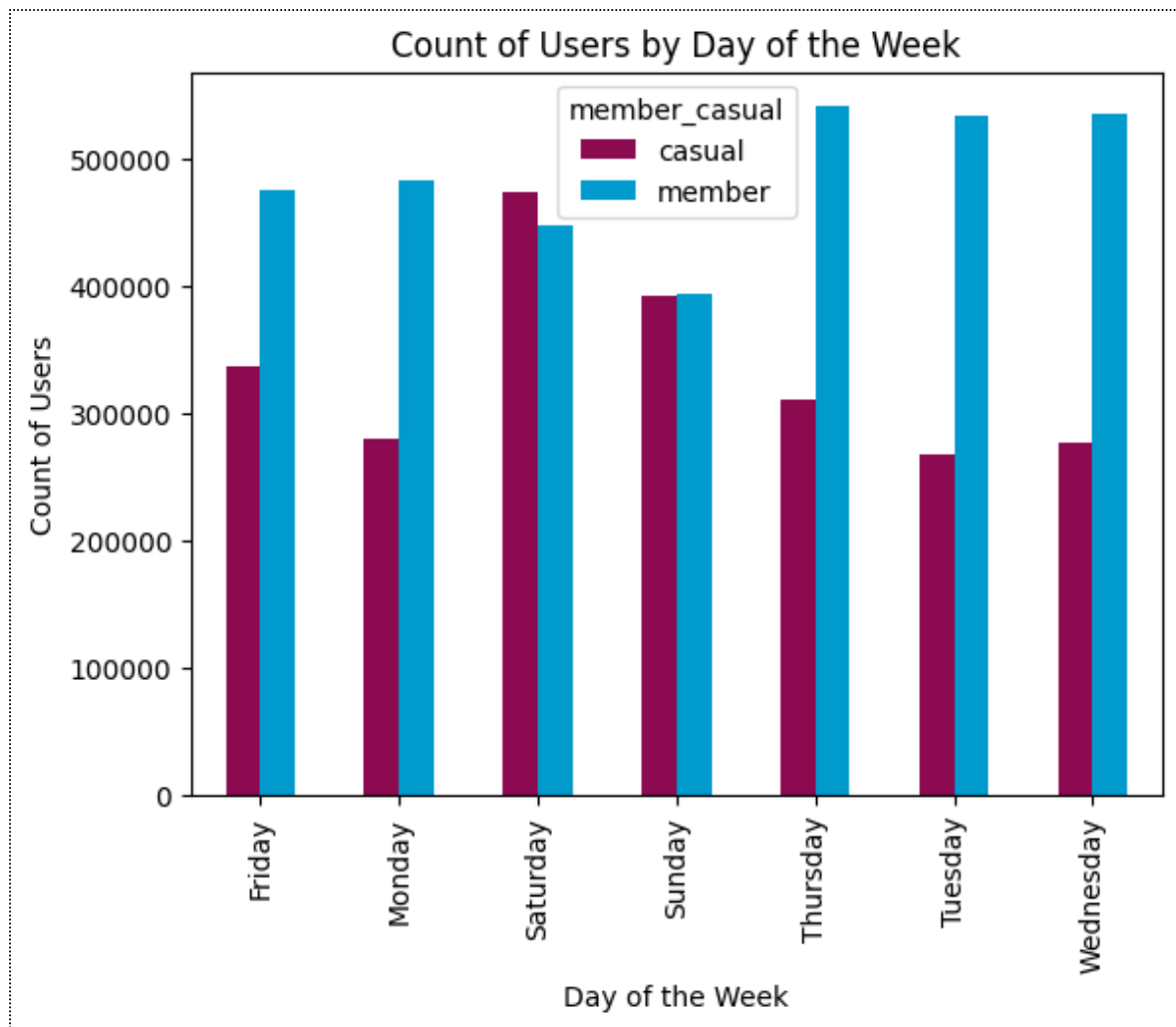
## 2. Trip Count by Day of Week and Member Type

```
# count of users in each day of week  
count_users = df_tripdata.groupby([df_tripdata['day_of_week'], 'member_casual'])['day_of_week'].count()
```

```
# Bar Chart
```

```
colors = ['#8B0A50', '#009ACD']  
count_users.unstack().plot(kind='bar', color=colors)  
plt.title('Count of Users by Day of the Week')  
plt.xlabel('Day of the Week')  
plt.ylabel('Count of Users')
```

Plot -

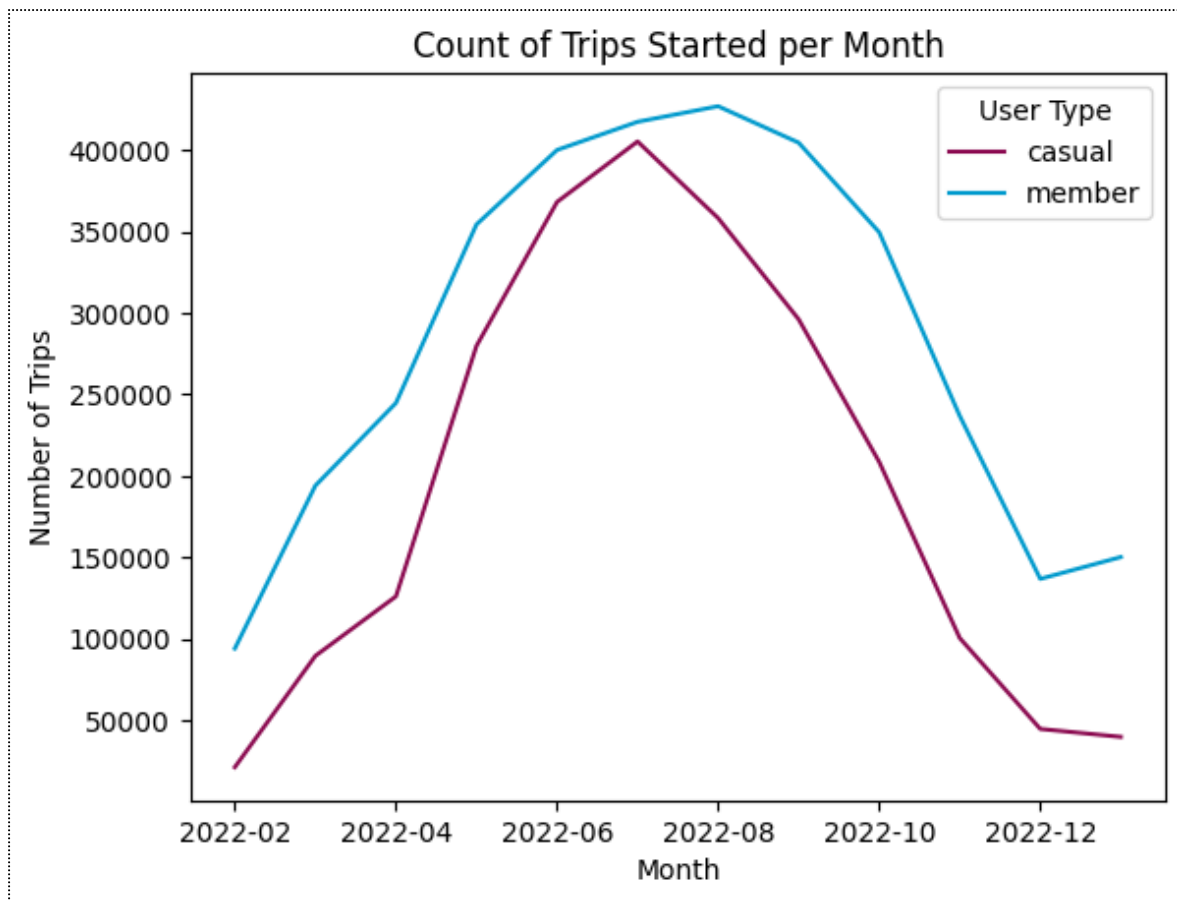


- Weekends are the best days to reach casual users.

### 3. Count of trips started per month

The variations in use among the year (seasonality) and the correlations between casual users and members can bring relevant information regarding the behavior of users at different times of the year.

```
# create the line chart
# group by month and count occurrences for each user category
count_tspm = df_tripdata.groupby([df_tripdata['started_at'].dt.strftime('%Y-%m'), 'member_casual'])['ride_id'].count()
colors = ['#8B0A50', '#009ACD']
count_tspm.unstack().plot(kind='line', color=colors)
#Title and Labels
plt.title('Count of Trips Started per Month')
plt.xlabel('Month')
plt.ylabel('Number of Trips')
plt.legend(title='User Type')
plt.show()
```

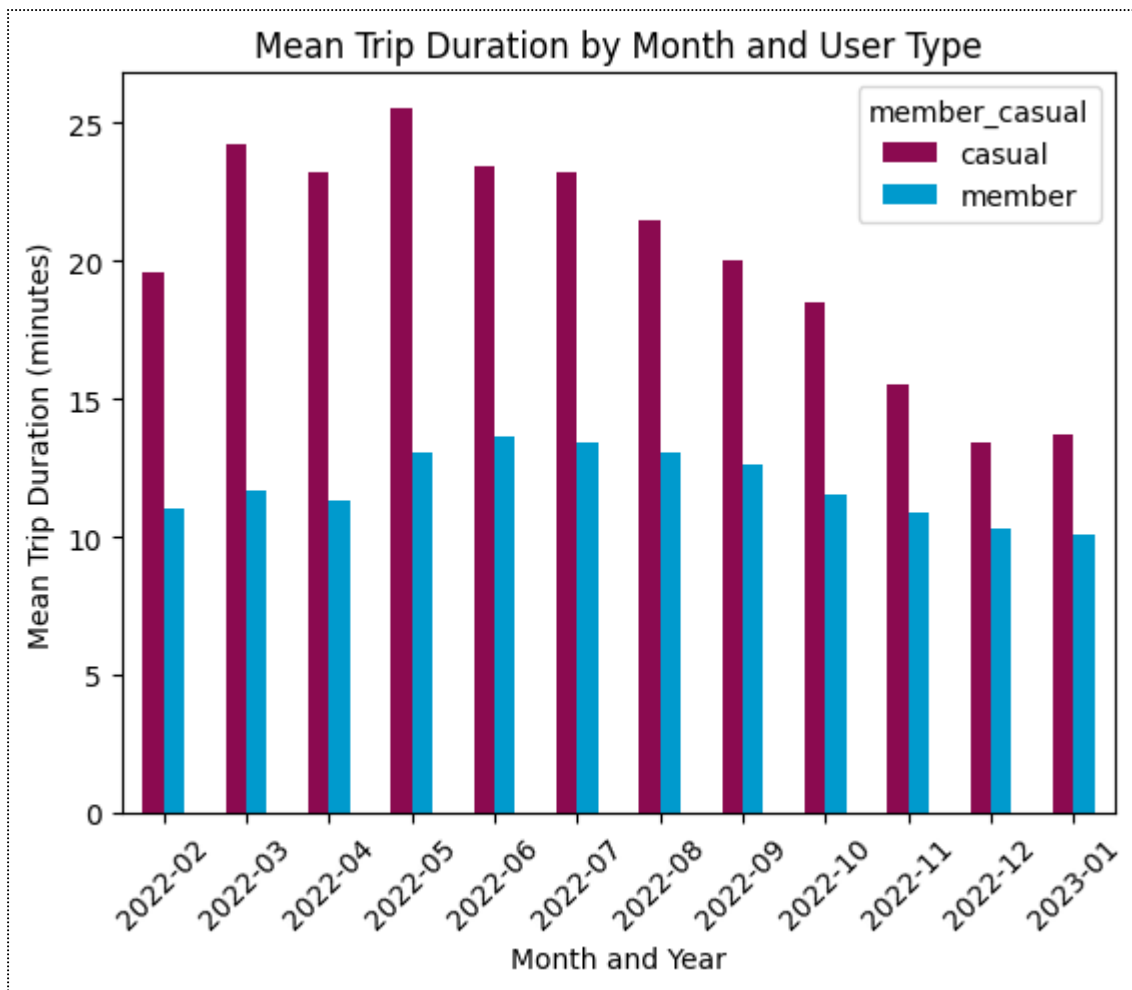


- The number of users varies significantly during the year. The service is used significantly more by subscribers and casual users in the summer. While the total number of members stayed higher throughout the year, there was a notable increase in the number of infrequent users nearly equaling the number of active users. This may indicate a user profile that includes visitors or those on vacation. Summertime is a better time to run a marketing campaign to turn non-members into members, especially in June and July.

#### 4. Mean Trip Duration by Month and User Type

```
# Mean Trip Duration by Month and User Type
mean_tspm = df_tripdata.groupby([df_tripdata['started_at'].dt.strftime('%Y-%m'), 'member_casual'])['duration'].mean().dt.total_seconds
```

```
colors = ['#8B0A50', '#009ACD']
mean_dur_user = mean_tspm.unstack().plot(kind='bar', rot=45,
color=colors)
plt.xlabel('Month and Year')
plt.ylabel('Mean Trip Duration (minutes)')
plt.title('Mean Trip Duration by Month and User Type')
```



- It is evident that casual riders often ride longer. Members ride the bikes for shorter amounts of time.  
This may indicate that casual users prefer to ride around and enjoy the day with the service, whereas members may utilize it more frequently as a means of transportation (e.g., traveling to work from home).  
However, that's only a supposition that has to be verified by surveys. We will continue analyzing the data we currently have for the time being.

## 5. Top Stations by Casual Users

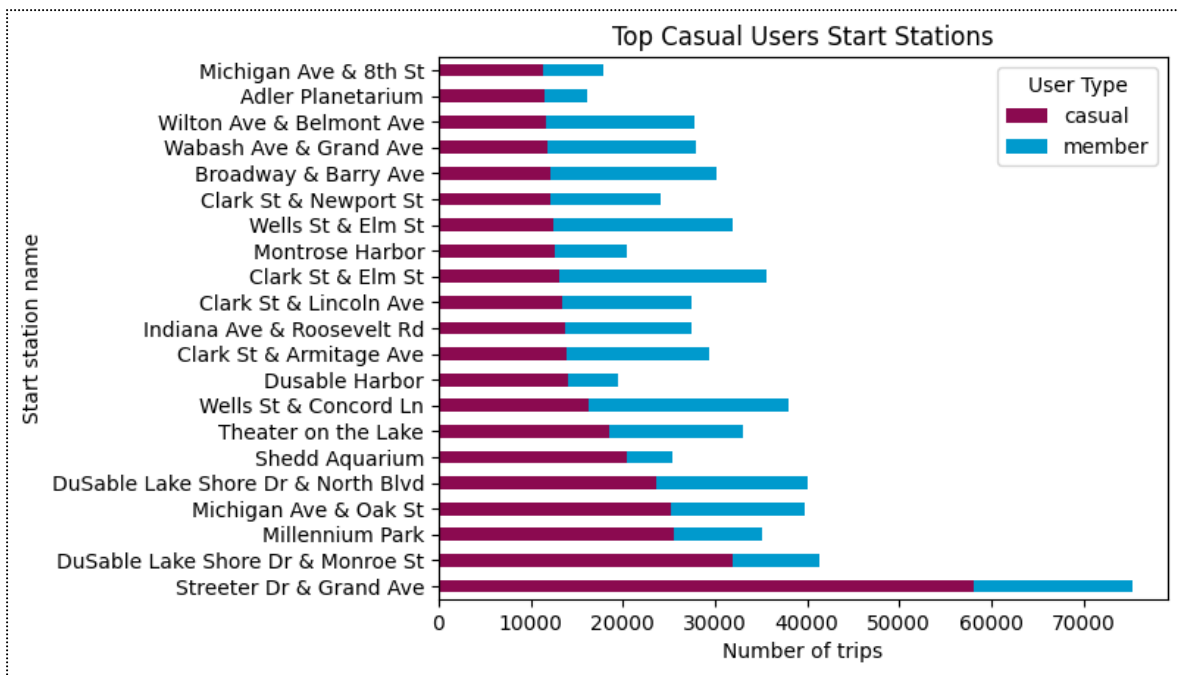
```
# eliminate rows with null values in column 'member_casual'
df_clean_member_casual = df_tripdata.dropna(subset=['member_casual'])
```

### Top Start Stations

```
df_grouped_start_station = df_clean_member_casual.groupby(['start_station_name', 'member_casual']).size().unstack()

df_grouped_start_station = df_grouped_start_station.sort_values(by='casual',
ascending=False).head(21)

colors = ['#8B0A50', '#009ACD']
df_grouped_start_station.plot(kind='barh', stacked=True, color=colors)
plt.title('Top Casual Users Start Stations')
plt.xlabel('Number of trips')
plt.ylabel('Start station name')
plt.legend(title='User Type')
plt.show()
```



- The most popular beginning location for casual users is "Streeter Dr & Grand Ave" station. It's fascinating to observe the ratios between the various user types in addition to the amount. Certain stations are utilized less frequently overall, yet they have a very sizable segment of casual users. To improve comprehension of the target audience and marketing strategies, all of these stations ought to be taken into account.

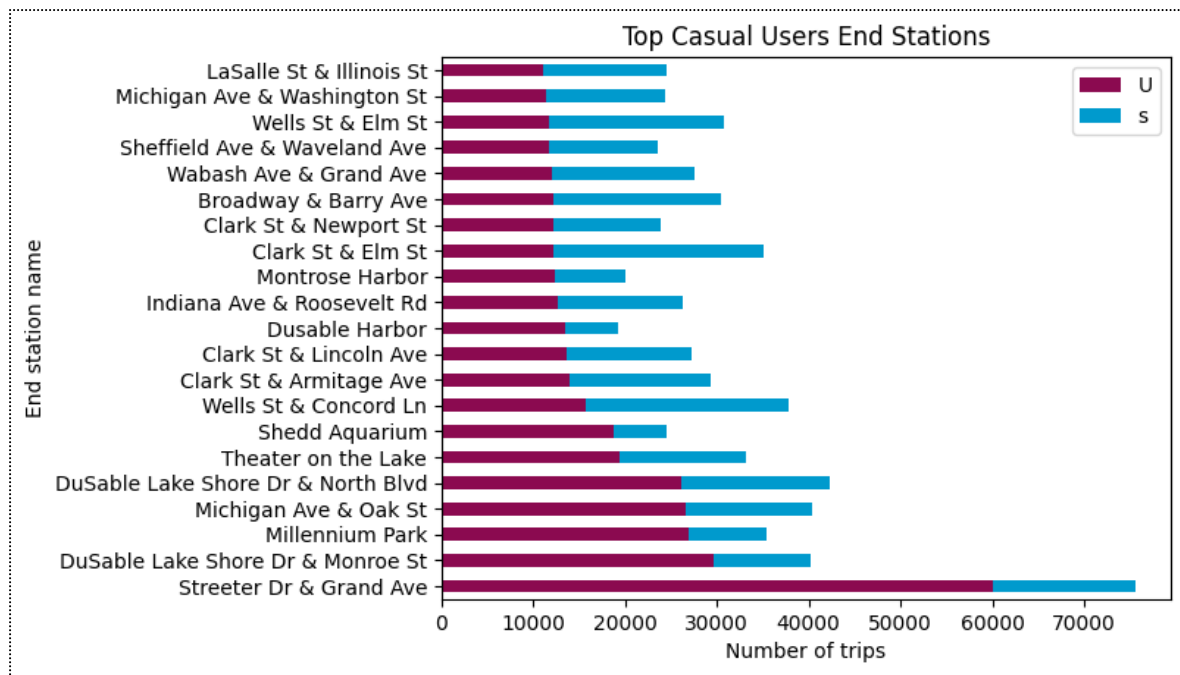
## Top End Stations

```
df_grouped_end_station = df_clean_member_casual.groupby(['end_station_name', 'member_casual']).size().unstack()

# select only the top 21 casual type counts
df_grouped_start_station = df_grouped_start_station.sort_values(by='casual',
ascending=False).head(21)

df_grouped_end_station = df_grouped_end_station.sort_values(by='casual', ascending=False).head(21)

colors = ['#8B0A50', '#009ACD']
df_grouped_end_station.plot(kind='barh', stacked=True, color=colors)
plt.title('Top Casual Users End Stations')
plt.xlabel('Number of trips')
plt.ylabel('End station name')
plt.legend('User Type')
plt.show()
```



## Phase 5 - Share

For the presentation, let's insert the charts into PowerPoint and point out the most important information and analysis.



Data Analytics Professional Certificate Capstone Project



Case Study:  
**Cyclistic Bike Share**  
How does a bike-share navigate speedy success?

BY- Unnati  
Singh

### Phase 1 - Ask

To design marketing strategies converting casual riders into annual members, the goal is to determine:

**“How do annual members and casual riders use Cyclistic bikes differently?”**



## Phase 2 - Prepare

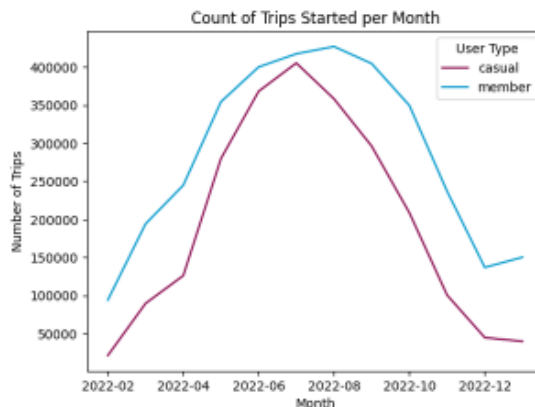
Using Cyclistic's historical trip data to analyze and identify trends:

202201	Microsoft Excel Comma Separ...	3,856 KB	No	18,567 KB	80%
202202	Microsoft Excel Comma Separ...	4,322 KB	No	20,638 KB	80%
202203	Microsoft Excel Comma Separ...	10,465 KB	No	50,533 KB	80%
202204	Microsoft Excel Comma Separ...	13,469 KB	No	65,341 KB	80%
202205	Microsoft Excel Comma Separ...	22,936 KB	No	1,14,780 KB	81%
202206	Microsoft Excel Comma Separ...	27,263 KB	No	1,40,228 KB	81%
202207	Microsoft Excel Comma Separ...	29,802 KB	No	1,49,306 KB	80%
202208	Microsoft Excel Comma Separ...	27,557 KB	No	1,42,148 KB	81%
202209	Microsoft Excel Comma Separ...	25,734 KB	No	1,38,135 KB	82%
202210	Microsoft Excel Comma Separ...	20,414 KB	No	1,09,293 KB	82%
202211	Microsoft Excel Comma Separ...	12,546 KB	No	66,348 KB	82%
202212	Microsoft Excel Comma Separ...	6,820 KB	No	35,612 KB	81%
202301	Microsoft Excel Comma Separ...	6,861 KB	No	37,551 KB	82%

## Phase 3 - Process

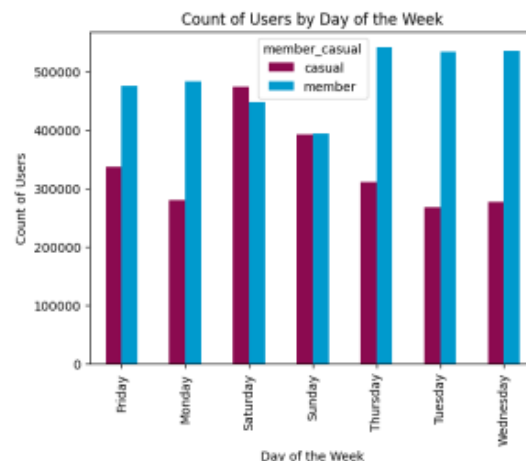
- Checked the data for errors using Python.
- Transformed the data into a unique Data Frame to work with it effectively.
- Documented the cleaning process.

## Phase 5 - Share



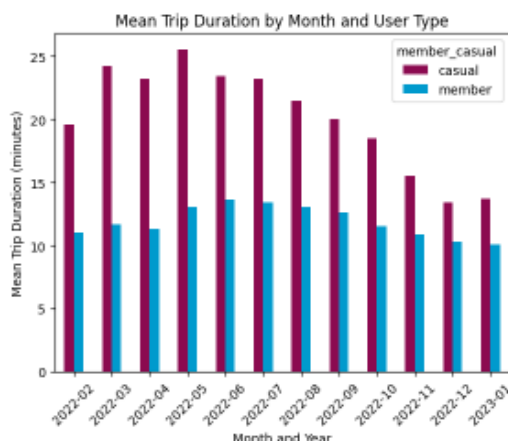
A marketing action to convert casual users into members should be more effective in the summer, especially in June and July.

## Phase 5 - Share



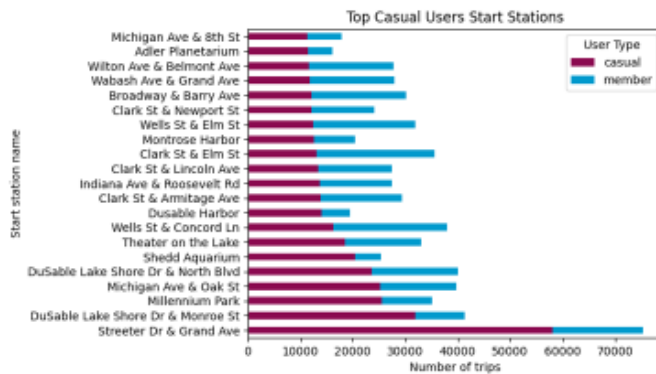
Weekends seem like the best days to reach casual users.

## Phase 5 - Share



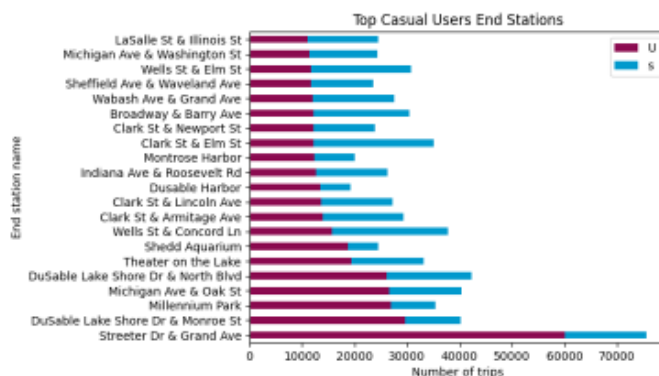
Casual users clearly tend to ride longer. Members use the bikes for shorter periods.

## Phase 5 - Share



In addition to the **quantity**, it is interesting to note the **proportions** between user types.

## Phase 5 - Share



Stations with a big **quantity** and **proportion** of **casual users** may be the best ones to focus the **marketing strategies**.

### Phase 6 - Act

- 40,7% are casual users.
- Usage increases a lot in the summer.
- Weekends seem like the best days to reach casual users.
- Casual users clearly tend to ride longer.
- Marketing strategies should focus in the top casual user stations.

### Phase 6 - Act

This study helped us better understand “How do annual members and casual riders use Cyclistic bikes differently”.

Now we know when and where to focus marketing actions.

It is suggested to carry out a survey at the main stations to understand the casual user's profile and the reasons for not becoming a member.



Data Analytics Professional Certificate Capstone

**Thank You**

## **Phase 6 – Act**

- 40,7% are casual users.
- Usage increases a lot in the summer.
- Weekends seem like the best days to reach casual users.
- Casual users tend to ride longer.
- Marketing strategies should focus on the top casual user stations.

This study helped us better understand “How do annual members and casual riders use Cyclistic bikes differently”.

Now we know when and where to focus marketing actions.

Actions should prioritize the summer period, especially on weekends, in stations with a higher concentration of casual users.

It is suggested to survey the main stations to understand the casual user's profile and the reasons for not becoming a member.

# Google

Data Analytics Capstone – Ask, Prepare, Process, Analyze, Share, and Act