

# MAXIMIZING REVENUE FOR DRIVERS

Through Payment Type



Presented By  
Yeasin Arafat

## Agenda

- **Problem Statement**
- **Research Questio**
- **Data Overview**
- **Methodology**
- **Analysis And Findings**
- **Hypothesis Testing**
- **Recommendations**



# Problem Statement

---

- In the fast-paced taxi booking sector, making the most of revenue is essential for long-term success and driver happiness.
- Our goal is to use data-driven insights to maximize revenue streams for taxi drivers in order to meet this need. Our research aims to determine whether payment methods have an impact on fare pricing by focusing on the relationship between payment type and fare amount.





# Research Question

- Is there a relationship between total fare amount and payment type?
- Can we nudge customers towards payment methods that generate higher revenue for drivers, without negatively impacting customer experience?



# Data Overview

For this analysis, we utilized the comprehensive dataset of NYC Taxi Trip records, used data cleaning and feature engineering procedures to concentrate solely on the relevant columns essential for this investigation.

## Relevant columns used for this research:

- Passenger\_count (1 to 5)
- Payment\_type(Card or Cash)
- Fare\_amount
- Trip\_distance (miles)
- Duration (minutes)

| passenger_count | payment_type | fare_amount | trip_distance | duration |
|-----------------|--------------|-------------|---------------|----------|
| 1               | Cash         | 8.0         | 2.10          | 6.0      |
| 1               | Cash         | 3.0         | 0.20          | 1.0      |
| 1               | Card         | 16.5        | 4.94          | 17.0     |
| 1               | Card         | 8.0         | 1.60          | 8.0      |
| 1               | Cash         | 16.0        | 4.10          | 17.0     |

# Methodology

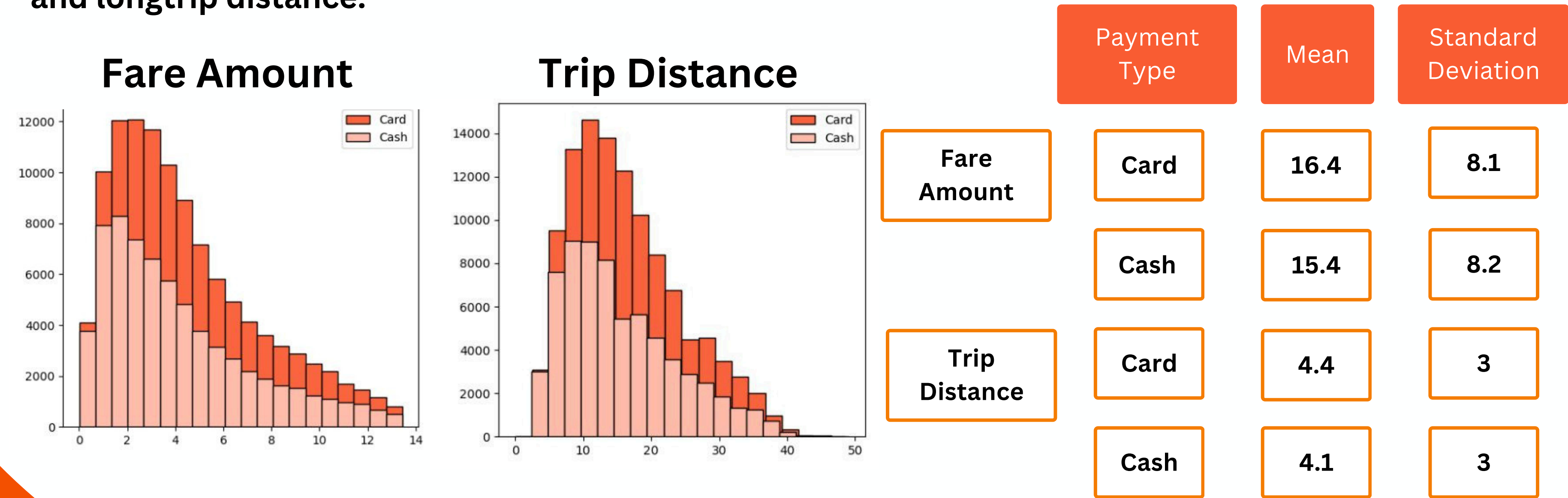


| Step                 | Description   |
|----------------------|---|
| Descriptive Abalysis | Performed statisrical analysis to summarize key aspects of the data, focusing on fareamounts and payment types.   |
| Hypothesis Testing   | Conducted a T-test to evaluate the relationship between payment type and fare amount. Testing the hypothesis that different payment methods influence fare amounts. |
| Regression Analysis  | Implemented linear regression to explore the relationship between trip duration (calculated from pickup and dropoff times) and fare amount.                         |

# Journey Insights

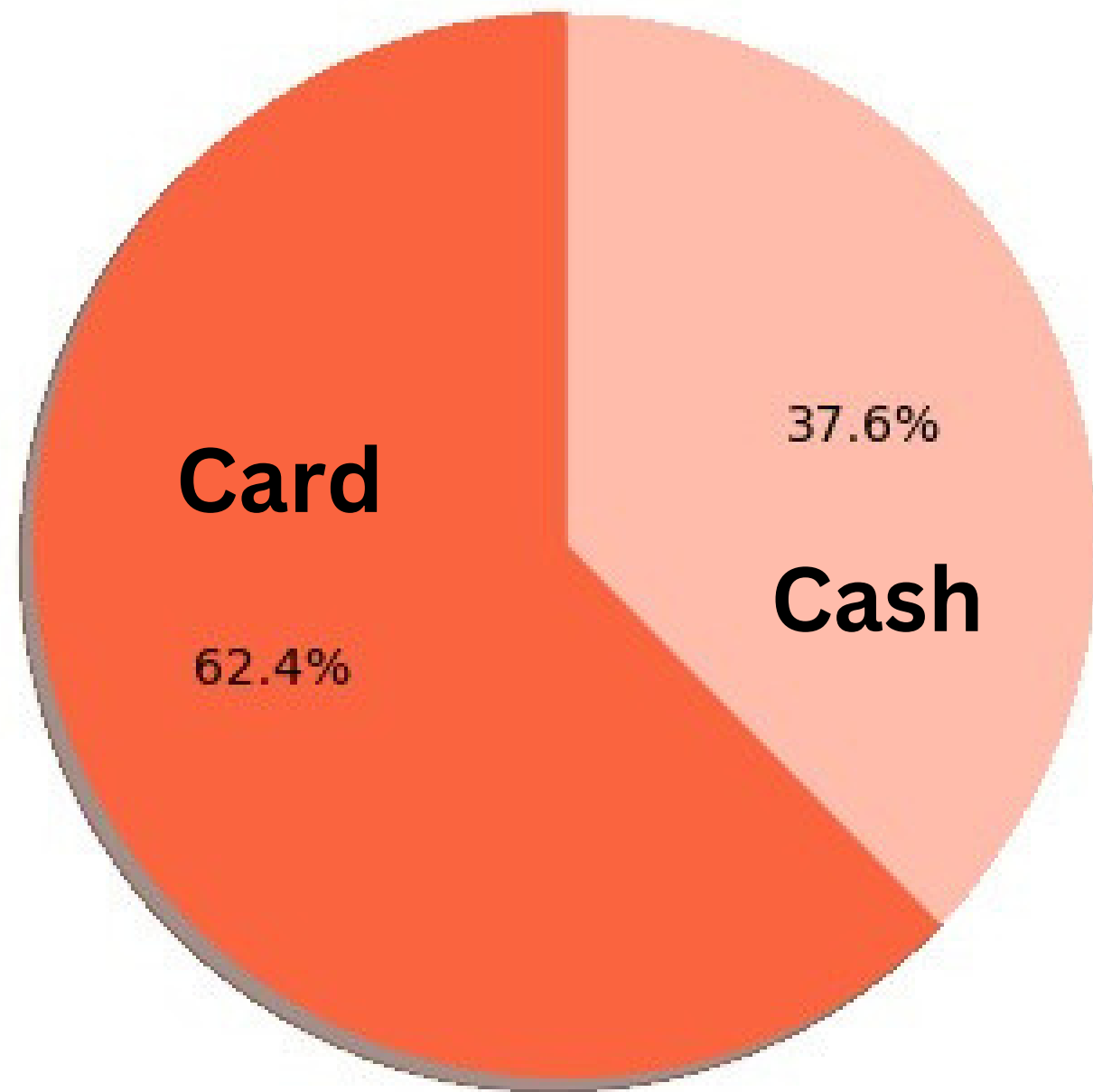


- Customers paying with cards tend to have a slightly higher average trip distance and fare amount compared to those paying with cash.
- Indicates that customers prefers to pay more with cards when they have high fare amount and longtrip distance.



# Preference of Payment Types

---

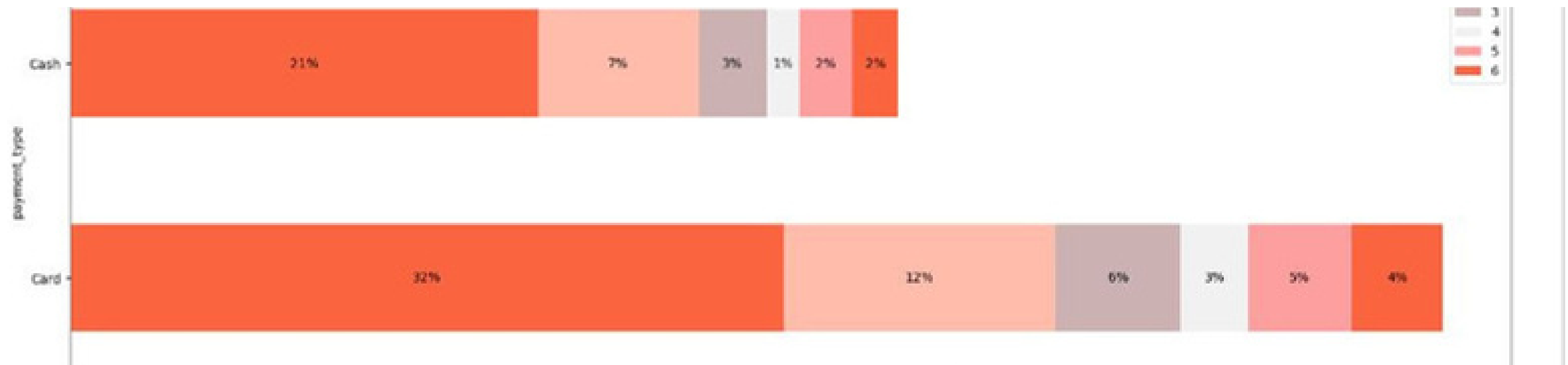


- The proportion of customers paying with cards is significantly higher than those paying with cash, with card payments accounting for 62.4% of all transactions compared to cash payments at 37.6%.
- This indicates a strong preference among customers for using card payments over cash, potentially due to convenience, security, or incentives offered for card transactions.



# Passenger Count Analysis

- Among card payments, rides with a single passenger (passenger\_count = 1) comprise the largest proportion constituting 32% of all card transactions.
- Similarly, cash payments are predominantly associated with single-passenger rides, making up 21% of all cash transactions.
- There is a noticeable decrease in the percentage of transactions as the passenger count increases, suggesting that larger groups are less likely to use taxis or may opt for alternative payment methods.
- These insights emphasize the importance of considering both payment method and passenger count when analyzing transactions data, as they provide valuable insights into customer behavior and preferences.





# Hypothesis Testing



---

- **Null hypothesis:** There is no difference in average fare between customers who use credit cards and customers who use cash
- **Alternative hypothesis:** There is a difference in average fare between customers who use credit cards and customers who use cash

**With a T-statistic of 165.5 and a P-value of less than 0.05, we reject the null hypothesis. suggesting that there is indeed a significant difference in average fare between the two payment methods.**

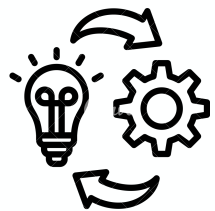


# Recommendations

---



**Encouragr Customers to pay with credit cards to capitalize on the potential for generating more revenue for taxi cab drivers.**



**Implement strategies such as offering incentives or discounts for credit card transactions to incentivize customers to choose this payment method.**



**Provide seamless and secure credit card payment options to enhance customer convenience and encourage adoption of this preferred payment method.**



**Yeasin Arafat**



# Thank You

**The future aspirations for Yellow Taxi in New York include prioritizing sustainability, integrating advanced technology, enhancing customer service, ensuring accessibility, engaging with the community, prioritizing safety, adapting to market trends, offering competitive pricing, exploring expansion opportunities, and upholding ethical business practices. These efforts aim to ensure the company's continued relevance, growth, and positive impact on both customers and the community.**



**[www.linkedin.com/in/yeasinn/](https://www.linkedin.com/in/yeasinn/)**