Package 'Robyn'

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Type Package

Title Semi-Automated Marketing Mix Modeling (MMM) from Meta Marketing Science

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Description Semi-Automated Marketing Mix Modeling (MMM) aiming to reduce human bias by means of ridge regression and evolutionary algorithms, enables actionable decision making providing a budget allocation and diminishing returns curves and allows groundtruth calibration to account for causation.

Depends R (>= 4.0.0)

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Suggests shiny

Config/reticulate list(packages = list(list(package = ``nevergrad", pip = TRUE)))

URL https://github.com/facebookexperimental/Robyn,

https://facebookexperimental.github.io/Robyn/

BugReports https://github.com/facebookexperimental/Robyn/issues

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adstock_geometric Adstocking Transformation (Geometric and Weibull)

Description

adstock_geometric() for Geometric Adstocking is the classic one-parametric adstock function.

adstock_weibull() for Weibull Adstocking is a two-parametric adstock function that allows changing decay rate over time, as opposed to the fixed decay rate over time as in Geometric adstock. It has two options, the cumulative density function "CDF" or the probability density function "PDF".

Usage

```
adstock_geometric(x, theta)
adstock_weibull(x, shape, scale, windlen = length(x), type = "CDF")
plot_adstock(plot = TRUE)
```

Arguments

х	A numeric vector.
theta	Numeric. Theta is the only parameter on Geometric Adstocking and means fixed decay rate. Assuming TV spend on day 1 is $100 \in$ and theta = 0.7, then day 2 has $100 \ge 0.7 = 70 \in$ worth of effect carried-over from day 1, day 3 has $70 \ge 0.7 = 49 \in$ from day 2 etc. Rule-of-thumb for common media genre: TV c(0.3, 0.8), OOH/Print/ Radio c(0.1, 0.4), digital c(0, 0.3).
shape, scale	Numeric. Check "Details" section for more details.
windlen	Integer. Length of modelling window. By default, same length as x.
type	Character. Accepts "CDF" or "PDF". CDF, or cumulative density function of the Weibull function allows changing decay rate over time in both C and S shape, while the peak value will always stay at the first period, meaning no lagged effect. PDF, or the probability density function, enables peak value occurring after the first period when shape >=1, allowing lagged effect.
plot	Boolean. Do you wish to return the plot?

Details

- Weibull's CDF (Cumulative Distribution Function) has two parameters, shape & scale, and has flexible decay rate, compared to Geometric adstock with fixed decay rate. The shape parameter controls the shape of the decay curve. Recommended bound is c(0.0001, 2). The larger the shape, the more S-shape. The smaller, the more L-shape. Scale controls the inflexion point of the decay curve. We recommend very conservative bounce of c(0, 0.1), because scale increases the adstock half-life greatly.
- Weibull's PDF (Probability Density Function) also shape & scale as parameter and also has flexible decay rate as Weibull CDF. The difference is that Weibull PDF offers lagged effect. When shape > 2, the curve peaks after x = 0 and has NULL slope at x = 0, enabling lagged effect and sharper increase and decrease of adstock, while the scale parameter indicates the limit of the relative position of the peak at x axis; when 1 < shape < 2, the curve peaks after x = 0 and has infinite positive slope at x = 0, enabling lagged effect and slower increase and decrease of adstock, while scale has the same effect as above; when shape = 1, the curve peaks at x = 0 and reduces to exponential decay, while scale controls the inflexion point; when 0 < shape < 1, the curve peaks at x = 0 and has increasing decay, while scale controls the inflexion point. When all possible shapes are relevant, we recommend c(0.0001, 10) as bounds for shape; when only strong lagged effect is of interest, we recommend c(2.0001, 10) as bound for shape. In all cases, we recommend conservative bound of c(0, 0.1) for scale. Due to the great flexibility of Weibull PDF, meaning more freedom in hyperparameter spaces for Nevergrad to explore, it also requires larger iterations to converge.

Run plot_adstock() to see the difference visually.

Value

Numeric values. Transformed values.

See Also

Other Transformations: mic_men(), saturation_hill()

Examples

```
adstock_geometric(rep(100, 5), theta = 0.5)
adstock_weibull(rep(100, 5), shape = 0.5, scale = 0.5, type = "CDF")
adstock_weibull(rep(100, 5), shape = 0.5, scale = 0.5, type = "PDF")
plot_adstock()
```

dt_prophet_holidays Robyn Dataset: Time series

Description

Describe the dataset. When using own holidays, please keep the header c("ds", "holiday", "country", "year").

Usage

```
data(dt_prophet_holidays)
```

Format

An object of class "data.table"

ds Date

holiday Daily total revenue

country Television

year Out of home

Value

data.table

Dataframe. Contains prophet's default holidays by country.

See Also

Other Dataset: dt_simulated_weekly

Examples

```
data(dt_prophet_holidays)
head(dt_prophet_holidays)
```

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Description

Describe the dataset. Input time series should be daily, weekly or monthly.

Usage

```
data(dt_simulated_weekly)
```

Format

An object of class "c"

DATE Date

revenue Daily total revenue

tv_S Television

ooh_S Out of home

••• ···

Value

data.table

Dataframe. Contains simulated dummy dataset to test and run demo.

See Also

Other Dataset: dt_prophet_holidays

Examples

```
data(dt_simulated_weekly)
head(dt_simulated_weekly)
```

fit_spend_exposure Fit a nonlinear model for media spend and exposure

Description

This function is called in robyn_engineering(). It uses the Michaelis-Menten function to fit the nonlinear model. Fallback model is the simple linear model lm() in case the nonlinear model is fitting worse. A bad fit here might result in unreasonable model results. Two options are recommended: Either splitting the channel into sub-channels to achieve better fit, or just use spend as paid_media_vars

Usage

```
fit_spend_exposure(dt_spendModInput, mediaCostFactor, paid_media_var)
```

Arguments

dt_spendModInput

data.frame. Containing channel spends and exposure data.

mediaCostFactor

Numeric vector. The ratio between raw media exposure and spend metrics.

paid_media_var Character. Paid media variable.

Value

List. Containing the all spend-exposure model results.

hyper_limits Check hyperparameter limits

Description

Reference data.frame that shows the upper and lower bounds valid for each hyperparameter.

Usage

```
hyper_limits()
```

Value

Dataframe. Contains upper and lower bounds for each hyperparameter.

Examples

hyper_limits()

hyper_names

Description

Output all hyperparameter names and help specifying the list of hyperparameters that is inserted into robyn_inputs(hyperparameters = ...)

Usage

hyper_names(adstock, all_media)

Arguments

adstock	A character. Default to InputCollect\$adstock. Accepts "geometric", "weibull_cdf" or "weibull_pdf"
all_media	A character vector. Default to InputCollect\$all_media. Includes InputCollect\$paid_media_vars and InputCollect\$organic_vars.

Value

Character vector. Names of hyper-parameters that should be defined.

Guide to setup hyperparameters

- Get correct hyperparameter names: All variables in paid_media_vars or organic_vars require hyperprameters and will be transformed by adstock & saturation. Difference between organic_vars and organic_vars is that paid_media_vars has spend that needs to be specified in paid_media_spends specifically. Run hyper_names() to get correct hyperparameter names. All names in hyperparameters must equal names from hyper_names(), case sensitive.
- 2. Get guidance for setting hyperparameter bounds: For geometric adstock, use theta, alpha & gamma. For both weibull adstock options, use shape, scale, alpha, gamma.
 - Theta: In geometric adstock, theta is decay rate. guideline for usual media genre: TV c(0.3, 0.8), OOH/Print/Radio c(0.1, 0.4), digital c(0, 0.3)
 - Shape: In weibull adstock, shape controls the decay shape. Recommended c(0.0001, 2). The larger, the more S-shape. The smaller, the more L-shape. Channel-type specific values still to be investigated
 - Scale: In weibull adstock, scale controls the decay inflexion point. Very conservative recommended bounce c(0, 0.1), because scale can increase adstocking half-life greatly. Channel-type specific values still to be investigated
 - Gamma: In s-curve transformation with hill function, gamma controls the inflexion point. Recommended bounce c(0.3, 1). The larger the gamma, the later the inflection point in the response curve
- 3. Set each hyperparameter bounds. They either contains two values e.g. c(0, 0.5), or only one value (in which case you've "fixed" that hyperparameter)

Helper plots

- **plot_adstock** Get adstock transformation example plot, helping you understand geometric/theta and weibull/shape/scale transformation
- **plot_saturation** Get saturation curve transformation example plot, helping you understand hill/alpha/gamma transformation

Examples

```
media <- c("facebook_S", "print_S", "tv_S")</pre>
hyper_names(adstock = "geometric", all_media = media)
hyperparameters <- list(</pre>
 facebook_S_alphas = c(0.5, 3), # example bounds for alpha
 facebook_S_gammas = c(0.3, 1), # example bounds for gamma
 facebook_S_thetas = c(0, 0.3), # example bounds for theta
 print_S_alphas = c(0.5, 3),
 print_S_gammas = c(0.3, 1),
 print_S_thetas = c(0.1, 0.4),
 tv_S_alphas = c(0.5, 3),
 tv_S_gammas = c(0.3, 1),
 tv_S_{thetas} = c(0.3, 0.8)
)
# Define hyper_names for weibull adstock
hyper_names(adstock = "weibull", all_media = media)
hyperparameters <- list(</pre>
 facebook_S_alphas = c(0.5, 3), # example bounds for alpha
 facebook_S_gammas = c(0.3, 1), # example bounds for gamma
 facebook_S_shapes = c(0.0001, 2), # example bounds for shape
 facebook_S_scales = c(0, 0.1), # example bounds for scale
 print_S_alphas = c(0.5, 3),
 print_S_gammas = c(0.3, 1),
 print_S_shapes = c(0.0001, 2),
 print_S_scales = c(0, 0.1),
 tv_S_alphas = c(0.5, 3),
 tv_S_gammas = c(0.3, 1),
 tv_S_shapes = c(0.0001, 2),
 tv_S_scales = c(0, 0.1)
)
```

mic_men

prophet_decomp

Description

The Michaelis-Menten mic_men() function is used to fit the spend exposure relationship for paid media variables, when exposure metrics like impressions, clicks or GRPs are provided in paid_media_vars instead of spend metric.

Usage

mic_men(x, Vmax, Km, reverse = FALSE)

Arguments

х	Numeric value or vector. Input media spend when reverse = FALSE. Input me- dia exposure metrics (impression, clicks, GRPs, etc.) when reverse = TRUE.
Vmax	Numeric Indicates maximum rate achieved by the system.
Km	Numeric. The Michaelis constant.
reverse	Boolean. Input media spend when reverse = FALSE. Input media exposure met- rics (impression, clicks, GRPs etc.) when reverse = TRUE.

Value

Numeric values. Transformed values.

See Also

Other Transformations: adstock_geometric(), saturation_hill()

Examples

 $mic_men(x = 5:10, Vmax = 5, Km = 0.5)$

prophet_decomp Conduct prophet decomposition

Description

When prophet_vars in robyn_inputs() is specified, this function decomposes trend, season, holiday and weekday from the dependent variable.

Usage

```
prophet_decomp(
   dt_transform,
   dt_holidays,
   prophet_country,
   prophet_vars,
   prophet_signs,
   factor_vars,
```

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```
context_vars,
paid_media_spends,
intervalType,
dayInterval,
custom_params
)
```

Arguments

dt_transform	A data.frame with all model features. Must contain ds column for time variable values and dep_var column for dependent variable values.
dt_holidays	data.frame. Raw input holiday data. Load standard Prophet holidays using data("dt_prophet_holidays")
context_vars, p	aid_media_spends, intervalType, dayInterval, prophet_country, prophet_vars, prophet_sig As included in InputCollect
custom_params	List. Custom parameters passed to prophet()

Value

A list containing all prophet decomposition output.

Robyn

Robyn MMM Project from Meta Marketing Science

Description

Robyn is an automated Marketing Mix Modeling (MMM) code. It aims to reduce human bias by means of ridge regression and evolutionary algorithms, enables actionable decision making providing a budget allocator and diminishing returns curves and allows ground-truth calibration to account for causation.

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See Also

Useful links:

- https://github.com/facebookexperimental/Robyn
- https://facebookexperimental.github.io/Robyn/
- Report bugs at https://github.com/facebookexperimental/Robyn/issues

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Description

robyn_allocator() function returns a new split of media variable spends that maximizes the total media response.

Usage

```
robyn_allocator(
  robyn_object = NULL,
  select_build = 0,
  InputCollect = NULL,
  OutputCollect = NULL,
  select_model = NULL,
  optim_algo = "SLSQP_AUGLAG",
  scenario = "max_historical_response",
  expected_spend = NULL,
  expected_spend_days = NULL,
  channel_constr_low = 0.5,
  channel_constr_up = 2,
 maxeval = 1e+05,
  constr_mode = "eq",
  date_min = NULL,
  date_max = NULL,
  export = TRUE,
  quiet = FALSE,
  ui = FALSE
)
## S3 method for class 'robyn_allocator'
print(x, ...)
## S3 method for class 'robyn_allocator'
plot(x, ...)
```

Arguments

robyn_object	Character. Path of the Robyn.RDS object that contains all previous modeling information.
select_build	Integer. Default to the latest model build. select_build = 0 selects the initial model. select_build = 1 selects the first refresh model.
InputCollect	List. Contains all input parameters for the model. Required when robyn_object is not provided.

List. Containing all model result. Required when robyn_object is not pro- vided.
Character. A model SolID. When robyn_object is provided, select_model defaults to the already selected SolID. When robyn_object is not provided, select_model must be provided with InputCollect and OutputCollect, and must be one of OutputCollect\$allSolutions.
Character. Default to "SLSQP_AUGLAG", short for "Sequential Least-Squares Quadratic Programming" and "Augmented Lagrangian". Alternatively, ""MMA_AUGLAG", short for "Methods of Moving Asymptotes". More details see the documentation of NLopt here.
Character. Accepted options are: "max_historical_response" or "max_response_expected_spend". "max_historical_response" simulates the scenario "what's the optimal me- dia spend allocation given the same average spend level in history?", while "max_response_expected_spend" simulates the scenario "what's the optimal media spend allocation of a given future spend level for a given period?"
Numeric. The expected future spend volume. Only applies when scenario = "max_response_expected_spend".
_days
Integer. The duration of the future spend volume in expected_spend. Only applies when scenario = "max_response_expected_spend".
low, channel_constr_up
Numeric vector. The lower and upper bounds for each paid media variable when maximizing total media response. channel_constr_low = 0.7 means mini- mum spend of the variable is 70 be >=0.01. channel_constr_up = 1.5 means maximum spend of the variable is 150 historical average. Upper bound must be >= lower bound. Both must have same length and order as paid_media_spends. nlt's ot recommended to 'exaggerate' upper bounds, esp. if the new level is way higher than historical level.
Integer. The maximum iteration of the global optimization algorithm. Defaults to 100000.
Character. Options are "eq" or "ineq", indicating constraints with equality or inequality.
max
Character. Date range to calculate mean (of non-zero spends) and total spends. Default will consider all dates within window. Length must be 1.
Boolean. Export outcomes into local files?
Boolean. Keep messages off?
Boolean. Save additional outputs for UI usage. List outcome.
robyn_allocator() output.
Additional parameters passed to robyn_outputs().

Value

A list object containing allocator result.

List. Contains optimized allocation results and plots.

robyn_clusters

Examples

```
## Not run:
# Having InputCollect and OutputCollect results
# Set your exported model location
robyn_object <- "~/Desktop/MyRobyn.RDS"</pre>
# Check media summary for selected model from the simulated data
select_model <- "3_10_3"</pre>
OutputCollect$xDecompAgg[
 solID == select_model & !is.na(mean_spend),
 .(rn, coef, mean_spend, mean_response, roi_mean,
    total_spend,
    total_response = xDecompAgg, roi_total, solID
 )
]
# Run allocator with 'InputCollect' and 'OutputCollect'
# with 'scenario = "max_historical_response"'
AllocatorCollect <- robyn_allocator(</pre>
 InputCollect = InputCollect,
 OutputCollect = OutputCollect,
 select_model = select_model,
 scenario = "max_historical_response",
 channel_constr_low = c(0.7, 0.7, 0.7, 0.7, 0.7),
 channel_constr_up = c(1.2, 1.5, 1.5, 1.5, 1.5)
)
# Run allocator with a 'robyn_object' from the second model refresh
# with 'scenario = "max_response_expected_spend"'
AllocatorCollect <- robyn_allocator(</pre>
 robyn_object = robyn_object,
 select_build = 2,
 scenario = "max_response_expected_spend",
 channel_constr_low = c(0.7, 0.7, 0.7, 0.7, 0.7),
 channel_constr_up = c(1.2, 1.5, 1.5, 1.5, 1.5),
 expected_spend = 100000,
 expected_spend_days = 90
)
## End(Not run)
```

robyn_clusters Clustering to Reduce Number of Models based on ROI and Errors

Description

robyn_clusters() uses output from robyn_run(), to reduce the number of models and help the user pick up the best (lowest combined error) of the most different kinds (clusters) of models.

Usage

```
robyn_clusters(
    input,
    all_media = NULL,
    k = "auto",
    limit = 1,
    weights = rep(1, 3),
    dim_red = "PCA",
    quiet = FALSE,
    export = FALSE,
    ...
)
```

Arguments

input	robyn_export()'s output or pareto_aggregated.csv results.
all_media	A character vector. Default to InputCollect\$all_media. Includes InputCollect\$paid_media_vars and InputCollect\$organic_vars.
k	Integer. Number of clusters
limit	Integer. Top N results per cluster. If kept in "auto", will select k as the cluster in which the WSS variance was less than 5%.
weights	Vector, size 3. How much should each error weight? Order: nrmse, decomp.rssd, mape. The highest the value, the closer it will be scaled to origin. Each value will be normalized so they all sum 1.
dim_red	Character. Select dimensionality reduction technique. Pass any of: c("PCA", "tSNE", "all", "none").
quiet	Boolean. Keep quiet? If not, print messages.
export	Export plots into local files?
	Additional parameters passed to lares::clusterKmeans().

Value

List. Clustering results as labeled data.frames and plots.

Author(s)

Bernardo Lares (bernardolares@fb.com)

Examples

```
## Not run:
# Having InputCollect and OutputCollect results
cls <- robyn_clusters(
    input = OutputCollect,
    all_media = InputCollect$all_media,
    k = 3, limit = 2,
    weights = c(1, 1, 1.5))
```

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End(Not run)

robyn_converge Check Models Convergence

Description

robyn_converge() consumes robyn_run() outputs and calculate convergence status and builds convergence plots. Convergence is calculated by default using the following criteria (having kept the default parameters: $sd_qtref = 3$ and $med_lowb = 2$):

Criteria #1: Last quantile's standard deviation < first 3 quantiles' mean standard deviation

Criteria #2: Last quantile's absolute median < absolute first quantile's absolute median - 2 * first 3 quantiles' mean standard deviation

Both mentioned criteria have to be satisfied to consider MOO convergence.

Usage

```
robyn_converge(OutputModels, n_cuts = 20, sd_qtref = 3, med_lowb = 2, ...)
```

Arguments

OutputModels	List. Output from robyn_run().
n_cuts	Integer. Default to 20 (5% cuts each).
sd_qtref	Integer. Reference quantile of the error convergence rule for standard deviation (Criteria #1). Defaults to 3.
med_lowb	Integer. Lower bound distance of the error convergence rule for median. (Criteria #2). Default to 3.
	Additional parameters

Value

List. Plots and MOO convergence results.

Examples

```
## Not run:
# Having OutputModels results
robyn_converge(
    OutputModels,
    n_cuts = 10,
    sd_qtref = 3,
    med_lowb = 3
)
## End(Not run)
```

robyn_inputs

Description

robyn_inputs() is the function to input all model parameters and check input correctness for the initial model build. It includes the engineering process results that conducts trend, season, holiday & weekday decomposition using Facebook's time-series forecasting library prophet and fit a non-linear model to spend and exposure metrics in case exposure metrics are used in paid_media_vars.

Usage

```
robyn_inputs(
  dt_input = NULL,
  dt_holidays = NULL,
  date_var = "auto",
  dep_var = NULL,
  dep_var_type = NULL,
  prophet_vars = NULL,
 prophet_signs = NULL,
  prophet_country = NULL,
  context_vars = NULL,
  context_signs = NULL,
  paid_media_spends = NULL,
  paid_media_vars = NULL,
  paid_media_signs = NULL,
  organic_vars = NULL,
  organic_signs = NULL,
  factor_vars = NULL,
  adstock = NULL,
  hyperparameters = NULL,
 window_start = NULL,
 window_end = NULL,
  calibration_input = NULL,
  InputCollect = NULL,
  . . .
)
## S3 method for class 'robyn_inputs'
```

```
print(x, ...)
```

Arguments

dt_input	data.frame. Raw input data. Load simulated dataset using data("dt_simulated_weekly")
dt_holidays	data.frame. Raw input holiday data. Load standard Prophet holidays using
	data("dt_prophet_holidays")

date_var	Character. Name of date variable. Daily, weekly and monthly data supported. Weekly requires weekstart of Monday or Sunday. date_var must have format "2020-01-01". Default to automatic date detection.
dep_var	Character. Name of dependent variable. Only one allowed
dep_var_type	Character. Type of dependent variable as "revenue" or "conversion". Only one allowed and case sensitive.
prophet_vars	Character vector. Include any of "trend", "season", "weekday", "holiday". Are case-sensitive. Highly recommended to use all for daily data and "trend", "season", "holiday" for weekly and above cadence.
prophet_signs	Character vector. Choose any of c("default", "positive", "negative"). Control the signs of coefficients for prophet variables. Must have same order and same length as prophet_vars. By default it's set to 'defualt'.
prophet_country	
	Character. Only one country allowed once. Including national holidays for 59 countries, whose list can be found loading data("dt_prophet_holidays").
context_vars	Character vector. Typically competitors, price & promotion, temperature, un- employment rate, etc.
context_signs	Character vector. Choose any of c("default", "positive", "negative"). Control the signs of coefficients for context_vars. Must have same order and same length as context_vars. By default it's set to 'defualt'.
paid_media_spen	ds
	Character vector. When using exposure level metrics (impressions, clicks, GRP etc) in paid_media_vars, provide corresponding spends for ROAS calculation. For spend metrics in paid_media_vars, use the same name. media_spend_vars must have same order and same length as paid_media_vars.
<pre>paid_media_vars</pre>	
	Character vector. Recommended to use exposure level metrics (impressions, clicks, GRP etc) other than spend. Also recommended to split media channel into sub-channels (e.g. fb_retargeting, fb_prospecting, etc.) to gain more variance. paid_media_vars only accepts numerical variable.
paid_media_sign	S
	Character vector. Choose any of c("default", "positive", "negative"). Control the signs of coefficients for paid_media_vars. Must have same order and same length as paid_media_vars. By default it's set to 'positive'.
organic_vars	Character vector. Typically newsletter sendings, push-notifications, social me- dia posts etc. Compared to paid_media_vars organic_vars are often marketing activities without clear spends.
organic_signs	Character vector. Choose any of c("default", "positive", "negative"). Control the signs of coefficients for organic_signs. Must have same order and same length as organic_vars. By default it's set to 'positive'.
factor_vars	Character vector. Specify which of the provided variables in organic_vars or context_vars should be forced as a factor.
adstock	Character. Choose any of c("geometric", "weibull_cdf", "weibull_pdf"). Weibull adtock is a two-parametric function and thus more flexible, but takes

longer time than the traditional geometric one-parametric function. CDF, or cumulative density function of the Weibull function allows changing decay rate over time in both C and S shape, while the peak value will always stay at the first period, meaning no lagged effect. PDF, or the probability density function, enables peak value occurring after the first period when shape >=1, allowing lagged effect. Run plot_adstock() to see the difference visually. Time estimation: with geometric adstock, 2000 iterations * 5 trials on 8 cores, it takes less than 30 minutes. Both Weibull options take up to twice as much time.

hyperparameters

List. Contains hyperparameter lower and upper bounds. Names of elements in list must be identical to output of hyper_names(). To fix hyperparameter values, provide only one value.

window_start, window_end

Character. Set start and end dates of modelling period. Recommended to not start in the first date in dataset to gain adstock effect from previous periods. Also, columns to rows ratio in the input data to be >=10:1, or in other words at least 10 observations to 1 independent variable. This window will determine the date range of the data period within your dataset you will be using to specifically regress the effects of media, organic and context variables on your dependent variable. We recommend using a full dt_input dataset with a minimum of 1 year of history, as it will be used in full for the model calculation of trend, seasonality and holidays effects. Whereas the window period will determine how much of the full data set will be used for media, organic and context variables.

calibration_input

data.frame. Optional. Provide experimental results to calibrate. Your input should include the following values for each experiment: channel, liftStartDate, liftEndDate, liftAbs, spend, confidence, metric. Check "Guide for calibration source" section.

- InputCollect Default to NULL. robyn_inputs's output when hyperparameters are not yet set.
- ... Additional parameters passed to prophet functions.

x robyn_inputs() output.

Value

List. Contains all input parameters and modified results using Robyn:::robyn_engineering(). This list is ready to be used on other functions like robyn_run() and print(). Class: robyn_inputs.

Guide for calibration source

- 1. We strongly recommend to use experimental and causal results that are considered ground truth to calibrate MMM. Usual experiment types are people-based (e.g. Facebook conversion lift) and geo-based (e.g. Facebook GeoLift).
- 2. Currently, Robyn only accepts point-estimate as calibration input. For example, if 10k\$ spend is tested against a hold-out for channel A, then input the incremental return as point-estimate as the example below.
- 3. The point-estimate has to always match the spend in the variable. For example, if channel A usually has 100k\$ weekly spend and the experimental HO is 70

robyn_mmm

Examples

```
# Load simulated input data
data("dt_simulated_weekly")
# Load standard prophet holidays
data("dt_prophet_holidays")
InputCollect <- robyn_inputs(</pre>
 dt_input = dt_simulated_weekly,
 dt_holidays = dt_prophet_holidays,
 date_var = "DATE",
 dep_var = "revenue",
 dep_var_type = "revenue",
 prophet_vars = c("trend", "season", "holiday"),
 prophet_country = "DE",
 context_vars = c("competitor_sales_B", "events"),
 paid_media_spends = c("tv_S", "ooh_S", "print_S", "facebook_S", "search_S"),
 paid_media_vars = c("tv_S", "ooh_S", "print_S", "facebook_I", "search_clicks_P"),
 organic_vars = c("newsletter"),
 factor_vars = c("events"),
 window_start = "2016-11-23",
 window_end = "2018-08-22",
 adstock = "geometric",
 # To be defined separately
 hyperparameters = NULL,
 calibration_input = NULL
)
print(InputCollect)
```

robyn_mmm

Core MMM Function

Description

robyn_mmm() function activates Nevergrad to generate samples of hyperparameters, conducts media transformation within each loop, fits the Ridge regression, calibrates the model optionally, decomposes responses and collects the result. It's an inner function within robyn_run().

Usage

```
robyn_mmm(
 InputCollect,
 hyper_collect,
 iterations,
 cores,
 nevergrad_algo,
 intercept_sign,
 add_penalty_factor = FALSE,
```

```
dt_hyper_fixed = NULL,
refresh = FALSE,
seed = 123L,
quiet = FALSE
)
```

Arguments

InputCollect	List. Contains all input parameters for the model. Required when robyn_object is not provided.	
hyper_collect	List. Containing hyperparameter bounds. Defaults to InputCollect\$hyperparameters	
iterations	Integer. Number of iterations to run.	
cores	Integer. Default to parallel::detectCores() (max cores).	
nevergrad_algo	Character. Default to "TwoPointsDE". Options are c("DE","TwoPointsDE", "OnePlusOne", "DoubleFastGADiscreteOnePlusOne","DiscreteOnePlusOne", "PortfolioDiscreteOnePlusOne", "NaiveTBPSA","cGA", "RandomSearch").	
intercept_sign	Character. Choose one of "non_negative" (default) or "unconstrained". By de- fault, if intercept is negative, Robyn will drop intercept and refit the model. Con- sider changing intercept_sign to "unconstrained" when there are context_vars with large positive values.	
add_penalty_factor		
	Boolean. Add penalty factor hyperparameters to glmnet's penalty.factor to be optimized by nevergrad. Use with caution, because this feature might add too much hyperparameter space and probably requires more iterations to converge.	
dt_hyper_fixed	data.frame. Only provide when loading old model results. It consumes hyper- parameters from saved csv pareto_hyperparameters.csv.	
refresh	Boolean. Set to TRUE when used in robyn_refresh().	
seed	Integer. For reproducible results when running nevergrad.	
quiet	Boolean. Keep messages off?	

Value

List. MMM results with hyperparameters values.

robyn_onepagers

Generate and Export Robyn One-Pager Plots

Description

Generate and Export Robyn One-Pager Plots

robyn_outputs

Usage

```
robyn_onepagers(
   InputCollect,
   OutputCollect,
   select_model = NULL,
   quiet = FALSE,
   export = TRUE
)
```

Arguments

InputCollect	robyn_run() outcomes.
OutputCollect	<pre>robyn_run(, export = FALSE) output.</pre>
<pre>select_model</pre>	Character vector. Which models (by solID) do you wish to plot the one-pagers and export? Default will take top robyn_clusters() results.
quiet	Boolean. Keep messages off?
export	Boolean. Export outcomes into local files?

Value

Invisible list with patchwork plot(s).

robyn_outputs Evaluate Models and Output Results into Local Files

Description

Pack robyn_plots(), robyn_csv(), and robyn_clusters() outcomes on robyn_run() results. When UI=TRUE, enriched OutputModels results with additional plots and objects.

Usage

```
robyn_outputs(
    InputCollect,
    OutputModels,
    pareto_fronts = 3,
    calibration_constraint = 0.1,
    plot_folder = NULL,
    plot_folder_sub = NULL,
    plot_pareto = TRUE,
    csv_out = "pareto",
    clusters = TRUE,
    select_model = "clusters",
    ui = FALSE,
    export = TRUE,
    quiet = FALSE,
```

```
...
)
## S3 method for class 'robyn_outputs'
print(x, ...)
robyn_csv(OutputCollect, csv_out = NULL, export = TRUE)
robyn_plots(InputCollect, OutputCollect, export = TRUE)
```

Arguments

InputCollect, OutputModels	
	robyn_run() outcomes.
pareto_fronts	Integer. Number of Pareto fronts for the output. pareto_fronts = 1 returns the best models trading off NRMSE & DECOMP.RSSD. Increase pareto_fronts to get more model choices.
calibration_com	nstraint
	Numeric. Default to 0.1 and allows 0.01-0.1. When calibrating, 0.1 means top 10 selection. Lower calibration_constraint increases calibration accuracy.
plot_folder	Character. Path for saving plots. Default to robyn_object and saves plot in the same directory as robyn_object.
plot_folder_su	0
	Character. Customize sub path to save plots. The total path is created with dir.create(file.path(plot_folder, plot_folder_sub)). For example, plot_folder_sub = "sub_dir".
plot_pareto	Boolean. Set to FALSE to deactivate plotting and saving model one-pagers. Used when testing models.
csv_out	Character. Accepts "pareto" or "all". Default to "pareto". Set to "all" will output all iterations as csv. Set NULL to skip exports into CSVs.
clusters	Boolean. Apply robyn_clusters() to output models?
<pre>select_model</pre>	Character vector. Which models (by solID) do you wish to plot the one-pagers and export? Default will take top robyn_clusters() results.
ui	Boolean. Save additional outputs for UI usage. List outcome.
export	Boolean. Export outcomes into local files?
quiet	Boolean. Keep messages off?
	Additional parameters passed to robyn_clusters()
x	robyn_outputs() output.
OutputCollect	<pre>robyn_run(, export = FALSE) output.</pre>

Value

(Invisible) list. Class: robyn_outputs. Contains processed results based on robyn_run() results. Invisible NULL.

Invisible list with ggplot plots.

robyn_refresh

Build Refresh Model

Description

robyn_refresh() builds updated models based on the previously built models saved in the Robyn.RDS object specified in robyn_object. For example, when updating the initial build with 4 weeks of new data, robyn_refresh() consumes the selected model of the initial build, sets lower and upper bounds of hyperparameters for the new build around the selected hyperparameters of the previous build, stabilizes the effect of baseline variables across old and new builds, and regulates the new effect share of media variables towards the latest spend level. It returns the aggregated results with all previous builds for reporting purposes and produces reporting plots.

You must run robyn_save() to select and save an initial model first, before refreshing.

When should robyn_refresh() NOT be used: The robyn_refresh() function is suitable for updating within "reasonable periods". Two situations are considered better to rebuild model instead of refreshing:

1. Most data is new: If initial model was trained with 100 weeks worth of data but we add +50 weeks of new data.

2. New variables are added: If initial model had less variables than the ones we want to start using on new refresh model.

Usage

```
robyn_refresh(
  robyn_object,
  plot_folder_sub = NULL,
  dt_input = dt_input,
  dt_holidays = dt_holidays,
  refresh_steps = 4,
  refresh_mode = "manual",
  refresh_iters = 1000,
  refresh_trials = 3,
  plot_pareto = TRUE,
  version_prompt = FALSE,
  ...
)
## S3 method for class 'robyn_refresh'
print(x, ...)
```

Arguments

robyn_object Character. Path of the Robyn.RDS object that contains all previous modeling information.

plot_folder_sub	
	Character. Customize sub path to save plots. The total path is created with dir.create(file.path(plot_folder, plot_folder_sub)). For example, plot_folder_sub = "sub_dir".
dt_input	data.frame. Should include all previous data and newly added data for the re-fresh.
dt_holidays	<pre>data.frame. Raw input holiday data. Load standard Prophet holidays using data("dt_prophet_holidays").</pre>
refresh_steps	Integer. It controls how many time units the refresh model build move for- ward. For example, refresh_steps = 4 on weekly data means the InputCol- lect\$window_start & InputCollect\$window_end move forward 4 weeks.
refresh_mode	Character. Options are "auto" and "manual". In auto mode, the robyn_refresh() function builds refresh models with given refresh_steps repeatedly until there's no more data available. I manual mode, the robyn_refresh() only moves forward refresh_steps only once.
refresh_iters	Integer. Iterations per refresh. Rule of thumb is, the more new data added, the more iterations needed. More reliable recommendation still needs to be investigated.
refresh_trials	Integer. Trials per refresh. Defaults to 5 trials. More reliable recommendation still needs to be investigated.
plot_pareto	Boolean. Set to FALSE to deactivate plotting and saving model one-pagers. Used when testing models.
version_prompt	Logical. If FALSE, the model refresh version will be selected based on the smallest combined error of normalised NRMSE & DECOMP.RSSD. If TRUE, a prompt will be presented to the user to select one of the refreshed models (one-pagers and pareto csv files will already be generated).
	Additional parameters to overwrite original custom parameters passed into ini- tial model.
х	robyn_refresh() output.

Value

List. The Robyn object, class robyn_refresh.

List. Same as robyn_run() but with refreshed models.

Examples

```
## Not run:
# Set the (pre-trained and exported) Robyn object path
robyn_object <- "~/Desktop/Robyn.RDS"
# Load dummy data
data("dt_simulated_weekly")
# Load holidays data
data("dt_prophet_holidays")
```

```
# Run \code{robyn_refresh()} with 13 weeks cadance in auto mode
Robyn <- robyn_refresh(</pre>
```

```
robyn_object = robyn_object,
  dt_input = dt_simulated_weekly,
  dt_holidays = dt_prophet_holidays,
  refresh_steps = 13,
  refresh_mode = "auto",
  refresh_iters = 200,
  refresh_trials = 5
)
# Run \code{robyn_refresh()} with 4 weeks cadance in manual mode
Robyn <- robyn_refresh(</pre>
  robyn_object = robyn_object,
  dt_input = dt_simulated_weekly,
  dt_holidays = dt_prophet_holidays,
  refresh_steps = 4,
  refresh_mode = "manual",
  refresh_iters = 200,
  refresh_trials = 5
)
## End(Not run)
```

robyn_response Response Function

Description

robyn_response() returns the response for a given spend level of a given paid_media_vars from a selected model result and selected model build (initial model, refresh model, etc.).

Usage

```
robyn_response(
  robyn_object = NULL,
  select_build = NULL,
  media_metric = NULL,
  select_model = NULL,
  metric_value = NULL,
  dt_hyppar = NULL,
  dt_coef = NULL,
  InputCollect = NULL,
  OutputCollect = NULL,
  quiet = FALSE
)
```

Arguments

robyn_object

Character. Path of the Robyn.RDS object that contains all previous modeling information.

select_build	Integer. Default to the latest model build. select_build = 0 selects the initial model. select_build = 1 selects the first refresh model.
media_metric	A character. Selected media variable for the response. Must be one value from paid_media_spends, paid_media_vars or organic_vars
select_model	Character. A model SolID. When robyn_object is provided, select_model defaults to the already selected SolID. When robyn_object is not provided, select_model must be provided with InputCollect and OutputCollect, and must be one of OutputCollect\$allSolutions.
metric_value	Numeric. Desired metric value to return a response for.
dt_hyppar	A data.table. When robyn_object is not provided, use dt_hyppar = OutputCollect\$resultHypParam It must be provided along select_model, dt_coef and InputCollect.
dt_coef	A data.table. When robyn_object is not provided, use dt_coef = OutputCollect\$xDecompAgg. It must be provided along select_model, dt_hyppar and InputCollect.
InputCollect	List. Contains all input parameters for the model. Required when robyn_object is not provided.
OutputCollect	List. Containing all model result. Required when robyn_object is not pro- vided.
quiet	Boolean. Keep messages off?

Value

List. Response value and plot. Class: robyn_response.

Examples

```
## Not run:
# Having InputCollect and OutputCollect results OR robyn_object
# Set your exported model location
robyn_object <- "~/Desktop/MyRobyn.RDS"</pre>
# Get marginal response (mResponse) and marginal ROI (mROI) for
# the next 1k on 80k for search_S, when provided the saved
# robyn_object by the robyn_save() function.
spend1 <- 80000
Response1 <- robyn_response(</pre>
  robyn_object = robyn_object,
 media_metric = "search_S",
 metric_value = spend1
)$response
# Get ROI for 80k
Response1 / spend1 # ROI for search 80k
# Get response for 81k
spend2 <- spend1 + 1000
Response2 <- robyn_response(</pre>
  robyn_object = robyn_object,
  media_metric = "search_S",
  metric_value = spend2
)$response
```

robyn_run

```
# Get ROI for 81k
Response2 / spend2 # ROI for search 81k
# Get marginal response (mResponse) for the next 1k on 80k
Response2 - Response1
# Get marginal ROI (mROI) for the next 1k on 80k
(Response2 - Response1) / (spend2 - spend1)
# Example of getting paid media exposure response curves
imps <- 1000000
response_imps <- robyn_response(</pre>
  robyn_object = robyn_object,
  media_metric = "facebook_I",
  metric_value = imps
)$response
response_per_1k_imps <- response_imps / imps * 1000</pre>
response_per_1k_imps
# Example of getting organic media exposure response curves
sendings <- 30000
response_sending <- robyn_response(</pre>
  robyn_object = robyn_object,
  media_metric = "newsletter",
  metric_value = sendings
)$response
response_per_1k_send <- response_sending / sendings * 1000</pre>
response_per_1k_send
# Get response for 80k for search_S from the third model refresh
robyn_response(
  robyn_object = robyn_object,
  select_build = 3,
  media_metric = "search_S",
  metric_value = 80000
)
# Get response for 80k for search_S from the a certain model SolID
# in the current model output in the global environment
robyn_response(
  media_metric = "search_S",
  metric_value = 80000,
  select_model = "3_10_3"
  dt_hyppar = OutputCollect$resultHypParam,
  dt_coef = OutputCollect$xDecompAgg,
  InputCollect = InputCollect
)
## End(Not run)
```

robyn_run

Robyn Modelling Function

Description

robyn_run() consumes robyn_input() outputs, runs robyn_mmm(), and collects all modeling results.

Usage

```
robyn_run(
  InputCollect,
 dt_hyper_fixed = NULL,
  add_penalty_factor = FALSE,
  refresh = FALSE,
  seed = 123L,
 outputs = TRUE,
 quiet = FALSE,
  cores = NULL,
  trials = NULL,
  iterations = NULL,
 nevergrad_algo = "TwoPointsDE",
  intercept_sign = "non_negative",
  lambda_control = NULL,
  . . .
)
## S3 method for class 'robyn_models'
```

```
print(x, ...)
```

Arguments

InputCollect	List. Contains all input parameters for the model. Required when robyn_object is not provided.
dt_hyper_fixed	data.frame. Only provide when loading old model results. It consumes hyper- parameters from saved csv pareto_hyperparameters.csv.
add_penalty_fac	ctor
	Boolean. Add penalty factor hyperparameters to glmnet's penalty.factor to be optimized by nevergrad. Use with caution, because this feature might add too much hyperparameter space and probably requires more iterations to converge.
refresh	Boolean. Set to TRUE when used in robyn_refresh().
seed	Integer. For reproducible results when running nevergrad.
outputs	Boolean. Process results with robyn_outputs()?
quiet	Boolean. Keep messages off?
cores	Integer. Default to parallel::detectCores() (max cores).
trials	Integer. Recommended 5 for default nevergrad_algo = "TwoPointsDE".
iterations	Integer. Recommended 2000 for default when using nevergrad_algo = "TwoPointsDE"
nevergrad_algo	Character. Default to "TwoPointsDE". Options are c("DE", "TwoPointsDE", "OnePlusOne", "DoubleFastGADiscreteOnePlusOne", "DiscreteOnePlusOne", "PortfolioDiscreteOnePlusOne", "NaiveTBPSA", "cGA", "RandomSearch").

robyn_save

intercept_sign	Character. Choose one of "non_negative" (default) or "unconstrained". By de-
	fault, if intercept is negative, Robyn will drop intercept and refit the model. Con-
	sider changing intercept_sign to "unconstrained" when there are context_vars
	with large positive values.
lambda_control	Deprecated in v3.6.0.
	Additional parameters passed to robyn_outputs().
х	robyn_models() output.

Value

List. Class: robyn_models. Contains the results of all trials and iterations modeled.

List. Contains all trained models. Class: robyn_models.

Examples

```
## Not run:
# Having InputCollect results
OutputCollect <- robyn_run(
   InputCollect = InputCollect,
   cores = 2,
   iterations = 200,
   trials = 1,
   outputs = FALSE
)
## End(Not run)
```

robyn_save

Export Robyn Model to Local File

Description

Use robyn_save() to select and save as .RDS file the initial model.

Usage

```
robyn_save(
  robyn_object,
  select_model,
  InputCollect,
  OutputCollect,
  quiet = FALSE
)
## S3 method for class 'robyn_save'
print(x, ...)
## S3 method for class 'robyn_save'
plot(x, ...)
```

Arguments

robyn_object	Character. Path of the Robyn.RDS object that contains all previous modeling information.
select_model	Character. A model SolID. When robyn_object is provided, select_model defaults to the already selected SolID. When robyn_object is not provided, select_model must be provided with InputCollect and OutputCollect, and must be one of OutputCollect\$allSolutions.
InputCollect	List. Contains all input parameters for the model. Required when robyn_object is not provided.
OutputCollect	List. Containing all model result. Required when robyn_object is not provided.
quiet	Boolean. Keep messages off?
x	robyn_save() output.
	Additional parameters passed to robyn_outputs().

Value

(Invisible) list with filename and summary. Class: robyn_save.

robyn_train Train Robyn Models

Description

robyn_train() consumes output from robyn_input() and runs the robyn_mmm() on each trial.

Usage

```
robyn_train(
    InputCollect,
    hyper_collect,
    cores,
    iterations,
    trials,
    intercept_sign,
    nevergrad_algo,
    dt_hyper_fixed = NULL,
    add_penalty_factor = FALSE,
    refresh = FALSE,
    seed = 123,
    quiet = FALSE
)
```

robyn_update

Arguments

InputCollect	List. Contains all input parameters for the model. Required when robyn_object is not provided.
hyper_collect	List. Containing hyperparameter bounds. Defaults to InputCollect\$hyperparameters.
cores	Integer. Default to parallel::detectCores() (max cores).
iterations	Integer. Recommended 2000 for default when using nevergrad_algo = "TwoPointsDE".
trials	Integer. Recommended 5 for default nevergrad_algo = "TwoPointsDE".
intercept_sign	Character. Choose one of "non_negative" (default) or "unconstrained". By de- fault, if intercept is negative, Robyn will drop intercept and refit the model. Con- sider changing intercept_sign to "unconstrained" when there are context_vars with large positive values.
nevergrad_algo	Character. Default to "TwoPointsDE". Options are c("DE","TwoPointsDE", "OnePlusOne", "DoubleFastGADiscreteOnePlusOne","DiscreteOnePlusOne", "PortfolioDiscreteOnePlusOne", "NaiveTBPSA","cGA", "RandomSearch").
dt_hyper_fixed	data.frame. Only provide when loading old model results. It consumes hyper- parameters from saved csv pareto_hyperparameters.csv.
add_penalty_fac	•
	Boolean. Add penalty factor hyperparameters to glmnet's penalty.factor to be optimized by nevergrad. Use with caution, because this feature might add too much hyperparameter space and probably requires more iterations to converge.
refresh	Boolean. Set to TRUE when used in robyn_refresh().
seed	Integer. For reproducible results when running nevergrad.
quiet	Boolean. Keep messages off?

Value

List. Iteration results to include in robyn_run() results.

robyn_update

Update Robyn Version

Description

Update Robyn version from Github repository for "dev" version or from CRAN (not yet submitted, but soon!).

Usage

robyn_update(dev = TRUE, ...)

Arguments

dev	Boolean. Dev version? If not, CRAN version.
	Parameters to pass to remotes::install_github or utils::install.packages,
	depending on dev parameter.

Value

Invisible NULL.

saturation_hill Hill Saturation Transformation

Description

saturation_hill is a two-parametric version of the Hill function that allows the saturation curve to flip between S and C shape.

Produce example plots for the Hill saturation curve.

Usage

```
saturation_hill(x, alpha, gamma, x_marginal = NULL)
```

```
plot_saturation(plot = TRUE)
```

Arguments

х	Numeric vector.
alpha	Numeric. Alpha controls the shape of the saturation curve. The larger the alpha, the more S-shape. The smaller, the more C-shape.
gamma	Numeric. Gamma controls the inflexion point of the saturation curve. The larger the gamma, the later the inflexion point occurs.
x_marginal	Numeric. When provided, the function returns the Hill-transformed value of the x_marginal input.
plot	Boolean. Do you wish to return the plot?

Value

Numeric values. Transformed values.

See Also

Other Transformations: adstock_geometric(), mic_men()

Examples

```
saturation_hill(c(100, 150, 170, 190, 200), alpha = 3, gamma = 0.5)
```

plot_saturation()

set_holidays

Description

Robyn only accepts daily, weekly and monthly data. This function is only called in robyn_engineering().

Usage

set_holidays(dt_transform, dt_holidays, intervalType)

Arguments

dt_transform	A data.frame. Transformed input data.
dt_holidays	A data.frame. Raw input holiday data.
intervalType	A character. Accepts one of the values: c("day", "week", "month")

Value

List. Containing the all spend-exposure model results.

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