

# Pricing surplus server capacity for mean waiting time sensitive customers

A proof of conjecture

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Manu K. Gupta

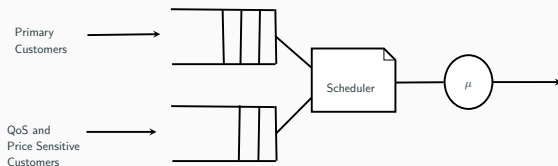
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Toulouse, France.

Joint work with N. Hemachandra

- Joint pricing and scheduling problem
- Conjecture
- Outline of the proof

# Motivation

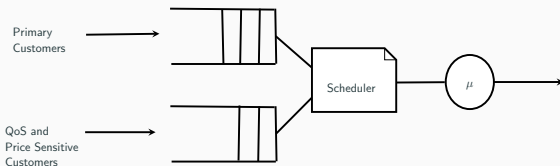
- Firm can 'lease its facilities' to new customers without affecting the service level of inhouse customers.



**Figure 1:** Model abstraction

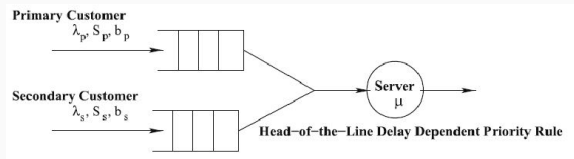
# Motivation

- Firm can 'lease its facilities' to new customers without affecting the service level of inhouse customers.
- Firms could be a container depot, a mobile service provider, a large manufacturing plant, etc.



**Figure 1:** Model abstraction

# Joint pricing and scheduling problem<sup>1</sup>

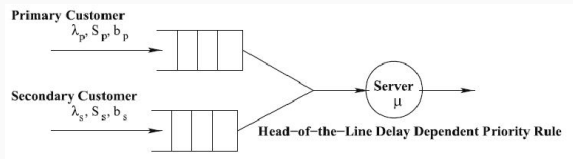


- Model to price server's surplus capacity in M/G/1 queue.

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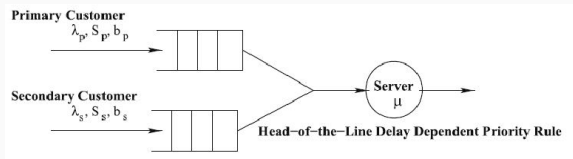


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# Joint pricing and scheduling problem<sup>1</sup>



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- Surplus capacity utilized by introducing new (secondary) customers.
- Primary are the existing customers and their mean waiting time is promised below  $S_p$ .

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## Delay dependent priority scheduling scheme<sup>2</sup>

Prioritize jobs based on the following instantaneous priority:

$$q_p(t) = \text{delay} \times b_p$$

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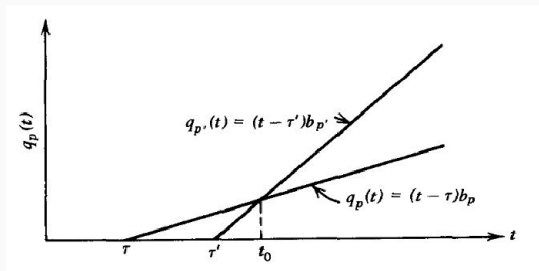


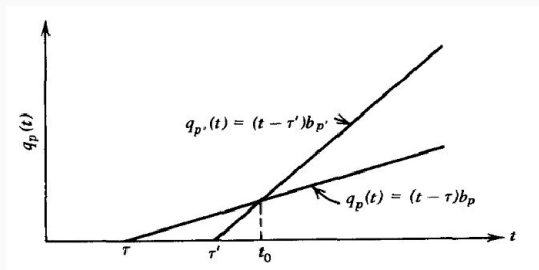
Figure 2: Illustration of delay dependent priority

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**Figure 2:** Illustration of delay dependent priority

Ties (at  $t_0$ ) are broken according to FCFS

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## Notations:

$\lambda_p$  Arrival rate for primary class customers

$\lambda_s$  Arrival rate of secondary customers

$S_p$  Promised mean waiting time of primary class customers

$S_s$  Promised mean waiting time of secondary class customers

$\mu$  Mean service rate of server

$\sigma^2$  Variance of service time

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$$\lambda_s = a - b\theta - cS_s$$

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- Decision variables:
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- Decision variables:
  - Unit admission price ( $\theta$ ), service level for new class ( $S_s$ ), scheduling parameter ( $\beta$ ) and arrival rate for secondary class ( $\lambda_s$ )
- Objective is to maximize total revenue.

# Optimization problem P0

$$\text{Maximize } \theta \lambda_s \tag{1}$$

Subject to



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$$\text{Demand Constraint: } \lambda_s \leq a - b\theta - cS_s \quad (5)$$

$$\lambda_s, \theta, S_s, \beta \geq 0 \quad (6)$$

- Constraint (3) and (5) will be binding.
- P0 is decomposed in P1 (with finite  $\beta$ ) and P2 (with infinite  $\beta$ ).

## Optimization problem P1 and P2

$$\mathbf{P1:} \max_{\lambda_s, \beta} \frac{1}{b} (a\lambda_s - \lambda_s^2 - c\lambda_s W_s(\lambda_s, \beta)) \quad (7)$$

$$W_p(\lambda_s, \beta) \leq S_p \quad (8)$$

$$\lambda_s \leq \mu - \lambda_p \quad (9)$$

$$\lambda_s, \beta \geq 0 \quad (10)$$

$$\mathbf{P2:} \max_{\lambda_s} \frac{1}{b} [a\lambda_s - \lambda_s^2 - c\lambda_s \tilde{W}_s(\lambda_s)] \quad (11)$$

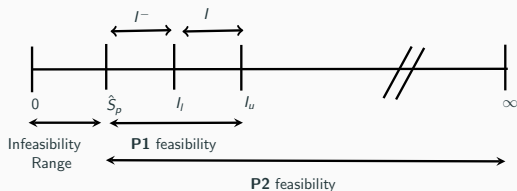
$$\tilde{W}_p(\lambda_s) \leq S_p, \quad (12)$$

$$\lambda_s \leq \mu - \lambda_p, \quad (13)$$

$$\lambda_s \geq 0. \quad (14)$$

- Solution by using KKT conditions

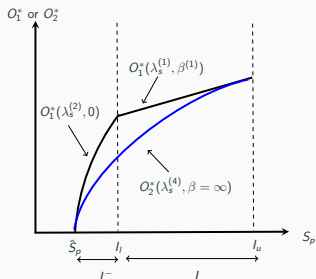
# Solution of problem P0



**Figure 3:** Range of  $S_p$  with optimal solutions coming from problem P1 and P2

- Search for global optima
- Comparison of optimal objectives of problem P1,  $O_1^*$ , and problem P2,  $O_2^*$ , in service level range  $I \cup I^-$

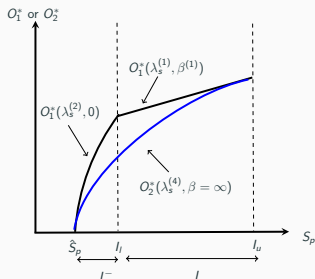
# Comparison of objectives



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# Comparison of objectives



**Conjecture<sup>3</sup>.** For  $S_p \in I^-$ , the optimal solution of  $P0$  is given by optimal solution of  $P1$ .

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- A finite step algorithm<sup>4</sup> for optimal solution.

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- A finite step algorithm<sup>4</sup> for optimal solution.
  - Conjecture holds true.
- Sufficient conditions<sup>5</sup> for conjecture to hold.

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## Theorem

*Optimal solution for optimization problem  $P_2$  i.e.  $O_2^*$  is increasing concave in interval  $I^- \cup I$  while  $O_1^*$  is increasing concave in  $I^-$  and linearly increasing in  $I$*

Steps in the proof

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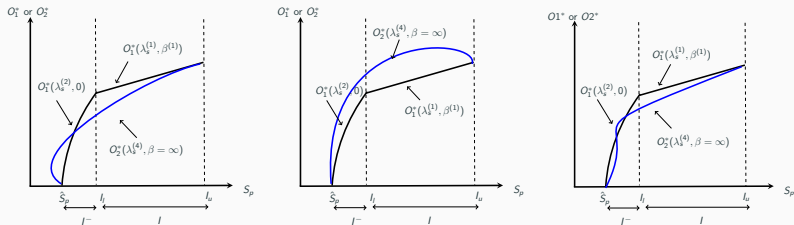
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- $\lambda_s^{(4)}$  is an increasing function of  $S_p$ .

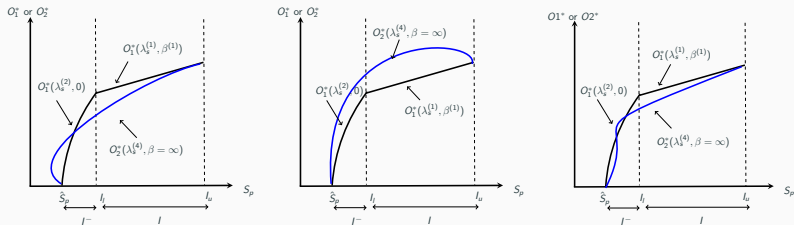


# A proof by contradiction



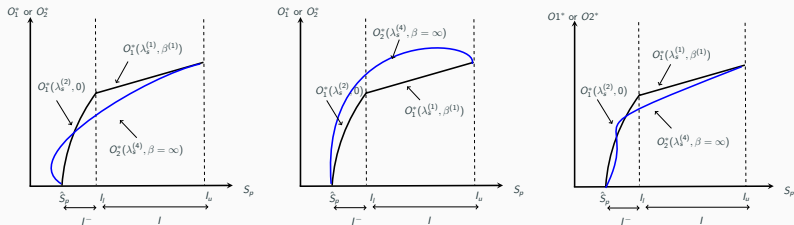
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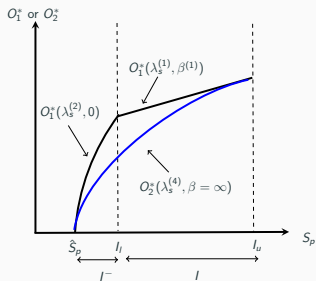
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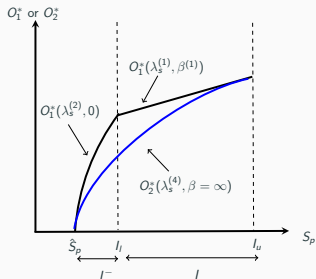
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- Contradiction from concavity of  $O_2^*$ .

Possible way for  $O_1^*$  and  $O_2^*$



- The proof of conjecture

Possible way for  $O_1^*$  and  $O_2^*$



- The proof of conjecture
- Implications: Validation of finite step algorithm

*Thank you!*

<http://manugupta-or.github.io>