

July 16, 2019

RE: Reference Letter for Data Science Academy Capstone Project

To whom it may concern,

During the course of June 2019 the following students at the New York based Data Science Academy performed a four week project for Tempus:

Yicong Zhao

Alexander Bruening

Ryan Willett

Priya Srivastava

Kyle Greeley

Milka Rodriguez

The project involved applying a range of data science tools to review over 215,000 data records of Tempus to ascertain probabilities that a lead would have a 10% or greater chance of “qualifying” for Tempus services. The team used a variety of analysis including:

- ARIMA models and time series
- K-means time series clustering
- Discriminative analysis
- Autocorrelation Model
- Agglomerative clustering
- Logistic regression
- Grubb’s test for outliers
- Web crawling and scrapping

Additionally, the project team was tasked with delivering their models for Tempus to further expand after project completion.

Tempus was impressed with the students’ knowledge of Data Science techniques. The team worked diligently over the course of the project and received additional scrubbed data to enhance the analysis. There were tight deadlines that were met while team members had other outside responsibilities.

We are grateful for the efforts made by the team to address our real business challenge. Tempus believes that the project has provided us with a foundational toolset that we can build upon to improve our sales processes in the future.

The project concluded with a presentation by team that reviewed all of their findings. It was professionally done.

Sincerely,

Andrew Woelflein

Andrew Woelflein, Chief Strategy Officer