

# Staffing and scheduling flexible call centers by two-stage robust optimization

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joint work with

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this talk

robust shift scheduling in call centers

classic approach

robust approach

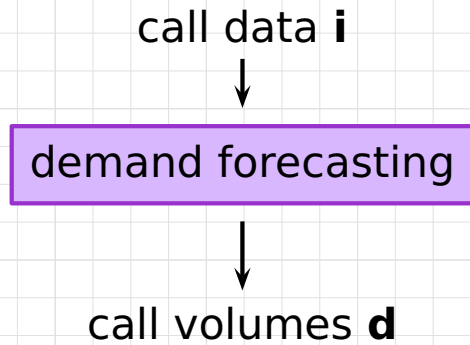
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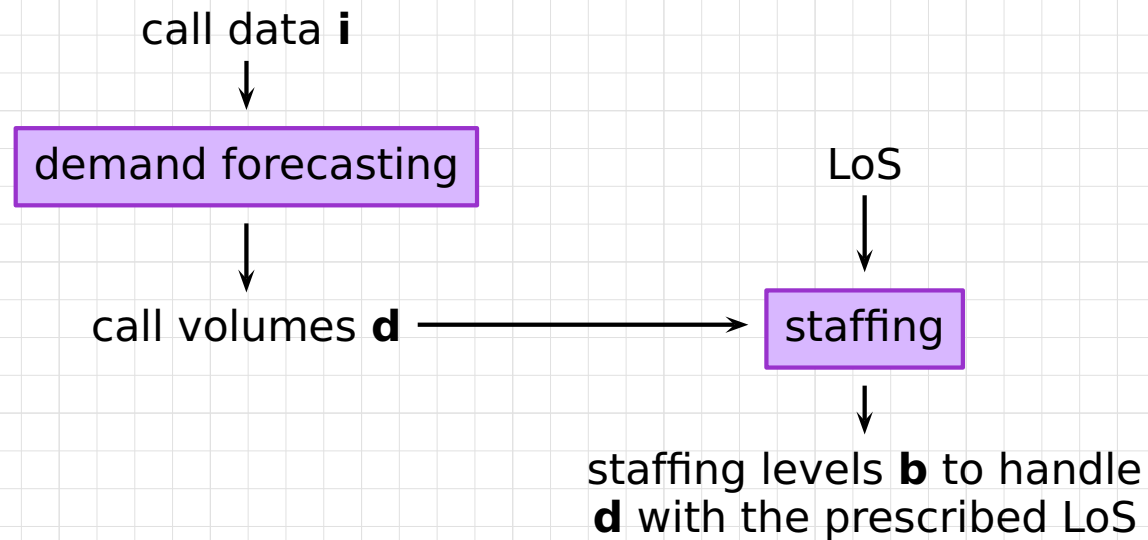
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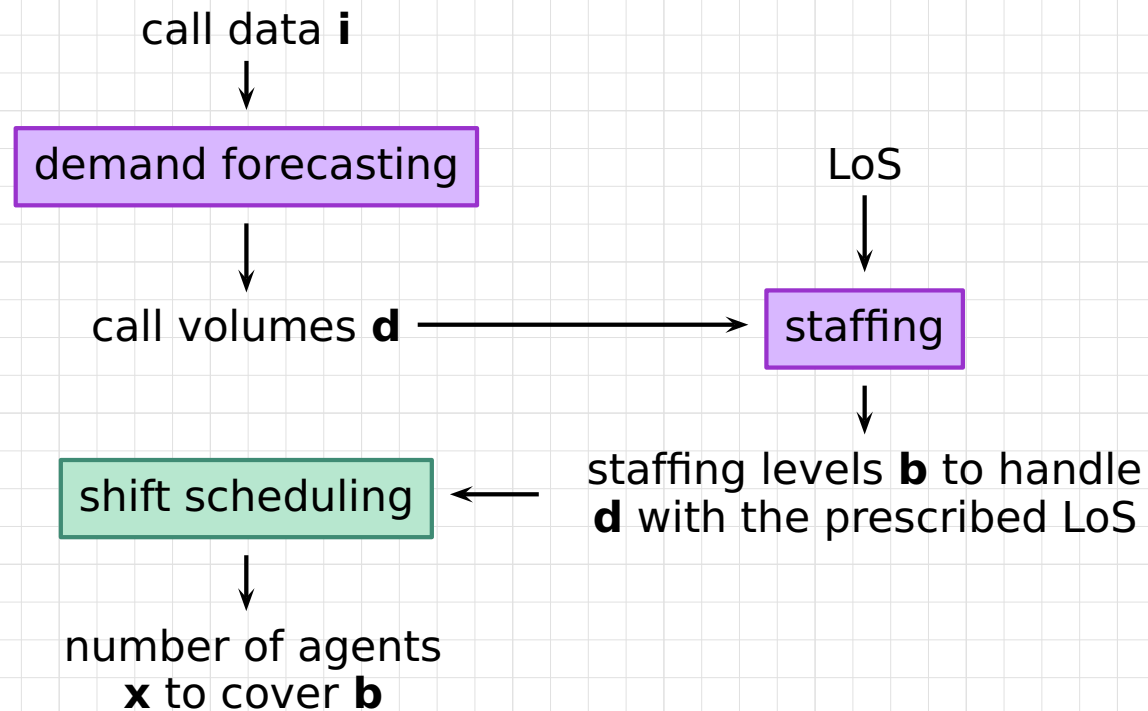
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## robust shift scheduling in call centers

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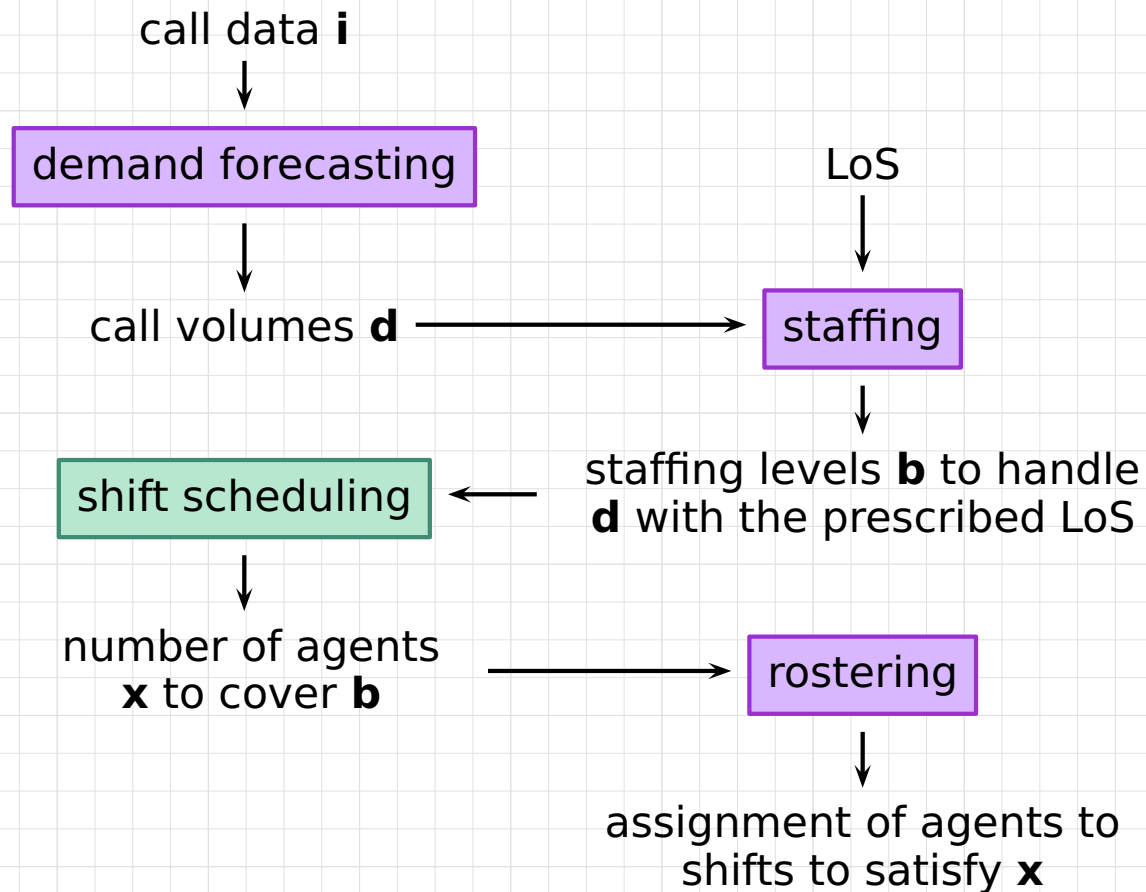
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## robust shift scheduling in call centers

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## robust shift scheduling in call centers

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input

- time horizon  $T$
- staffing levels  $b_t, t \in T$
- shifts  $J$

shift scheduling problem

choose the number of employees to be assigned to the shifts to cover the demand at minimum cost

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input

- time horizon  $T$
- staffing levels  $b_t, t \in T$
- shifts  $J$ , with costs  $\mathbf{c}$
- $A \in \{0, 1\}^{|T| \times |J|}$ ,  $a_{tj} = 1$  if  $j$  covers  $t$ , zero otherwise

classic model [Segal 1974]

$$\begin{aligned} \min \sum_{j \in J} c_j x_j \\ \sum_{j \in J} a_{tj} x_j \geq b_t \quad t \in T \\ \mathbf{x} \in \mathbb{Z}_+^n \end{aligned}$$

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classic model [Segal 1974]

$$\min \sum_{j \in J} c_j x_j$$

$$\sum_{j \in J} a_{tj} x_j \geq b_t \quad t \in T$$

$$\mathbf{x} \in \mathbb{Z}_+^{|J|}$$

advantages

- well-studied model
- network structure (C1P)

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classic model [Segal 1974]

$$\min \sum_{j \in J} c_j x_j$$

$$\sum_{j \in J} a_{tj} x_j \geq b_t \quad t \in T$$

$$\mathbf{x} \in \mathbb{Z}_+^{|J|}$$

advantages

- well-studied model
- network structure (C1P)

assumptions

- no understaffing and overstaffing costs
- **b** perfectly matches the real demand

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## flexible model

$$\min \sum_{j \in J} c_j x_j + \sum_{t \in T} (w_t^o o_t + w_t^u u_t)$$

$$\sum_{j \in J} a_{tj} x_j + u_t - o_t = b_t \quad t \in T$$

$$\mathbf{x} \in \mathbb{Z}_+^{|J|}, \mathbf{u}, \mathbf{o} \in \mathbb{Z}_+^{|T|}$$

- $u_t, o_t$  under and overstaffing in  $t \in T$ , with costs  $w_t^u$  and  $w_t^o$

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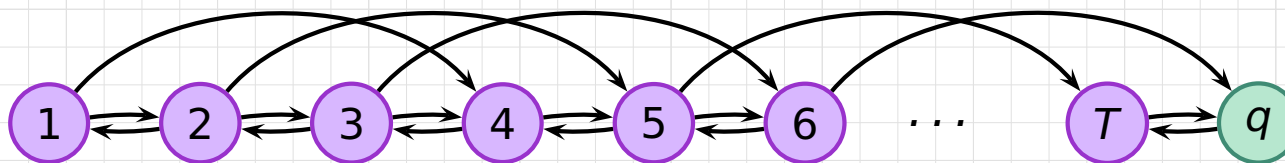
flexible model

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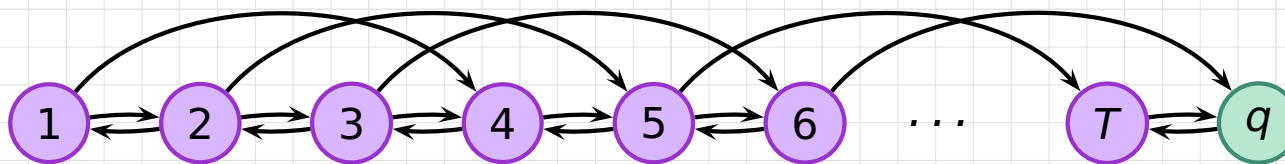
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- $u_t, o_t$  under and overstaffing in  $t \in T$ , with costs  $w_t^u$  and  $w_t^o$
- network structure (C1P)



- $o_t u_t = 0, t \in T$  for any optimal solution

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## staffing levels and real demands

computed staffing levels may differ from the real demands

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## staffing levels and real demands

computed staffing levels may differ from the real demands

- errors in call volume estimation

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## staffing levels and real demands

computed staffing levels may differ from the real demands

- errors in call volume estimation
- approximations made at the staffing stage (SIPP model)
- significant correlation between consecutive slots occurs in practice [Avramidis et al. 2009]

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## staffing levels and real demands

computed staffing levels may differ from the real demands

- errors in call volume estimation
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## how variations from real demands are handled

- simulation-based cutting plane methods [Atlason et al. 2008, Avramidis et al. 2004]

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## staffing levels and real demands

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## how variations from real demands are handled

- simulation-based cutting plane methods [Atlason et al. 2008, Avramidis et al. 2004]
- stochastic programming [Bodur and Luedtke 2016, Liao et al. 2012, Thomas and Harrison 2010]

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## staffing levels and real demands

computed staffing levels may differ from the real demands

- errors in call volume estimation
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## how variations from real demands are handled

- simulation-based cutting plane methods [Atlason et al. 2008, Avramidis et al. 2004]
- stochastic programming [Bodur and Luedtke 2016, Liao et al. 2012, Thomas and Harrison 2010]
- managers react to front-end understaffing by moving people from/to the back-office

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## this talk

- an exact method matching the managers practice

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## this talk

- an exact method matching the managers practice  $\Rightarrow$  two-stage optimization

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## this talk

- an exact method matching the managers practice  $\Rightarrow$  two-stage optimization
- **b** uncertain

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## this talk

- an exact method matching the managers practice  $\Rightarrow$  two-stage optimization
- **b** uncertain  $\Rightarrow$  merge staffing aspects and shift scheduling

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## this talk

- an exact method matching the managers practice  $\Rightarrow$  two-stage optimization
- **b** uncertain  $\Rightarrow$  merge staffing aspects and shift scheduling
- uncertainty set

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## this talk

- an exact method matching the managers practice  $\Rightarrow$  two-stage optimization
- **b** uncertain  $\Rightarrow$  merge staffing aspects and shift scheduling
- uncertainty set
  - cardinality  
deviations typically occur only in a limited number of time periods

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## this talk

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- uncertainty set
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  - correlation  
deviations at consecutive time periods are often not independent

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## shift scheduling problem

$$\min \sum_{j \in J} c_j x_j + \sum_{t \in T} (w_t^o o_t + w_t^u u_t)$$

$$\sum_{j \in J} a_{tj} x_j + u_t - o_t = b_t \quad t \in T$$

$$\mathbf{x} \in \mathbb{Z}_+^{|J|}, \mathbf{u}, \mathbf{o} \in \mathbb{Z}_+^{|T|}$$

## robust optimization

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## shift scheduling problem

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## robust optimization

## ■ single stage

- single stage with RHS only uncertainty is easy [Minoux 2008]
- no single stage with equality constraints

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## shift scheduling problem

$$\min \sum_{j \in J} c_j x_j + \sum_{t \in T} (w_t^o o_t + w_t^u u_t)$$

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## robust optimization

- single stage
- two-stage
  - two stage with RHS only uncertainty is difficult [Minoux 2011]
  - branch-and-cut

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## shift scheduling problem

$$\min \sum_{j \in J} c_j x_j + \sum_{t \in T} (w_t^o o_t + w_t^u u_t)$$

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## robust optimization

- single stage
- two-stage
- affinely adjustable
  - no second stage full flexibility
  - compact reformulation if  $U$  computationally tractable

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$$\min_{\mathbf{x} \in \mathbb{Z}_+^{|J|}} \left\{ \sum_{j \in J} c_j x_j + \max_{\mathbf{b} \in U} \begin{array}{l} \min \sum_{t \in T} (w_t^o o_t + w_t^u u_t) \\ u_t - o_t = b_t - \sum_{j \in J} a_{tj} x_j \quad t \in T \\ \mathbf{u}, \mathbf{o} \in \mathbb{R}^{|T|} \end{array} \right\}$$

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$$\min_{\mathbf{x} \in \mathbb{Z}_+^{|J|}} \left\{ \sum_{j \in J} c_j x_j + \max_{\mathbf{b} \in U} \left. \begin{array}{l} \min \sum_{t \in T} (w_t^o o_t + w_t^u u_t) \\ u_t - o_t = b_t - \sum_{j \in J} a_{tj} x_j \quad t \in T \\ \mathbf{u}, \mathbf{o} \in \mathbb{R}^{|T|} \end{array} \right\}$$

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robust problem

$$\min_{\mathbf{x} \in \mathbb{Z}_+^{|J|}} \left\{ \sum_{j \in J} c_j x_j + \max_{\mathbf{b} \in U} \left\{ \begin{array}{l} \min \sum_{t \in T} (w_t^o o_t + w_t^u u_t) \\ u_t - o_t = b_t - \sum_{j \in J} a_{tj} x_j \quad t \in T \\ \mathbf{u}, \mathbf{o} \in \mathbb{R}^{|T|} \end{array} \right\} \right\}$$

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## robust problem

$$\min_{\mathbf{x} \in \mathbb{Z}_+^{|J|}} \left\{ \sum_{j \in J} c_j x_j + \max_{\mathbf{b} \in U} \min_{\mathbf{u}, \mathbf{o} \in \mathbb{R}^{|T|}} \sum_{t \in T} (w_t^o o_t + w_t^u u_t) \right. \\ \left. u_t - o_t = b_t - \sum_{j \in J} a_{tj} x_j \quad t \in T \right\}$$

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## personnel reallocation (PR) cost

$$\min_{t \in T} \sum_{t \in T} (w_t^o o_t + w_t^u u_t) \\ u_t - o_t = \bar{b}_t - \sum_{j \in J} a_{tj} \bar{x}_j \quad t \in T \\ \mathbf{u}, \mathbf{o} \in \mathbb{R}^{|T|}$$

$$\max_{t \in T} \sum_{t \in T} (\bar{b}_t - \sum_{j \in J} a_{jt} \bar{x}_j) y_t \\ -w_t^o \leq y_t \leq w_t^u \quad t \in T$$

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## robust problem

$$\min_{\mathbf{x} \in \mathbb{Z}_+^{|J|}} \left\{ \sum_{j \in J} c_j x_j + \max_{\mathbf{b} \in U} \min_{\mathbf{u}, \mathbf{o} \in \mathbb{R}^{|T|}} \sum_{t \in T} (w_t^o o_t + w_t^u u_t) \right. \\ \left. u_t - o_t = b_t - \sum_{j \in J} a_{tj} x_j \quad t \in T \right\}$$

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## personnel reallocation (PR) cost

$$\min_{t \in T} \sum_{t \in T} (w_t^o o_t + w_t^u u_t) \quad \max_{t \in T} \sum_{t \in T} (\bar{b}_t - \sum_{j \in J} a_{jt} \bar{x}_j) y_t \\ u_t - o_t = \bar{b}_t - \sum_{j \in J} a_{tj} \bar{x}_j \quad t \in T \quad -w_t^o \leq y_t \leq w_t^u \quad t \in T \\ \mathbf{u}, \mathbf{o} \in \mathbb{R}^{|T|}$$

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## Benders-like reformulation

$$\min_{\mathbf{x} \in \mathbb{Z}_+^{|J|}} \left\{ \sum_{j \in J} c_j x_j + \max_{\mathbf{b} \in U, -w_t^o \leq y_t \leq w_t^u, t \in T} \sum_{t \in T} (b_t - \sum_{j \in J} a_{jt} x_j) y_t \right\}$$

## Benders-like reformulation

$$\min \sum_{j \in J} c_j x_j + \lambda$$

$$\lambda \geq \sum_{t \in T} (b_t - \sum_{j \in J} a_{jt} x_j) y_t \quad \mathbf{b} \in U, \mathbf{y} \in \text{dual}(PR)$$

$$\mathbf{x} \in \mathbb{Z}_+^{|J|}$$

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## Benders-like reformulation

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## the separation problem

$$\max_{\mathbf{b} \in U} \min \sum_{t \in T} (w_t^o o_t + w_t^u u_t)$$

$$u_t - o_t = \bar{b}_t - \sum_{j \in J} a_{tj} \bar{x}_j \quad t \in T$$

$$\mathbf{o}, \mathbf{u} \in \mathbb{R}_+^{|T|}$$

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## Benders-like reformulation

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$$\mathbf{o}, \mathbf{u} \in \mathbb{R}_+^{|T|}$$

$$\max \sum_{t \in T} (b_t - \sum_{j \in J} a_{jt} \bar{x}_j) y_t$$

$$-w_t^o \leq y_t \leq w_t^u \quad t \in T$$

$$\mathbf{b} \in U$$

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## the uncertainty set

- cardinality

deviations typically occur only in a limited number of time periods

- correlation

deviations at consecutive time periods are often not independent

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## the uncertainty set

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$$U = \{ \mathbf{b} \in \mathbb{Z}^{|T|} : b_t = \tilde{b}_t + D_t p_t, t \in T \}$$

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## the uncertainty set

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$$U = \left\{ \mathbf{b} \in \mathbb{Z}^{|\mathcal{T}|} : b_t = \tilde{b}_t + D_t p_t, t \in \mathcal{T} \right.$$
$$\left. \begin{array}{l} \boldsymbol{\pi} \in \{0, 1\}^{|\mathcal{T}|}, \mathbf{p} \in \mathbb{R}^{|\mathcal{T}|}, |p_t| \leq \pi_t, t \in \mathcal{T} \\ \sum_{t \in \mathcal{T}} \pi_t \leq \Gamma \\ |D_t p_t - D_{t-1} p_{t-1}| \leq \Delta_t, t \in \mathcal{T} \setminus \{1\} \end{array} \right\}$$

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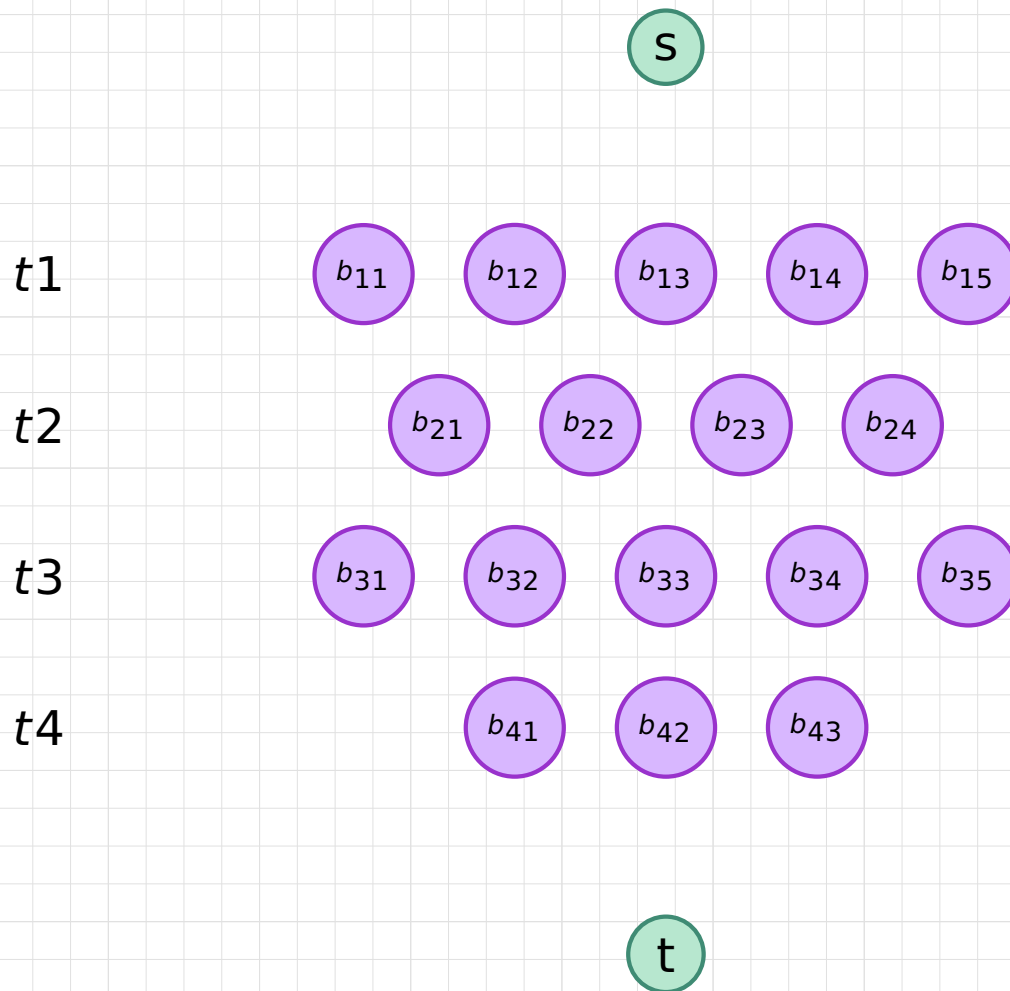
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# the separation problem

## separation by (single) resource constrained longest path



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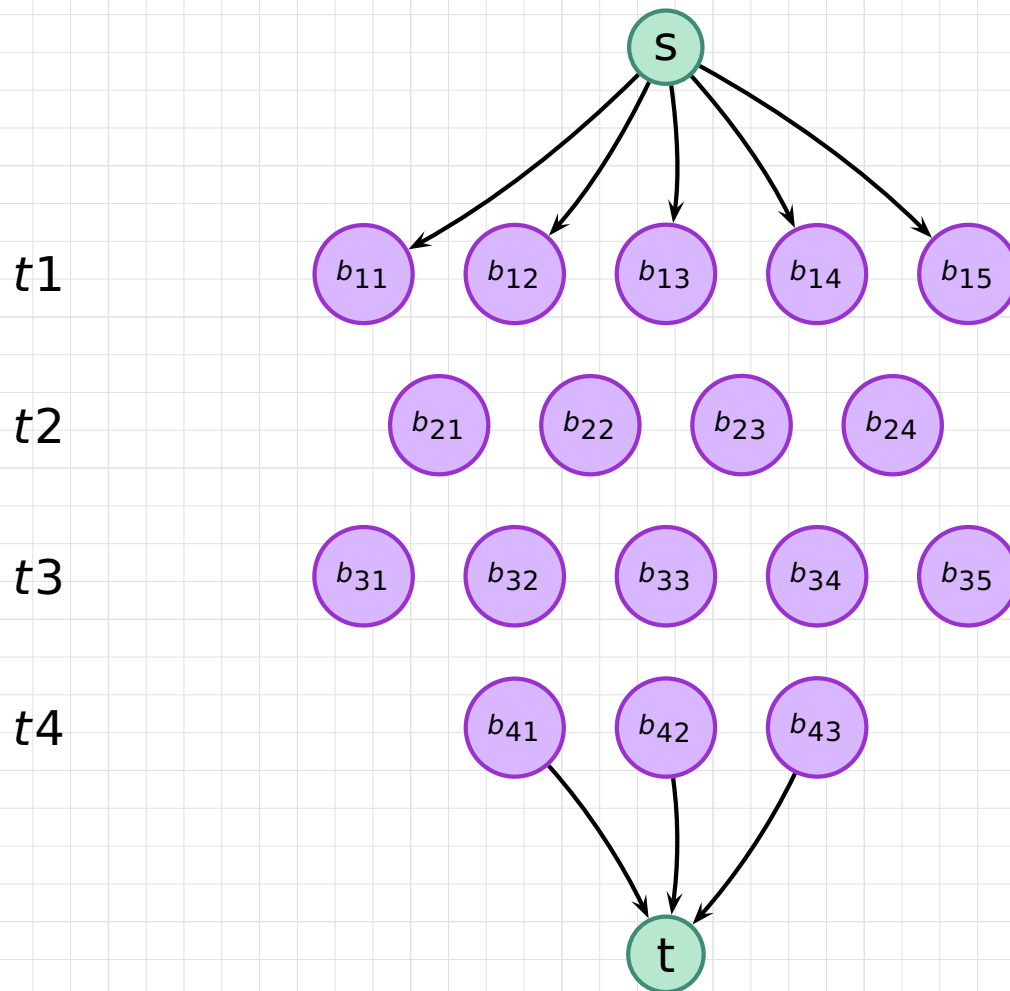
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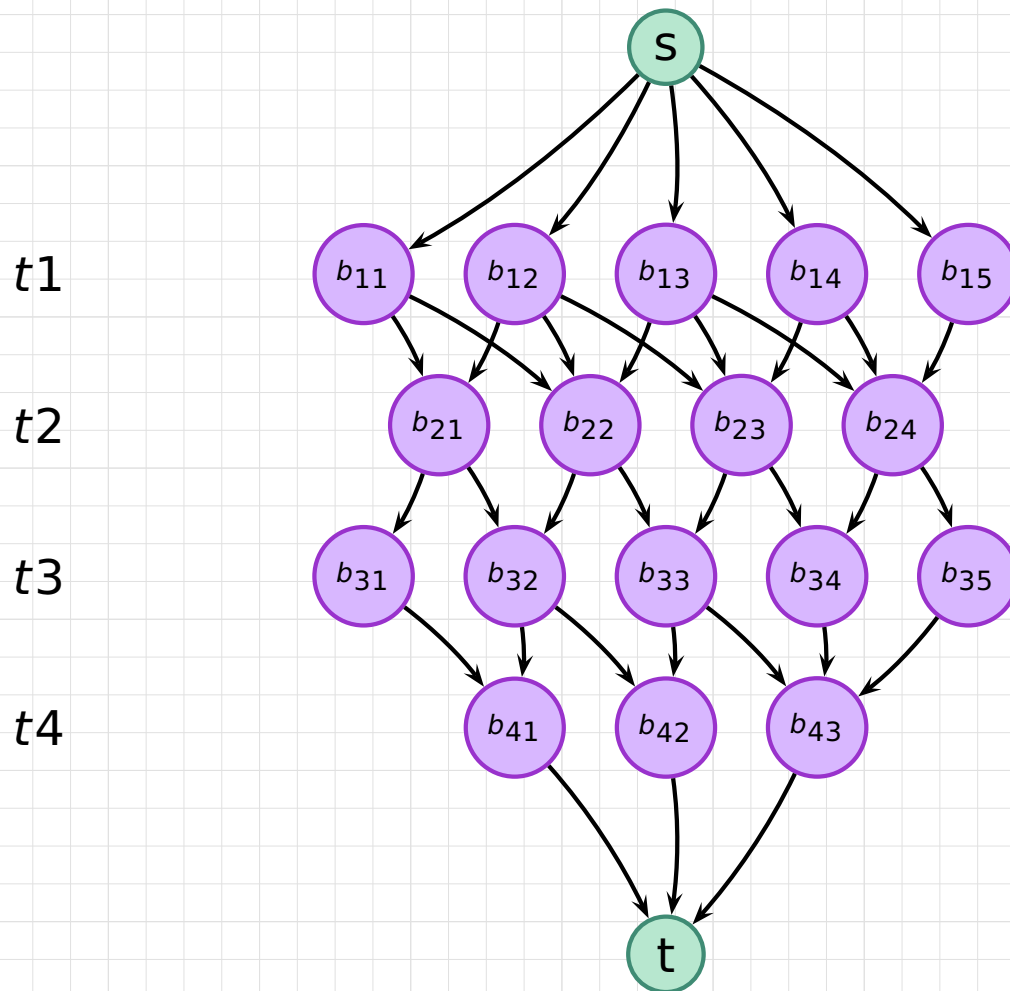
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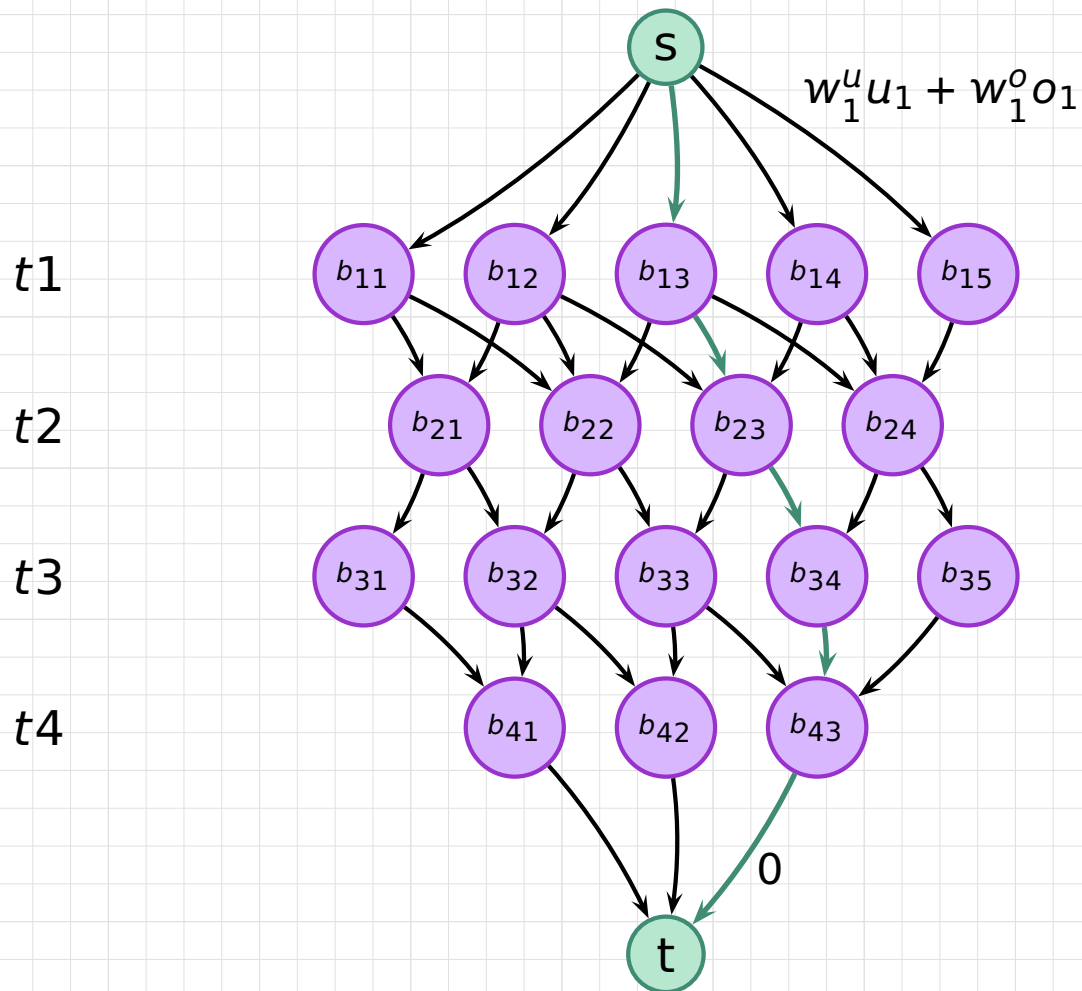
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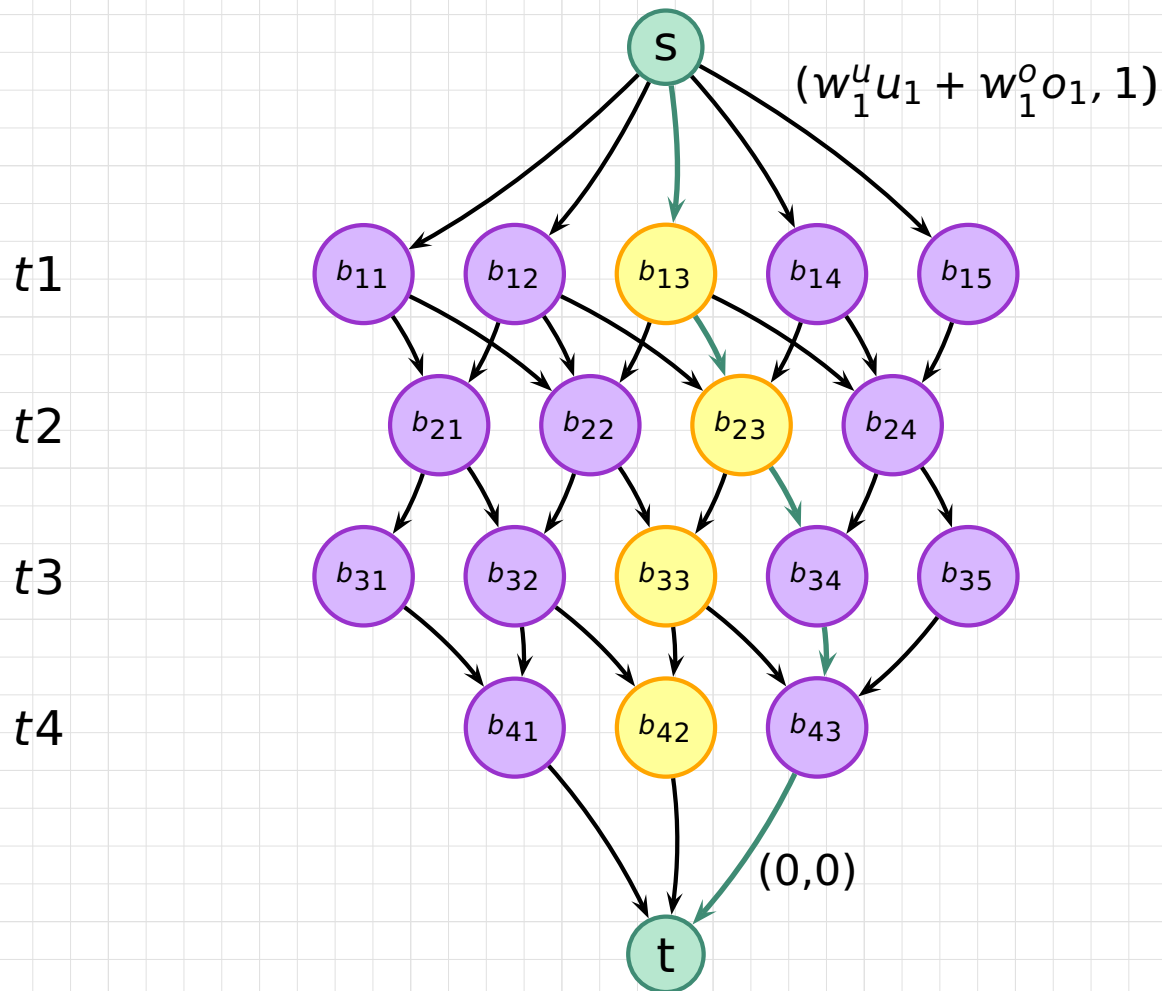
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# the separation problem

## separation by (single) resource constrained longest path



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## the MIP separation problem

$$\begin{aligned} \max_{\mathbf{b} \in U} \quad & \min \sum_{t \in T} (w_t^o o_t + w_t^u u_t) \\ & u_t - o_t = b_t - \sum_{j \in J} a_{tj} \bar{x}_j \quad t \in T \\ & \mathbf{o}, \mathbf{u} \in \mathbb{R}_+^{|T|} \end{aligned}$$

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## the MIP separation problem

$$\max \sum_{t \in T} (w_t^o o_t + w_t^u u_t)$$

$$u_t - o_t = b_t - \sum_{j \in J} a_{tj} \bar{x}_j \quad t \in T$$

$$o_t \leq M \alpha_t \quad t \in T$$

$$u_t \leq M(1 - \alpha_t) \quad t \in T$$

$$\mathbf{b} \in U, \mathbf{o}, \mathbf{u} \in \mathbb{R}_+^{|T|}, \boldsymbol{\alpha} \in \{0, 1\}^{|T|}$$

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## the MIP separation problem

$$\max \sum_{t \in T} (w_t^o o_t + w_t^u u_t)$$

$$u_t - o_t = b_t - \sum_{j \in J} a_{tj} \bar{x}_j \quad t \in T$$

$$o_t \leq M \alpha_t \quad t \in T$$

$$u_t \leq M(1 - \alpha_t) \quad t \in T$$

$$\mathbf{b} \in U, \mathbf{o}, \mathbf{u} \in \mathbb{R}_+^{|T|}, \boldsymbol{\alpha} \in \{0, 1\}^{|T|}$$

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## MIP vs RCSP

- MIP vs dynamic programming
- $O(|T|)$  right-hand-sides vs  $O(\bar{D}^2 |T|)$  edge costs to update
- MIP solver can be stopped before optimality

## instances

- call center of an Italian Public Agency (2008)

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## instances

- call center of an Italian Public Agency (2008)
- 49 time slots of 15 minutes, 4-,6- and 8-hour shifts

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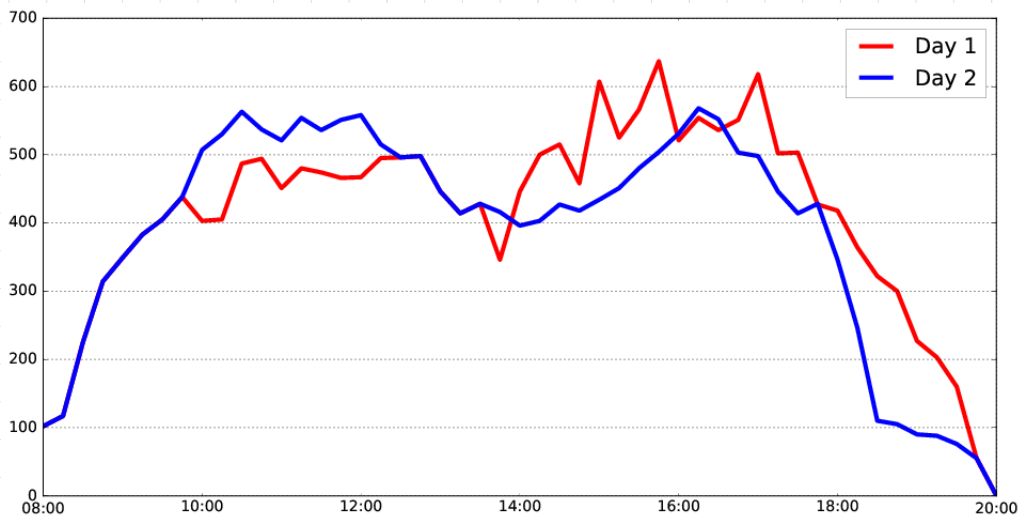
**instances**

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## instances

- call center of an Italian Public Agency (2008)
- 49 time slots of 15 minutes, 4-,6- and 8-hour shifts
- two sampling days
  - Day1: working day
  - Day2: day before a holiday



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## instances

$$\begin{aligned}
 U &= \{ \mathbf{b} \in \mathbb{Z}^{|\mathcal{T}|} : b_t = \tilde{b}_t + D_t p_t, t \in \mathcal{T} \\
 &\quad \boldsymbol{\pi} \in \{0, 1\}^{|\mathcal{T}|}, \mathbf{p} \in \mathbb{R}^{|\mathcal{T}|}, |p_t| \leq \pi_t, t \in \mathcal{T} \\
 &\quad \sum_{t \in \mathcal{T}} \pi_t \leq \Gamma \\
 &\quad |D_t p_t - D_{t-1} p_{t-1}| \leq \Delta_t, t \in \mathcal{T} \setminus \{1\} \}
 \end{aligned}$$

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## instances

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 \end{aligned}$$

- $\Gamma \Rightarrow$  cardinality
- $\Delta \Rightarrow$  correlation
- $D \Rightarrow$  confidence in staffing values

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## instances

$$\begin{aligned}
 U &= \{ \mathbf{b} \in \mathbb{Z}^{|\mathcal{T}|} : b_t = \tilde{b}_t + D_t p_t, t \in \mathcal{T} \\
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 &\quad |D_t p_t - D_{t-1} p_{t-1}| \leq \Delta_t, t \in \mathcal{T} \setminus \{1\} \}
 \end{aligned}$$

- six  $\Gamma$  values  $\Rightarrow$  cardinality
- two  $\Delta$  values  $\Rightarrow$  correlation
- three  $D$  values  $\Rightarrow$  confidence

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## branch-and-cut statistics

	max	avg	min
time	1420	191	6
nodes	813	132	1

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## branch-and-cut statistics

	max	avg	min
time	1420	191	6
nodes	813	132	1
gap at root	0.57%	0.12%	0.02%

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## branch-and-cut statistics

	max	avg	min
time	1420	191	6
nodes	813	132	1
gap at root	0.57%	0.12%	0.02%
sep time	1400	185	5
cuts	199	128	89

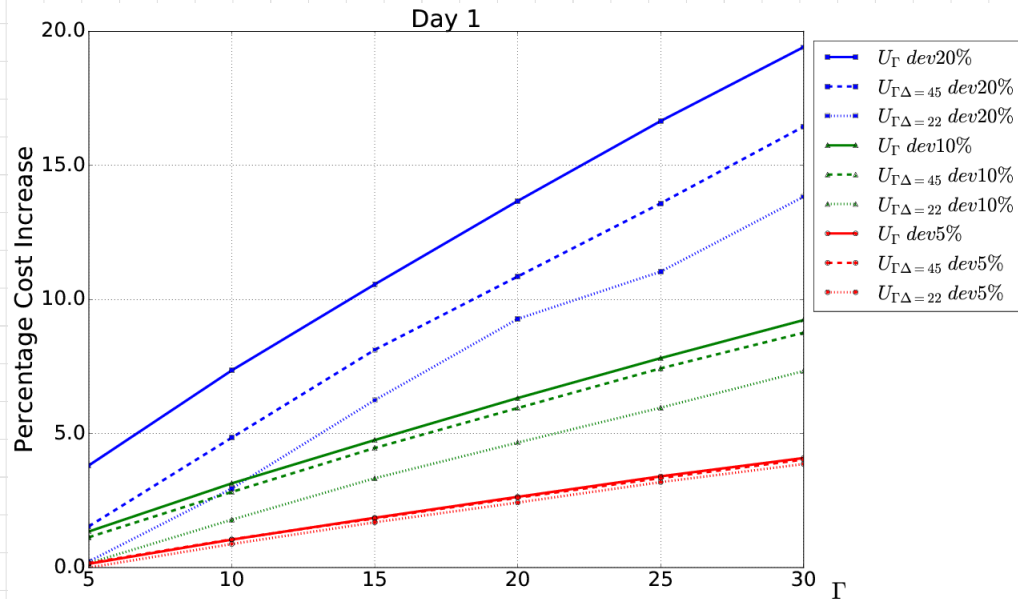
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correlation vs SIPP model



- solid lines  $\Rightarrow$  only cardinality  
dotted and dashed lines  $\Rightarrow$  cardinality plus correlation
- different line styles  $\Rightarrow$  different  $\Delta$  values
- different colors  $\Rightarrow$  different  $D$  values

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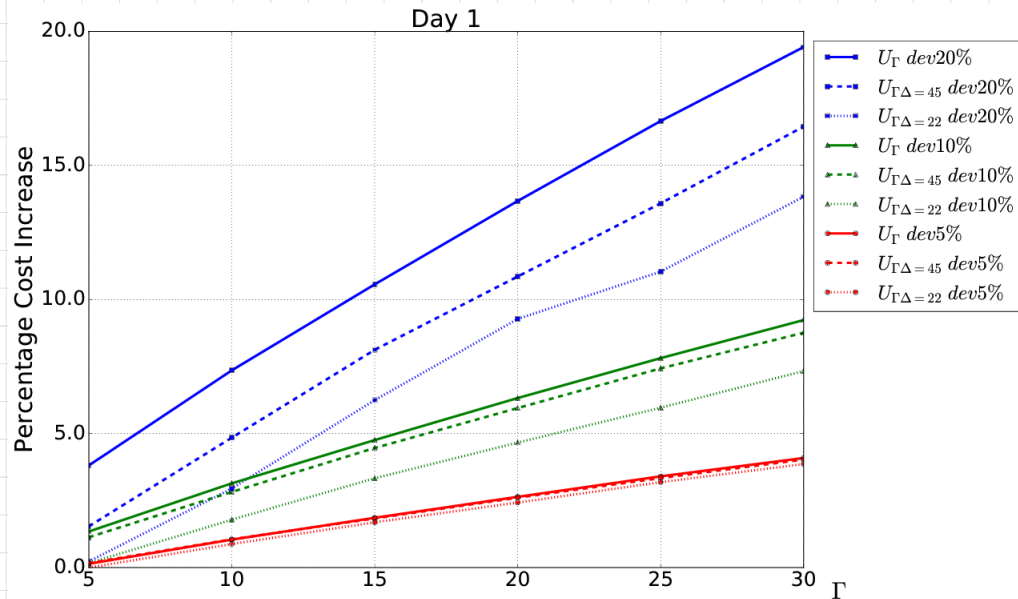
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correlation vs SIPP model



- no correlation  $\Rightarrow$  larger costs
- maximum difference is about 5% (5000 €, per day)

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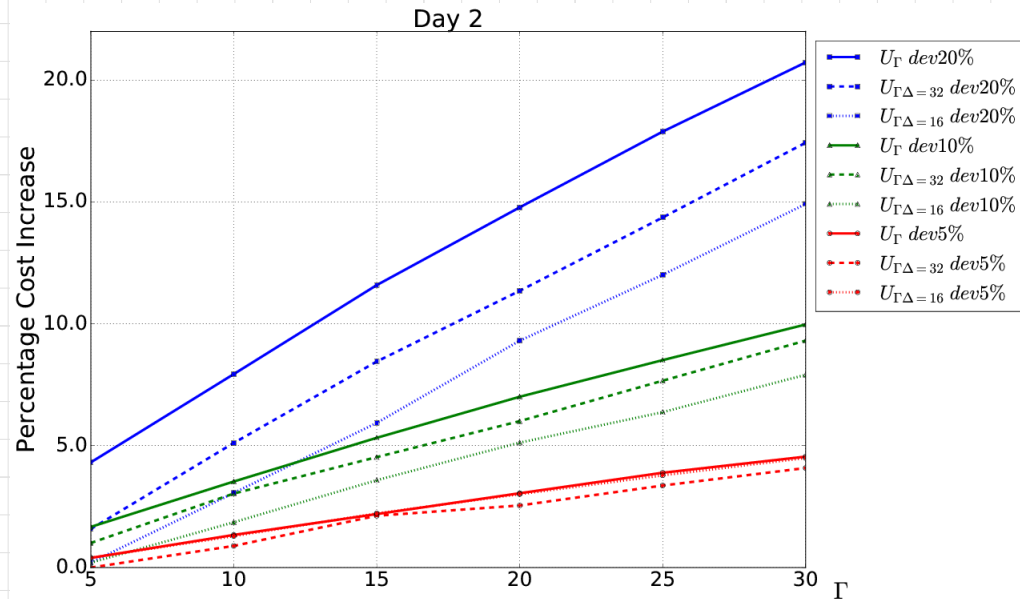
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correlation vs SIPP model



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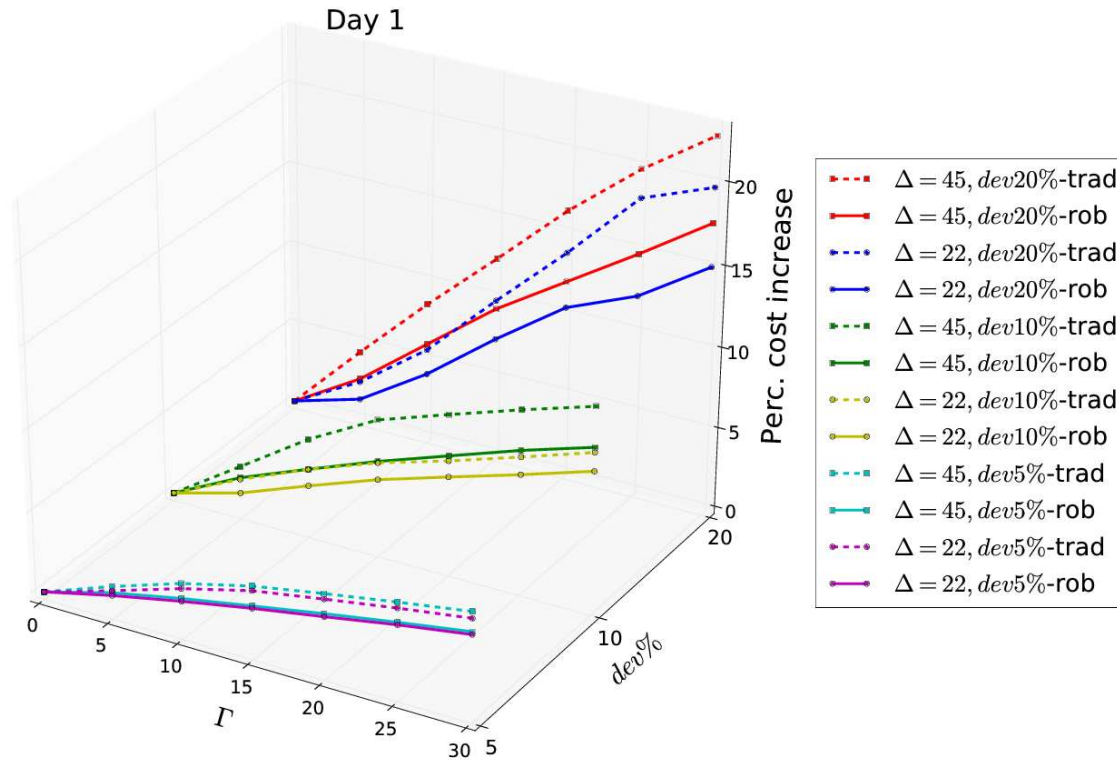
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optimization vs managers: costs



■ solid lines  $\Rightarrow$  optimization  
 ■ dotted lines  $\Rightarrow$  managers

■ same group  $\Rightarrow$  same  $D$   
 ■ same color  $\Rightarrow$  same  $\Delta$

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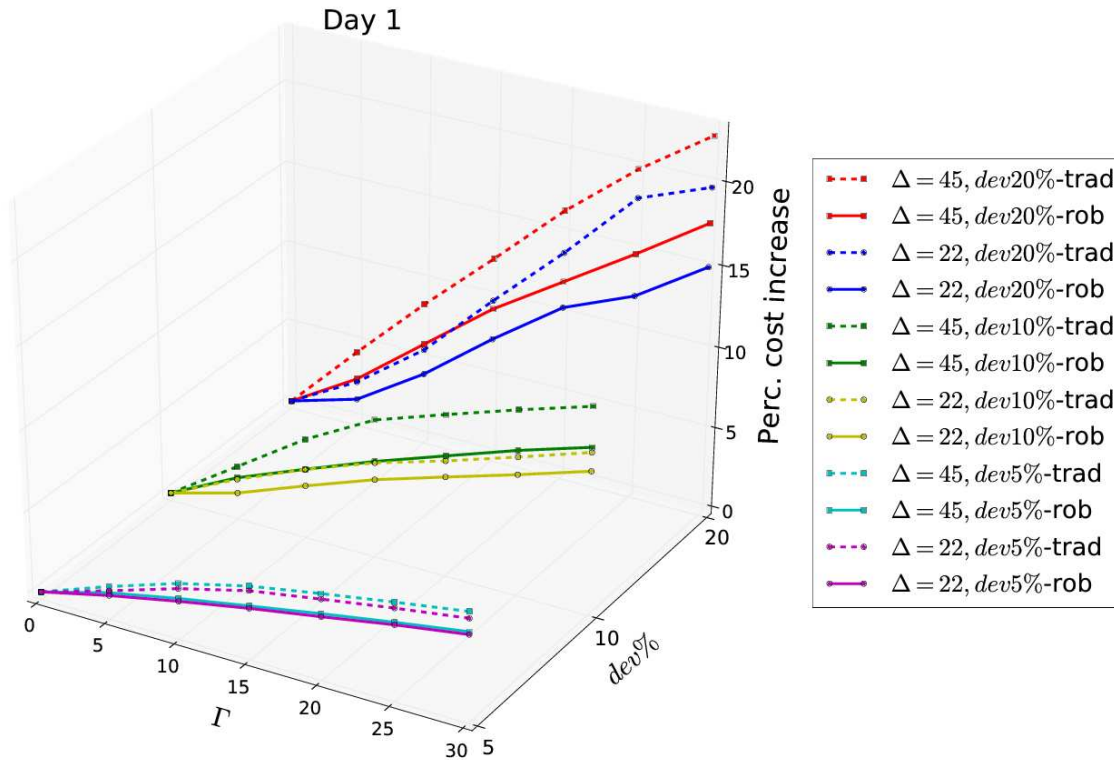
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optimization vs managers: costs



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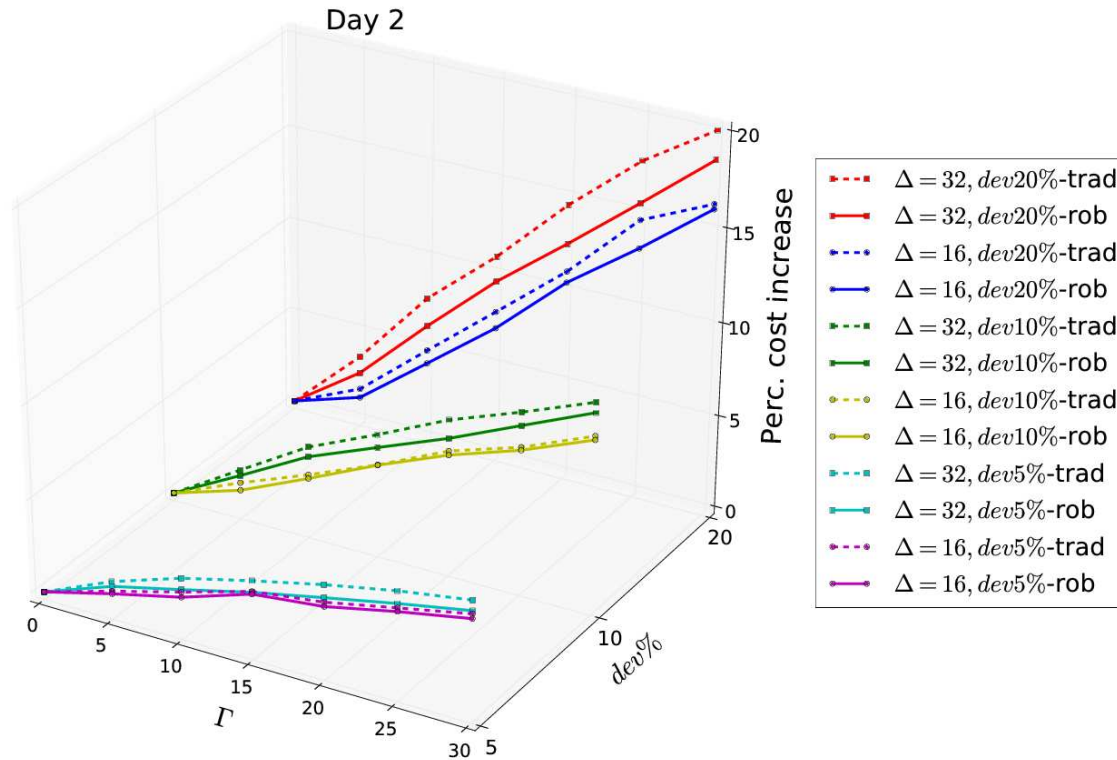
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- optimization  $\Rightarrow$  smaller costs
- maximum difference is about 5% (5000 €, per day)

optimization vs managers: costs



- optimization  $\Rightarrow$  smaller costs
- costs are closer (2% of difference)

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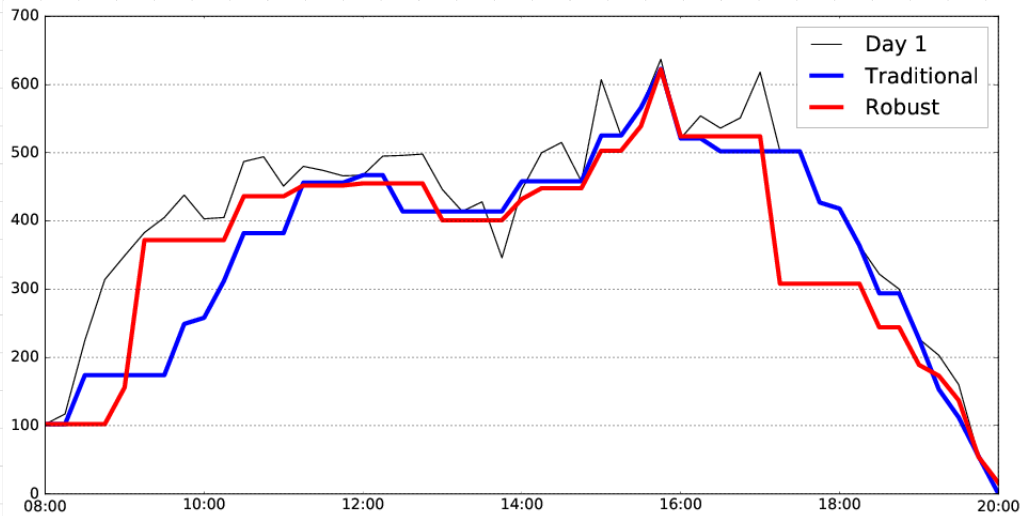
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## optimization vs managers: staffing



- black line  $\Rightarrow$  demand **b**
- blue line  $\Rightarrow$  staffing **x** according to managers practice
- red line  $\Rightarrow$  staffing **x** computed by optimization

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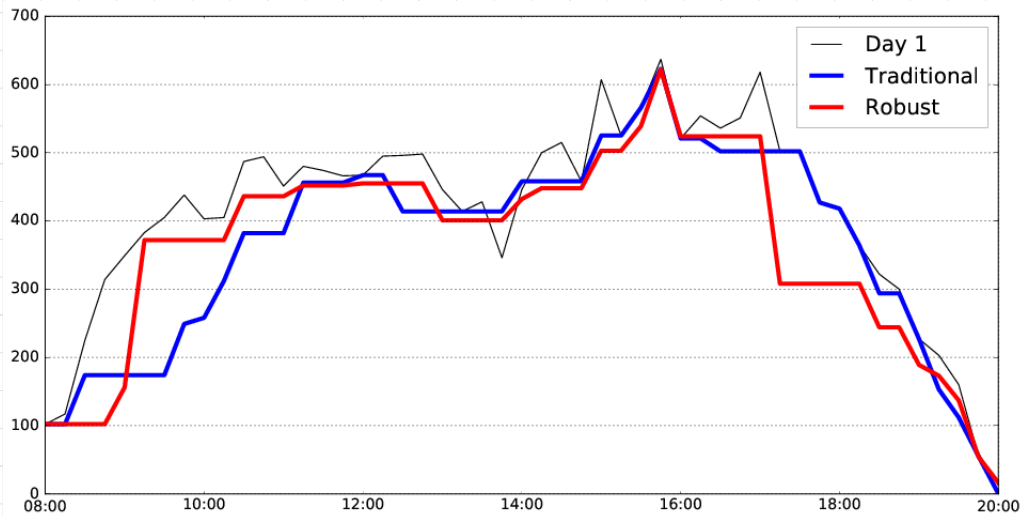
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optimization vs managers: staffing



- many  $x$  with similar cost, but different robustness

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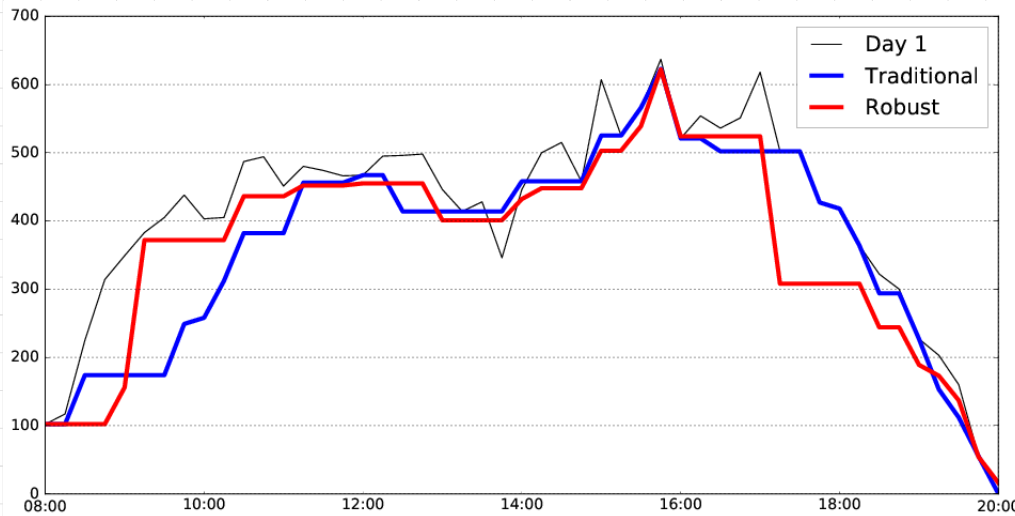
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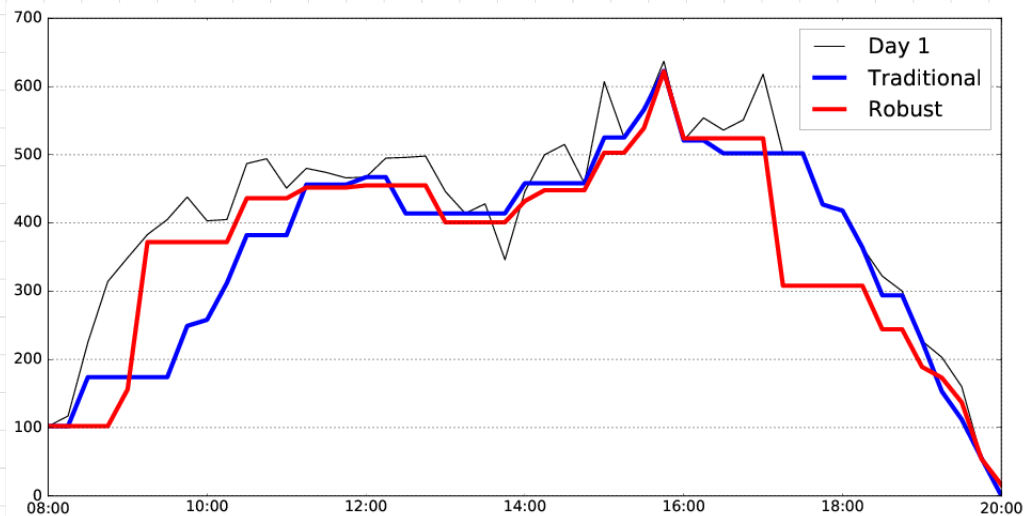
optimization vs managers: staffing



- many  $x$  with similar cost, but different robustness
- both methods prefer understaffing vs overstaffing

- classic approach
- robust approach
- algorithm
- experiments
- instances
- results**
- conclusions

## optimization vs managers: staffing



- many **x** with similar cost, but different robustness
- both methods prefer understaffing vs overstaffing
- managers **follow** the demand variation
- optimization **anticipates** the demand variation

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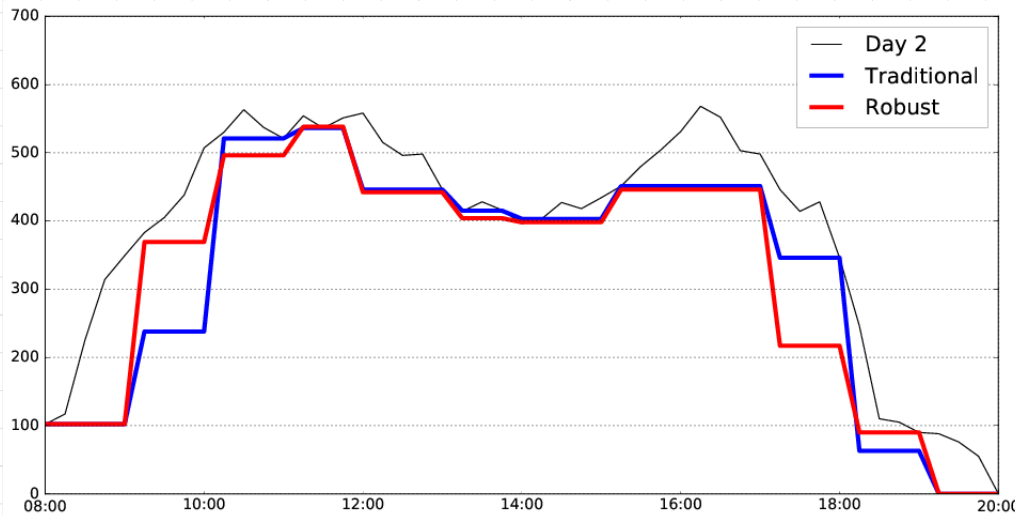
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optimization vs managers: staffing



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- many **x** with similar cost, but different robustness
- both methods prefer understaffing vs overstaffing
- managers **follow** the demand variation
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paper

S. Mattia, F. Rossi, M. Servilio, S. Smriglio.  
*Staffing and scheduling flexible call centers by two-stage  
robust optimization*. Omega, in press.  
<http://dx.doi.org/10.1016/j.omega.2016.11.001>

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thank you