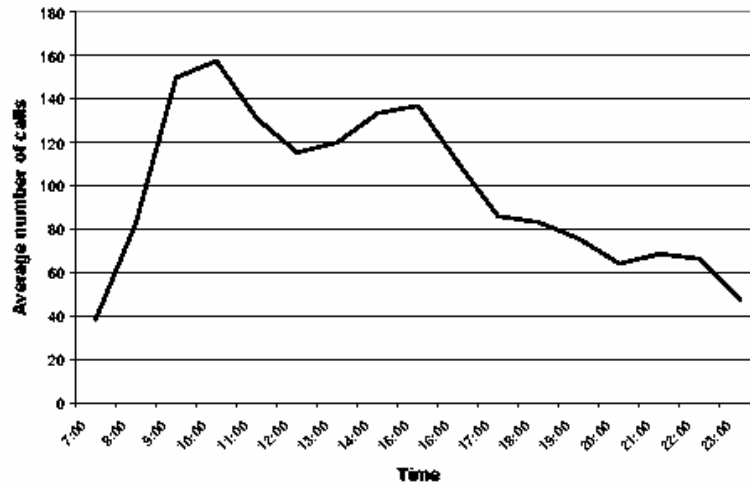


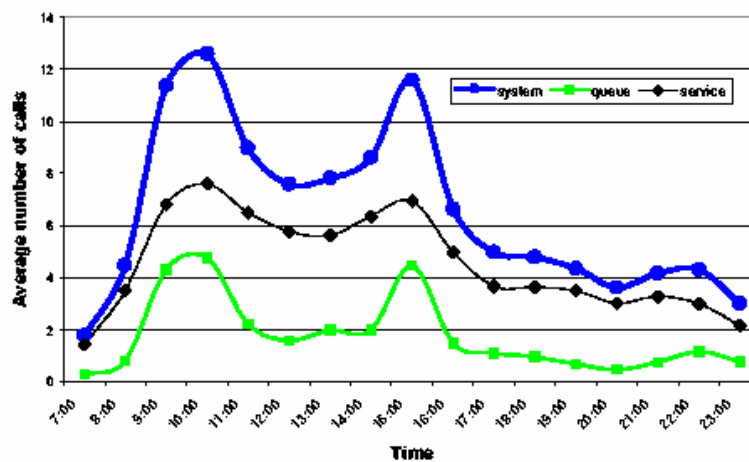
Predictable Variability = "Piecewise Stationary" load

Goal: Predictably Stable Performance, but HOW?

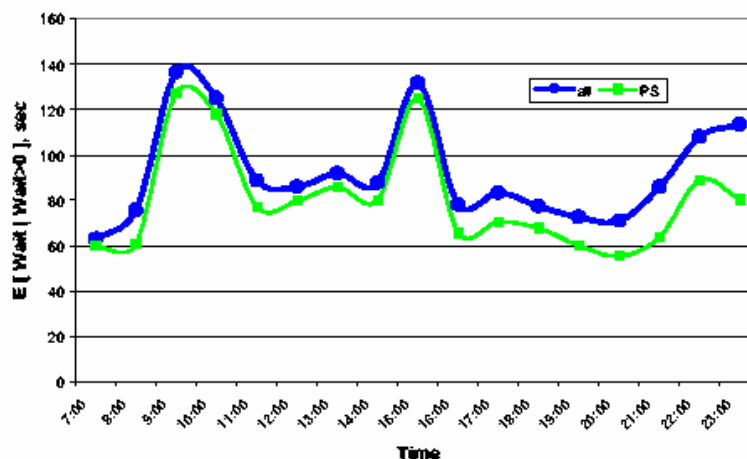
Arrivals



Queues



Waiting



Staffing Time-Varying Queues:

Two Common Approaches:

SSA – Simple Stationary Approximation.

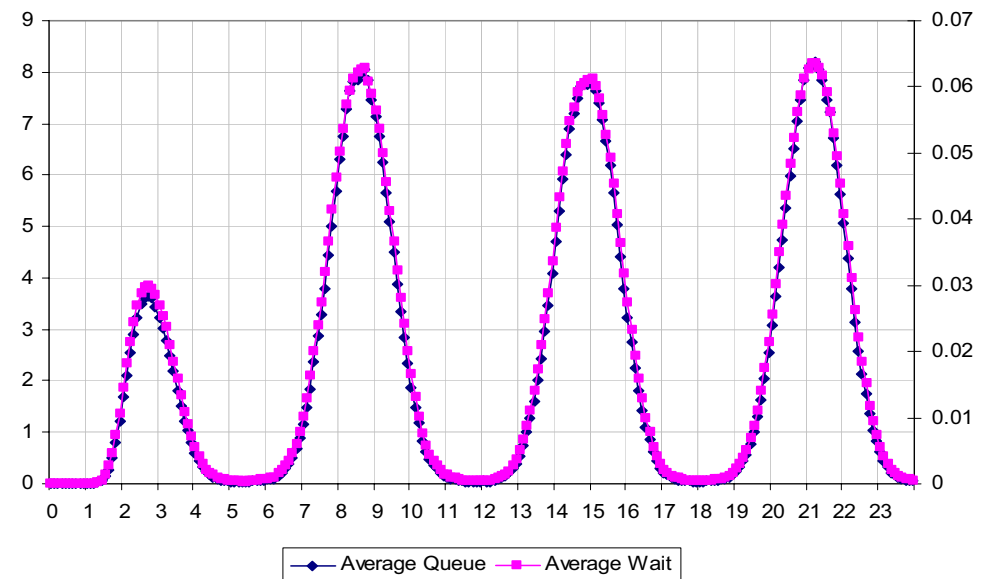
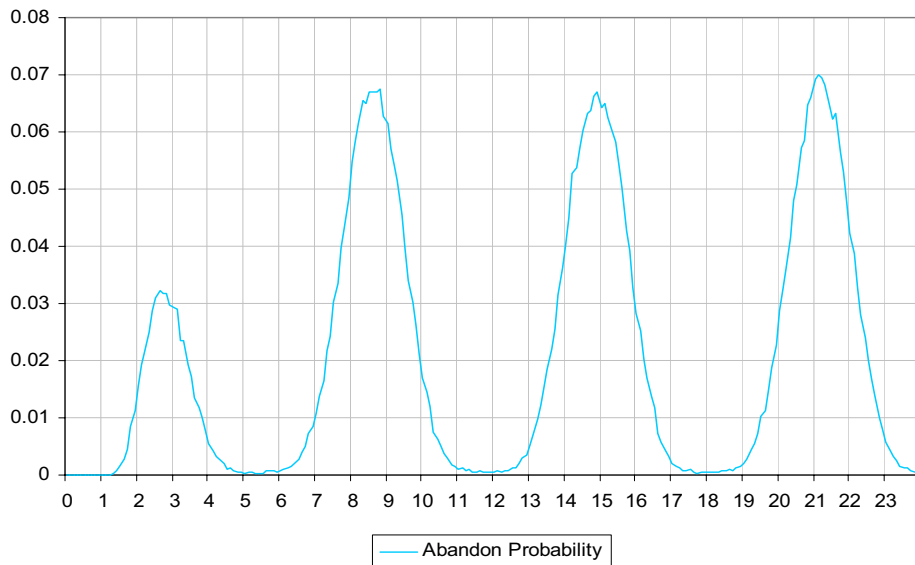
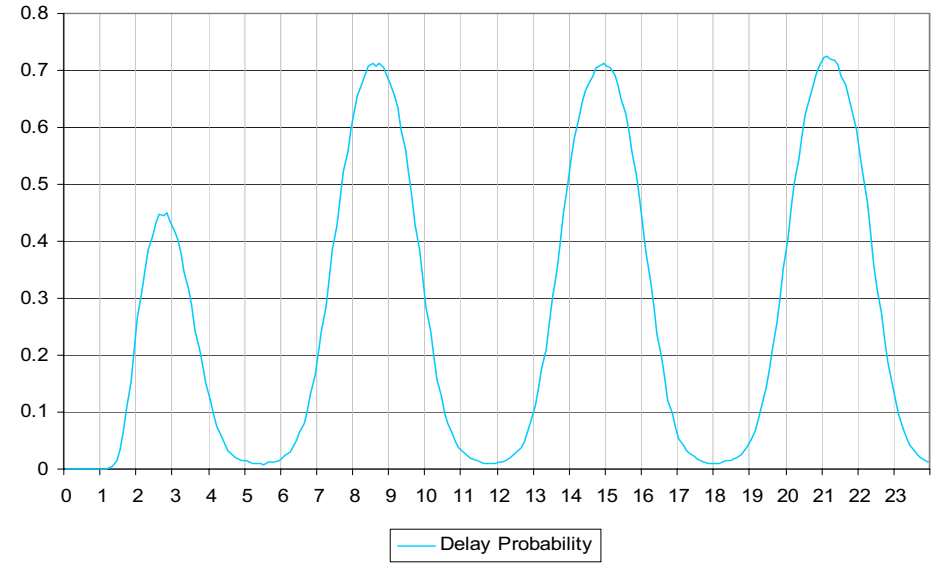
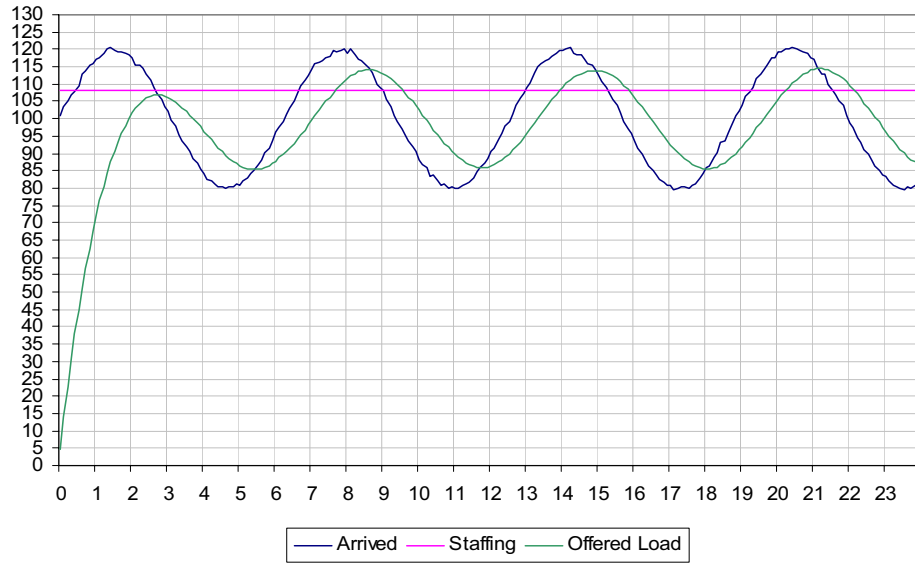
Constant staffing levels, based on steady-state M/M/N, with λ =long-run average number of arrivals.

PSA – Point-wise Stationary Approximation.

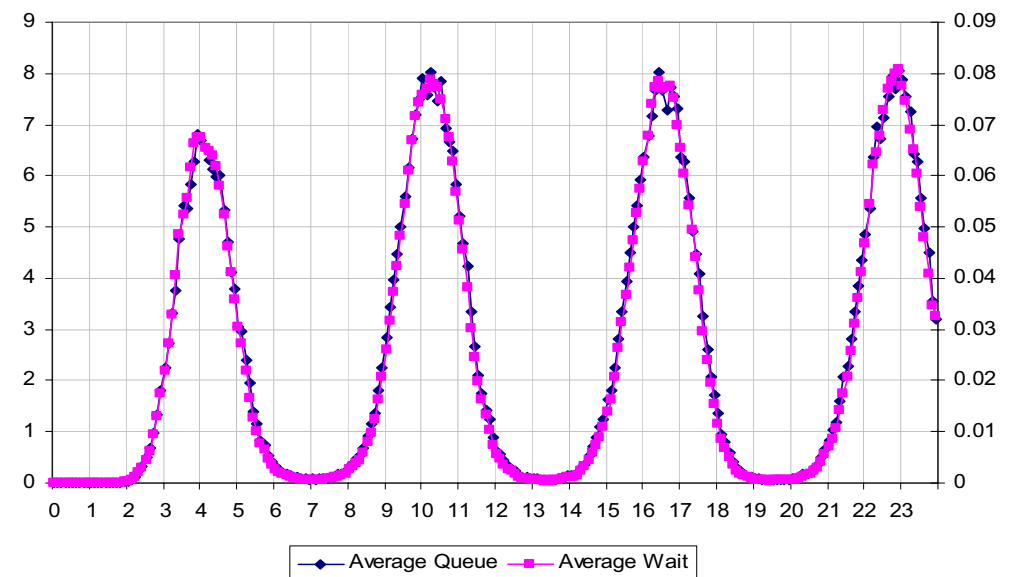
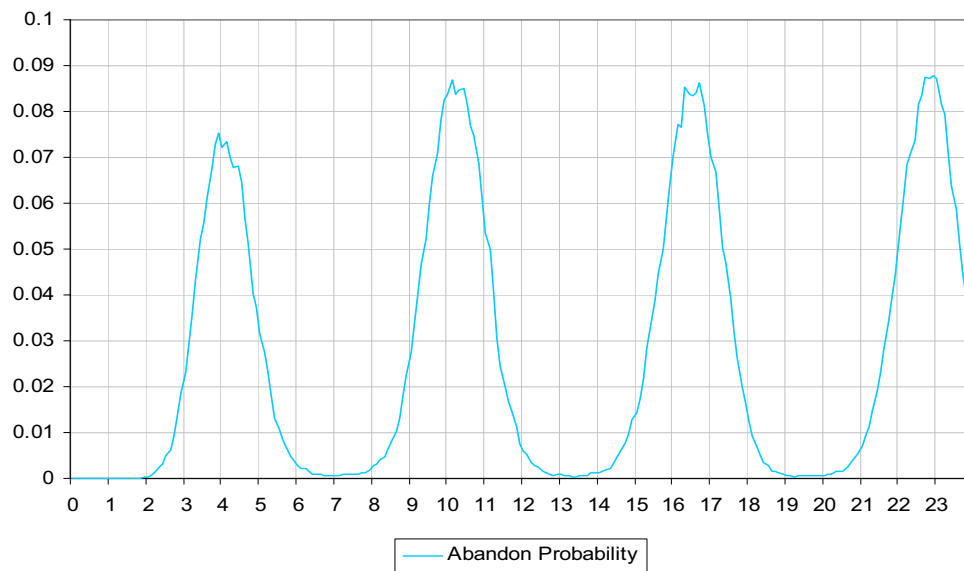
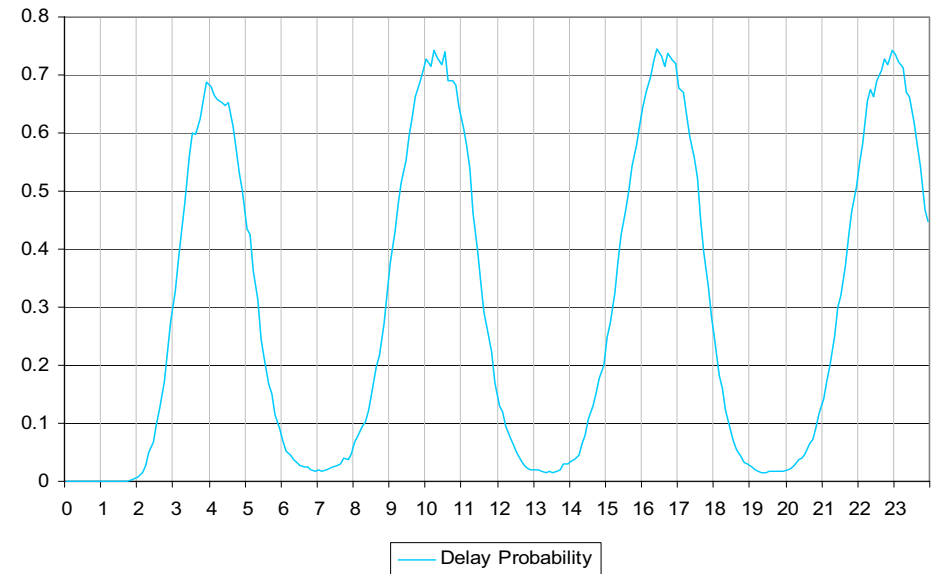
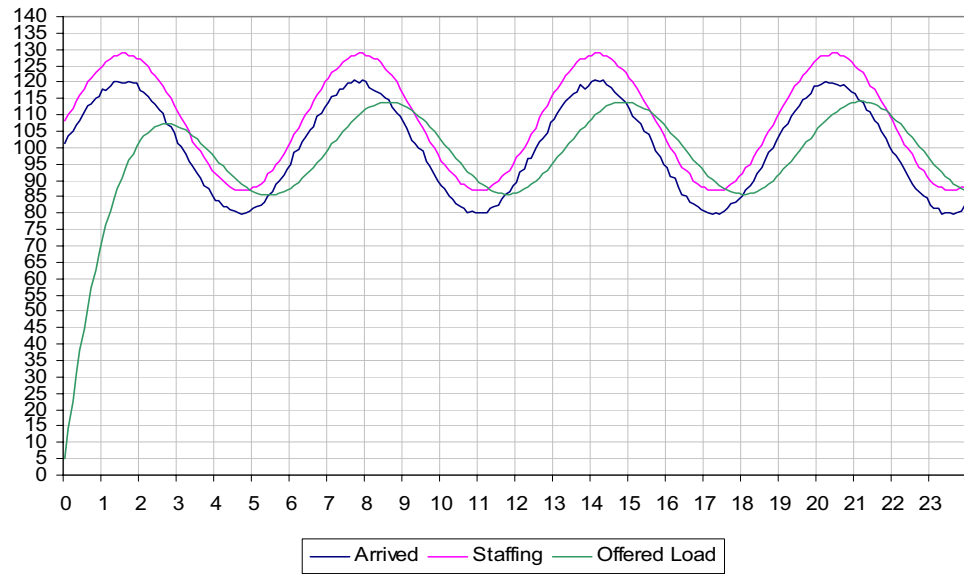
Time-varying staffing levels, based on **steady-state** M/M/N, with $\lambda = \lambda(t)$ at each time t .

Could result in time-varying (**highly oscillating**) performance (utilization, service), which is undesirable.

Simple Stationary Approximation (SSA, $\alpha=0.2$)



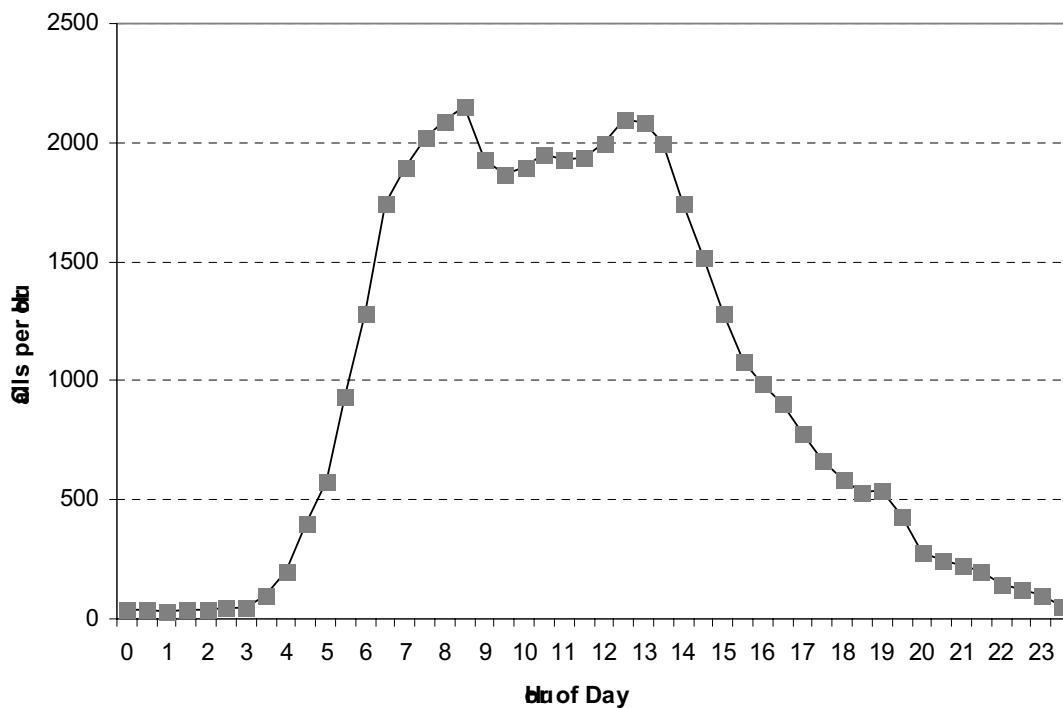
Point-wise Stationary Approximation (PSA, $\alpha=0.2$)



Example: "Real" Call Center

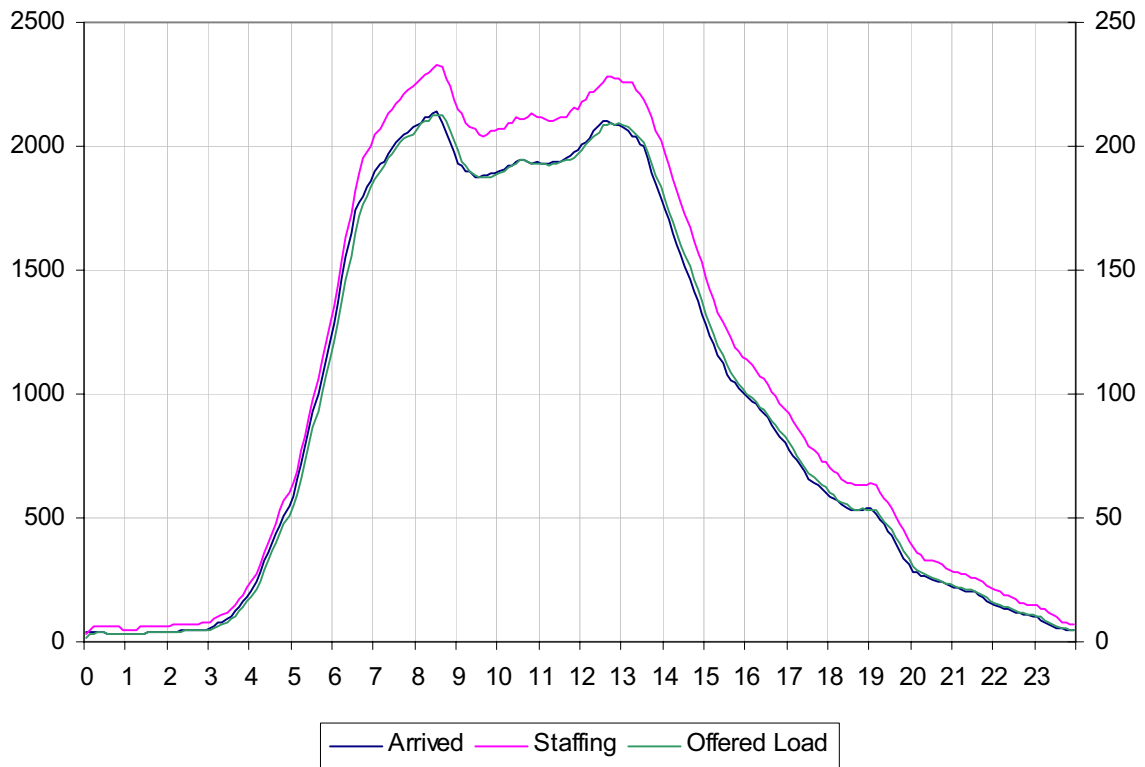
Two-hump arrival functions are common

(Adapted from Green L., Kolesar P., Soares J. for benchmarking.)

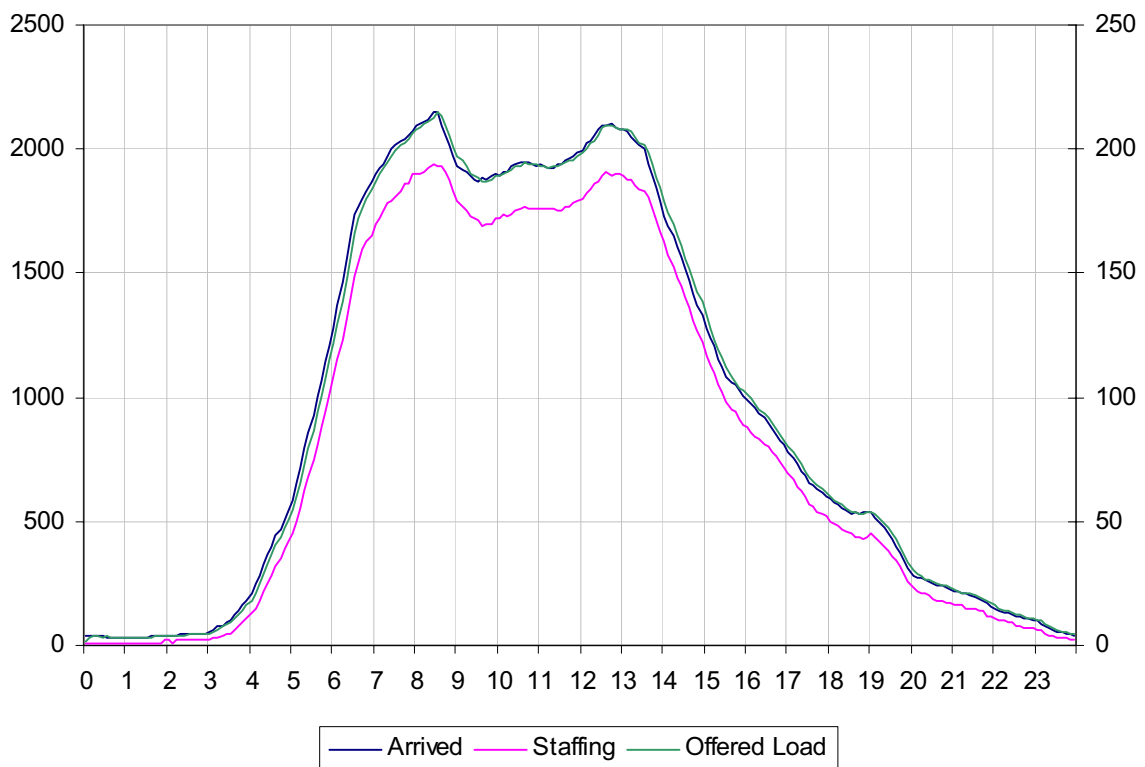


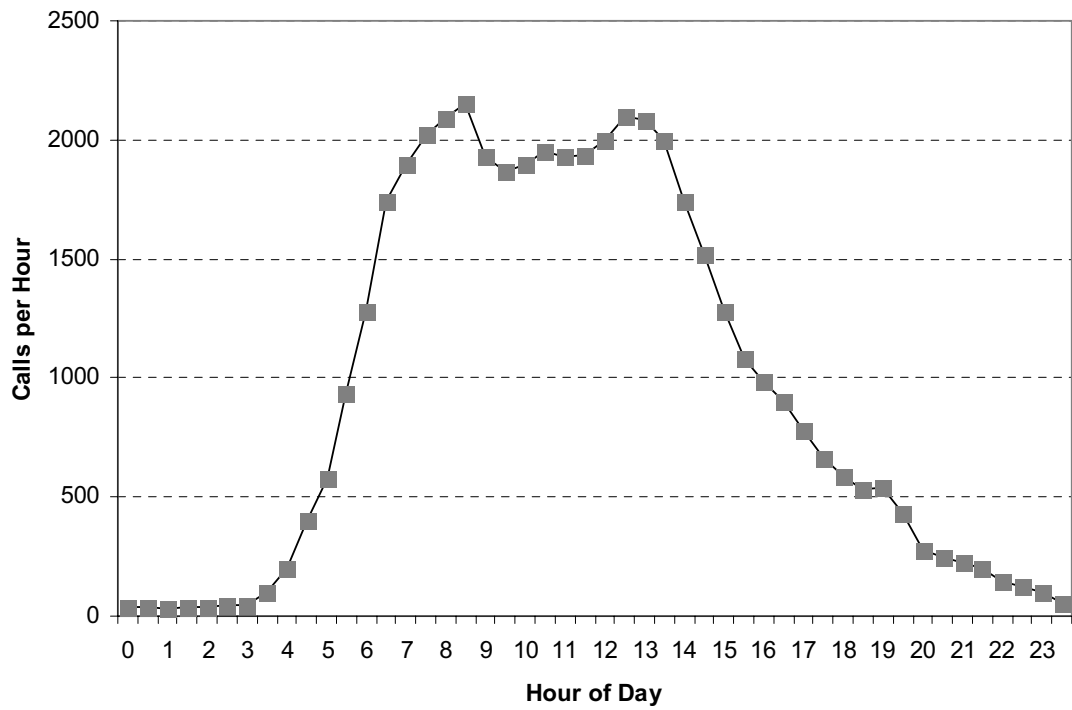
Assume: Service and abandonment rates are **both**
exponential having **mean 0.1** (6 min.)

QD Staffing ($\alpha=0.1$)

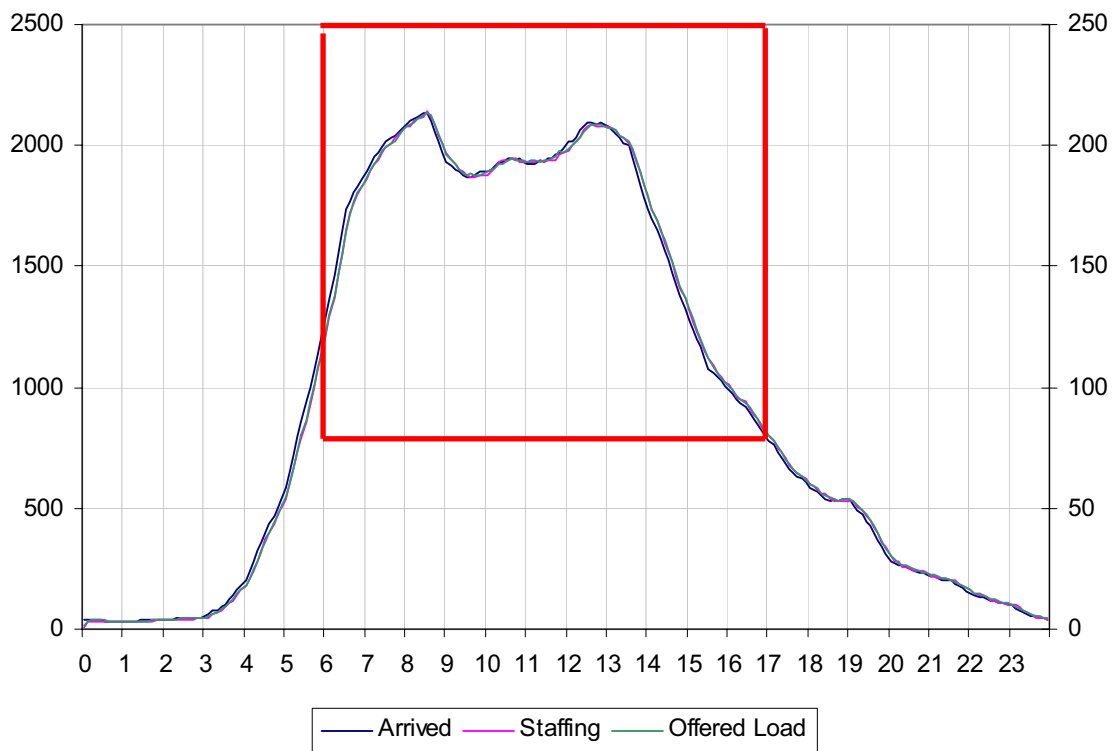


ED Staffing ($\alpha=0.9$)





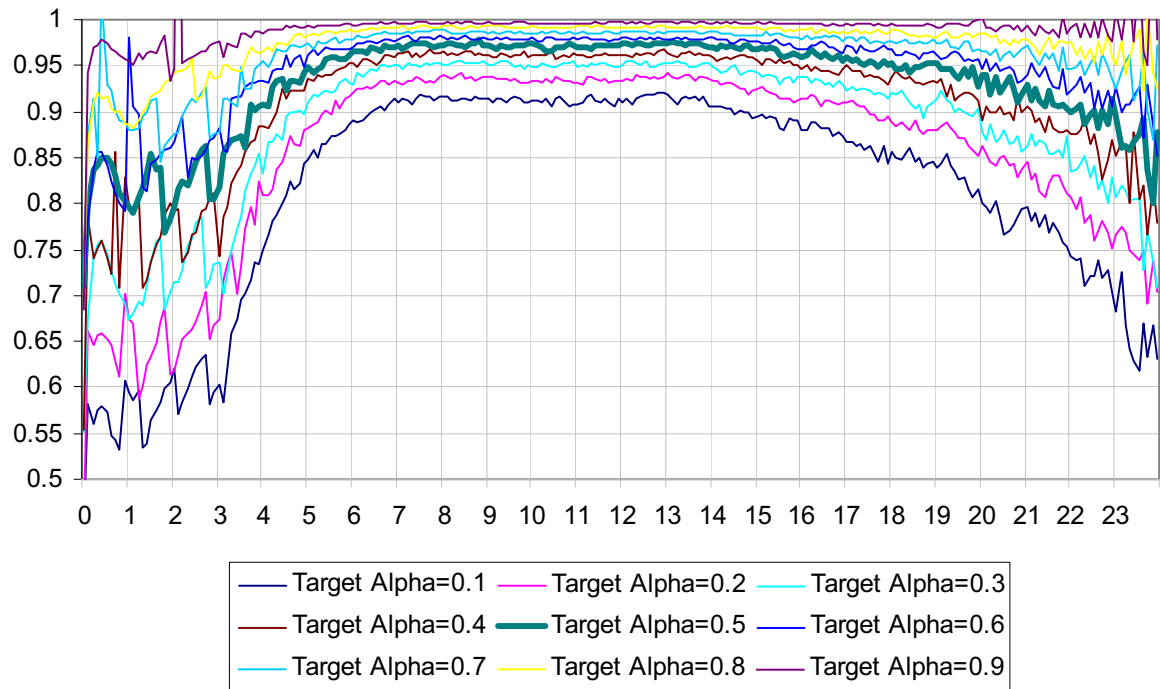
QED Staffing ($\alpha=0.5$)



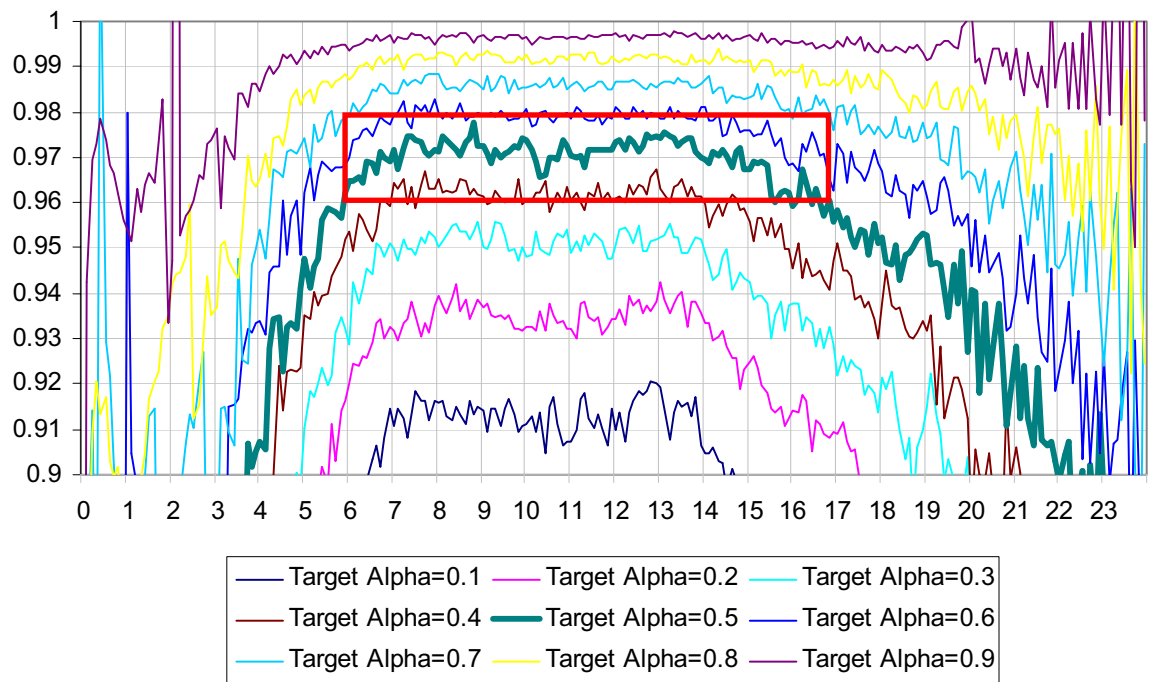


Utilization

Utilization



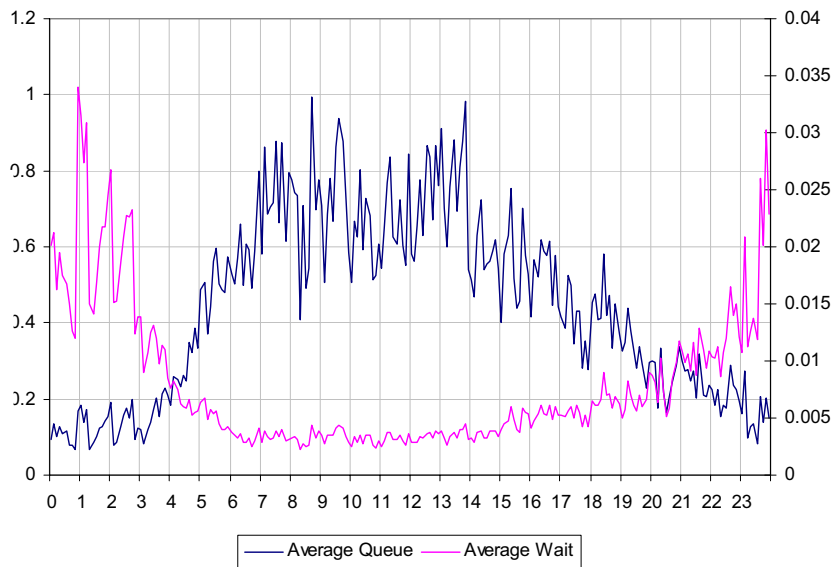
Utilization



Congestion (Queue, Wait)

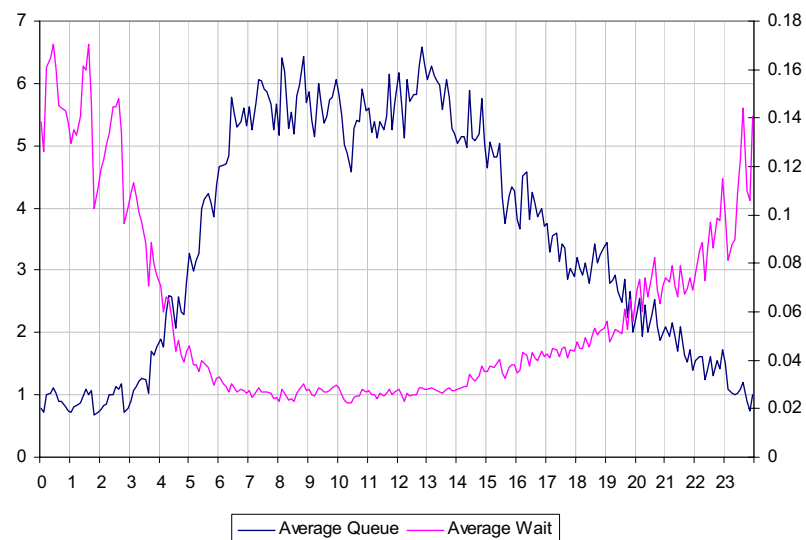
QD
 $\alpha=0.1$

Negligible



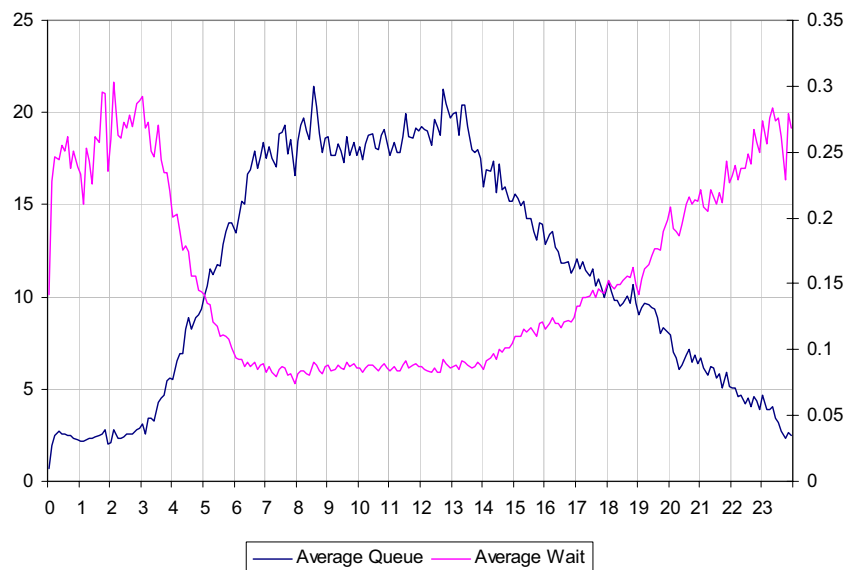
QED
 $\alpha=0.5$

Seconds



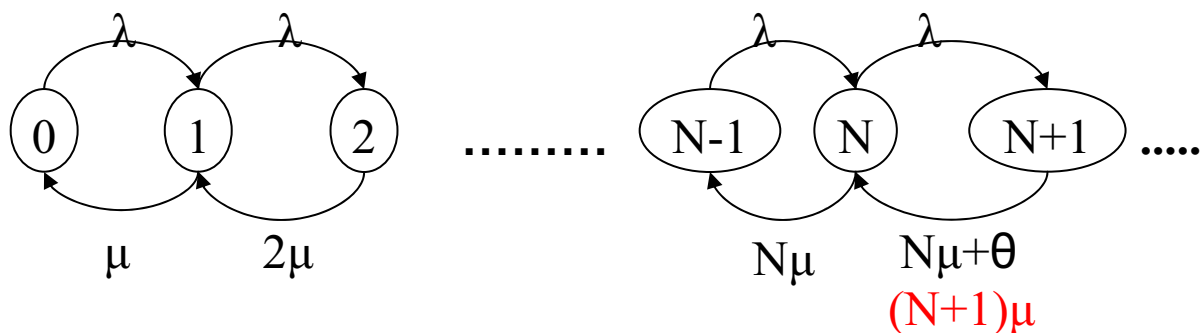
ED
 $\alpha=0.9$

Minutes



Erlang-A: Moderate (Im)patience

- M/M/N + M queue, with
service rate μ equals θ abandonment rate
- L_t : number-in-system at time t (Birth & Death)
- For any N , transition-rates for $\{L_t, t \geq 0\}$:



Note: The same transition rates as **M/M/ ∞**

Square-Root Staffing: Motivation

$$P\{W_q(M / M / N + M) > 0\} \stackrel{PASTA}{=}$$

$$P\{L(M / M / N + M) \geq N\} \stackrel{\theta=\mu}{=}$$

$$P\{L(M / M / \infty) \geq N\}$$

Fact: $L(M / M / \infty) \sim \text{Poisson}(R)$; $R = \lambda / \mu$ offered load

For R not too small:

$$L(M/M/\infty) \stackrel{d}{\approx} \text{Normal}(R, R) \stackrel{d}{=} R + Z\sqrt{R}$$

$$\Rightarrow P\{W_q > 0\} \approx P\left\{Z \geq \frac{N-R}{\sqrt{R}}\right\} = 1 - \phi\left(\frac{N-R}{\sqrt{R}}\right)$$

Given target delay-probability $\alpha = 1 - \phi\left(\frac{N-R}{\sqrt{R}}\right)$

$$\Rightarrow N = R + \beta \cdot \sqrt{R}, \text{ with } \beta = \phi^{-1}(1 - \alpha)$$

N is the "least integer for which" $P\{W_q > 0\} \leq \alpha$

Time-Varying Arrivals

Extension: $M_t / M / N_t + M$ ($\mu=\theta$)

$$N_t = R_t + \beta \cdot \sqrt{R_t} \quad ?$$

Fact: $L_t \sim \text{Poisson}(R_t)$

R_t – the offered load at time t , namely:

$$R_t = E\lambda(t - S_e) \cdot E(S) = E \int_{t-S}^t \lambda(u) du$$

$$S_e - \text{excess service} \quad \left(E(S_e) = E(S) \frac{1 + c_s^2}{2} \right)$$

Time-Varying Arrivals

Extension: $M_t / M / N_t + M$ ($\mu=\theta$)

$$N_t = R_t + \beta \cdot \sqrt{R_t} \quad ?$$

Fact: $L_t \sim \text{Poisson}(R_t)$

R_t – the offered load at time t , namely:

$$R_t = E\lambda(t - S_e) \cdot E(S) = E \int_{t-S}^t \lambda(u) du$$

$$S_e - \text{excess service} \quad \left(E(S_e) = E(S) \frac{1 + c_s^2}{2} \right)$$

$L_t \stackrel{d}{\approx} N(R_t, R_t)$ hence, as before:

$$\Rightarrow N_t = \left\lceil R_t + \beta \cdot \sqrt{R_t} \right\rceil, \quad \beta = \phi^{-1}(1 - \alpha)$$

hopefully yields time-stable delay probability α :

Indeed, but in fact **TIME-STABLE PERFORMANCE !**

What if $\mu \neq \theta$?

Use an *Iterative Algorithm* that is *Simulation-Based*

Performance Measures

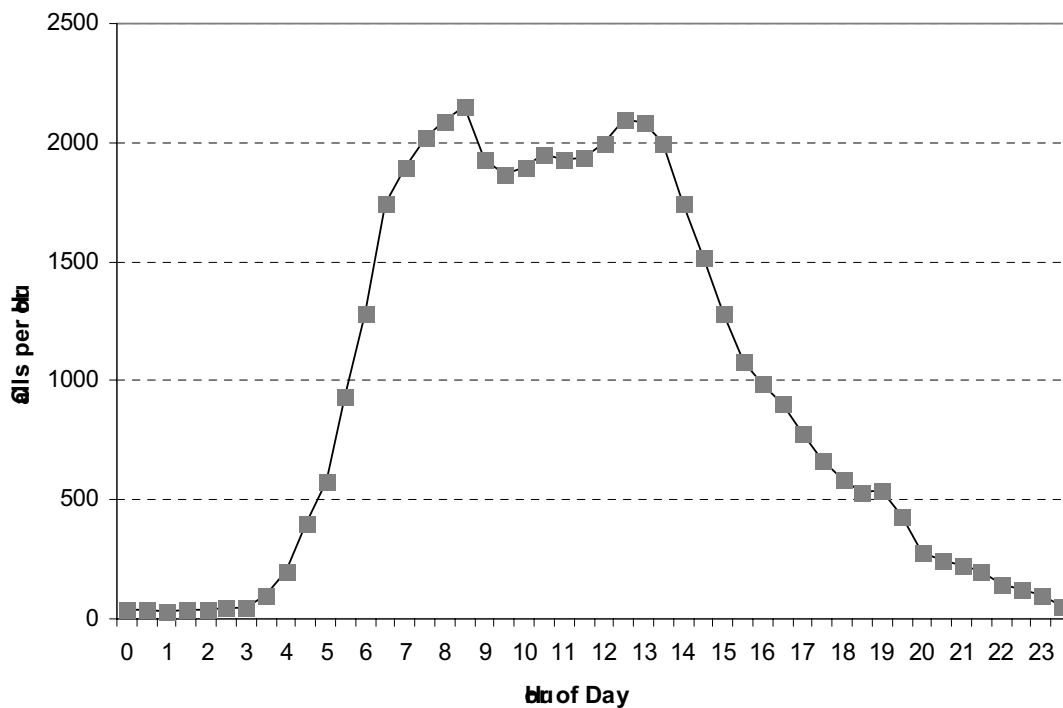
- ***Delay probability in interval t*** , calculated by the fraction of customers who are not served immediately upon arrival, out of all arriving customers during the t time-interval
- ***Average waiting time in interval t*** , calculated by the average waiting time of all customers arriving during the t time-interval.
- ***Average queue length in interval t*** , taken constant over the time-interval. The queue length is averaged over all replications
- ***Tail probability in interval t*** , calculated as the probability that queue size equals or exceeds some threshold (e.g. 3 times average queue)
- ***Servers' Utilization in interval t*** , calculated as the fraction of busy-servers during a time-interval (accounting for servers who are busy only a fraction of the interval)
- ***Service grade β_t in interval t*** , which arises from the following "Square-Root Staffing" rule:

$$N_t = R_t + \beta_t \sqrt{R_t}$$

Example: "Real" Call Center

Two-hump arrival functions are typical

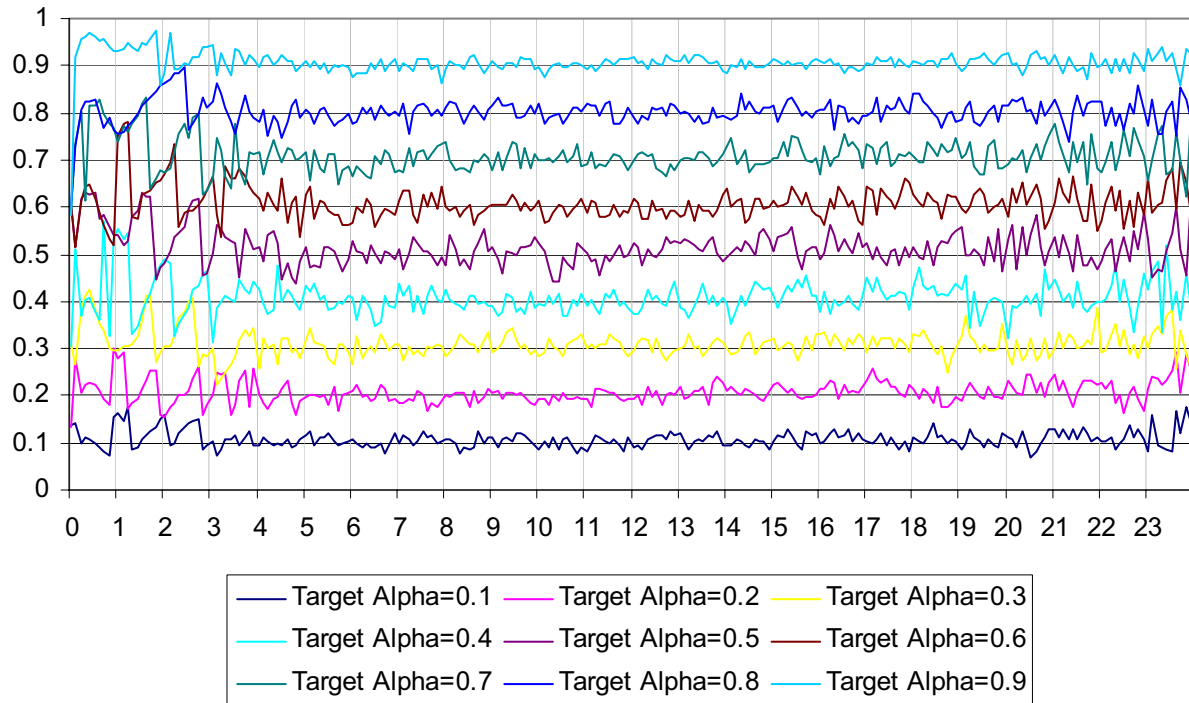
(Adapted from Green L., Kolesar P., Soares J. for benchmarking.)



- Service and abandonment rates are **both** exponential having **mean 0.1** (6 min.)

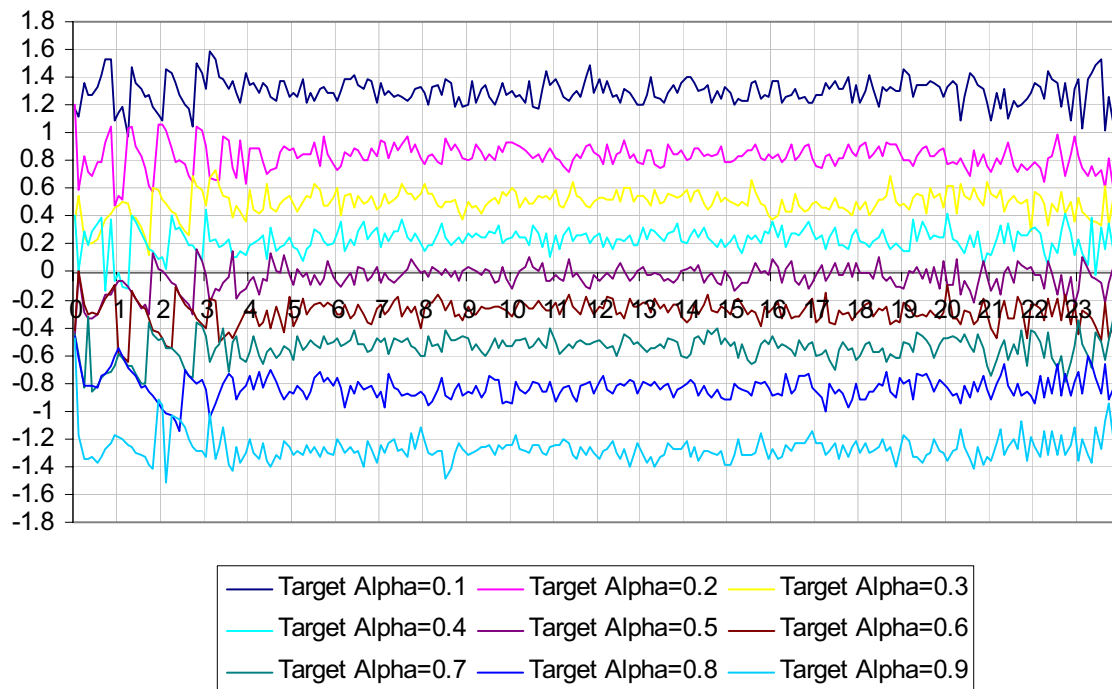
Delay Probability α

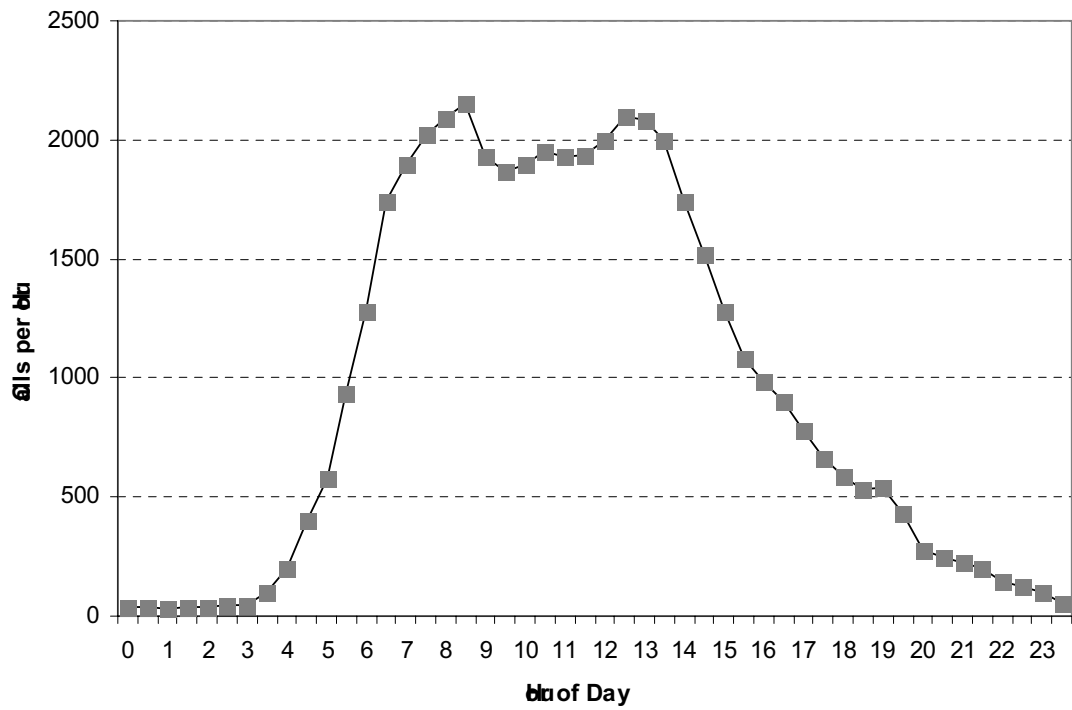
Delay Probability



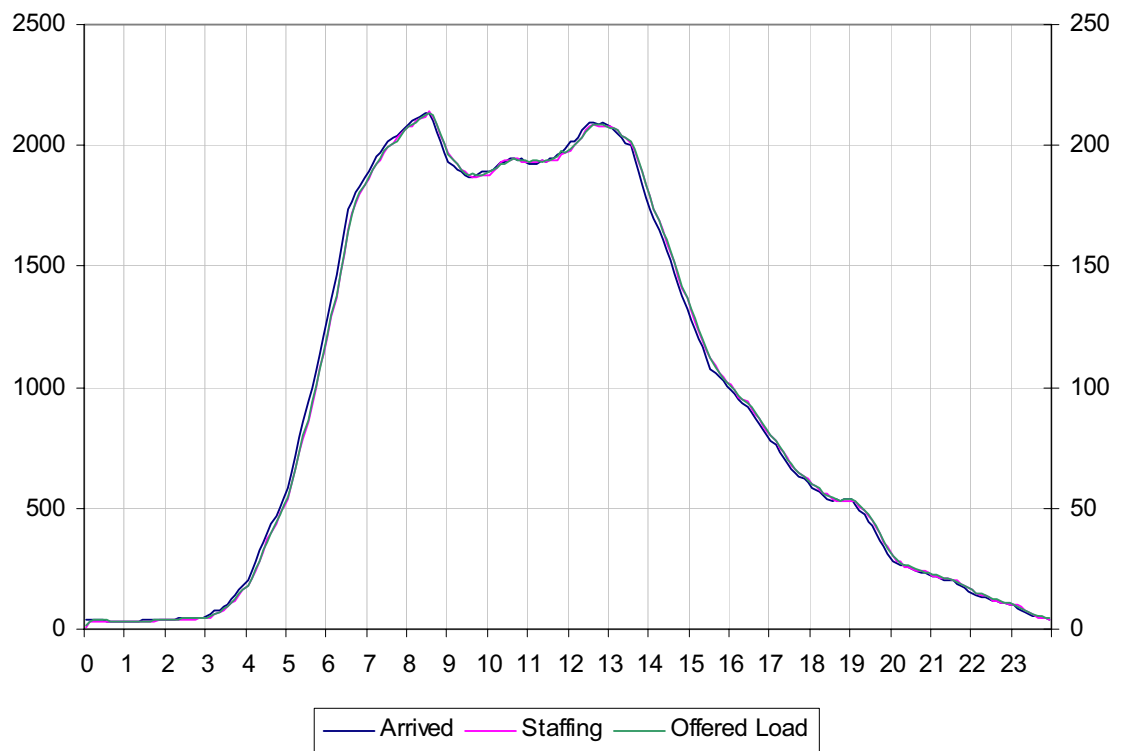
Service Grade β

Beta



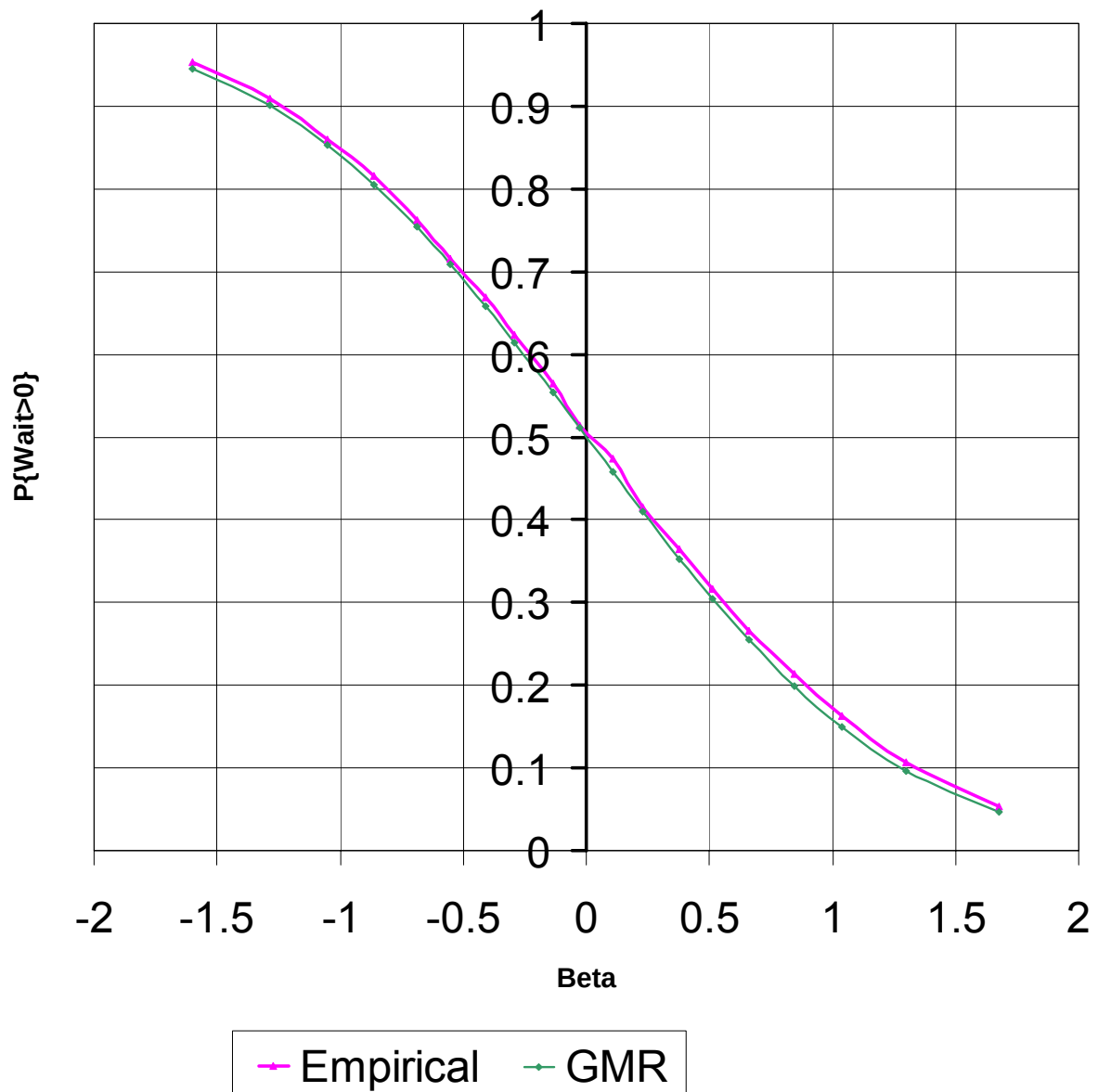


QED Staffing ($\alpha=0.5$)

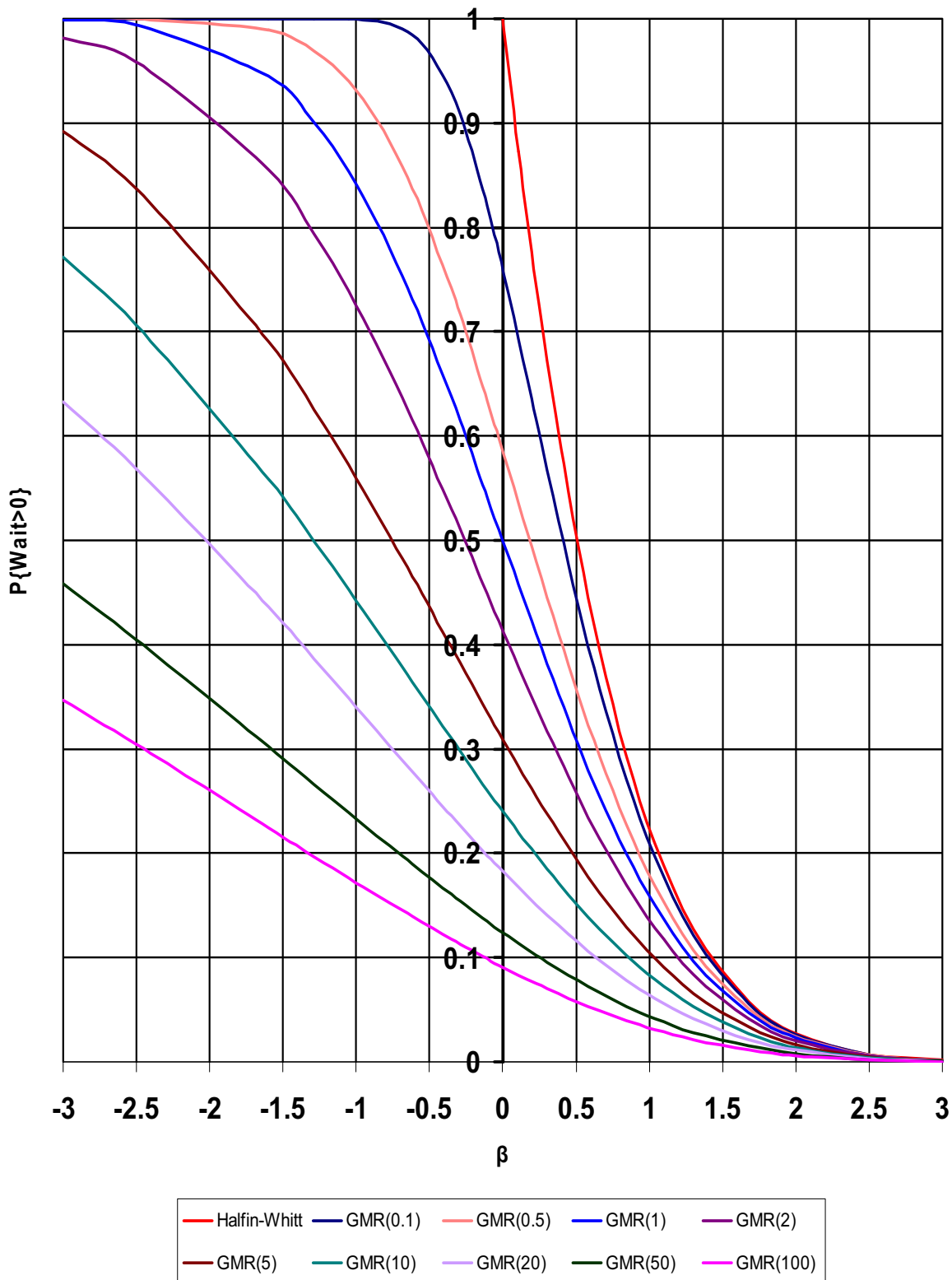


Erlang-A: Theoretical vs. Empirical
 $P\{\text{Wait} > 0\} = \alpha$ vs. β ($N = R + \beta\sqrt{R}$)

Moderate Patience

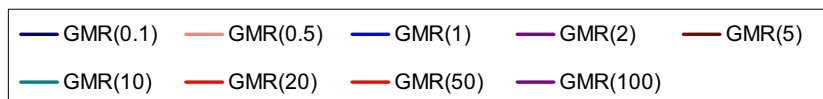
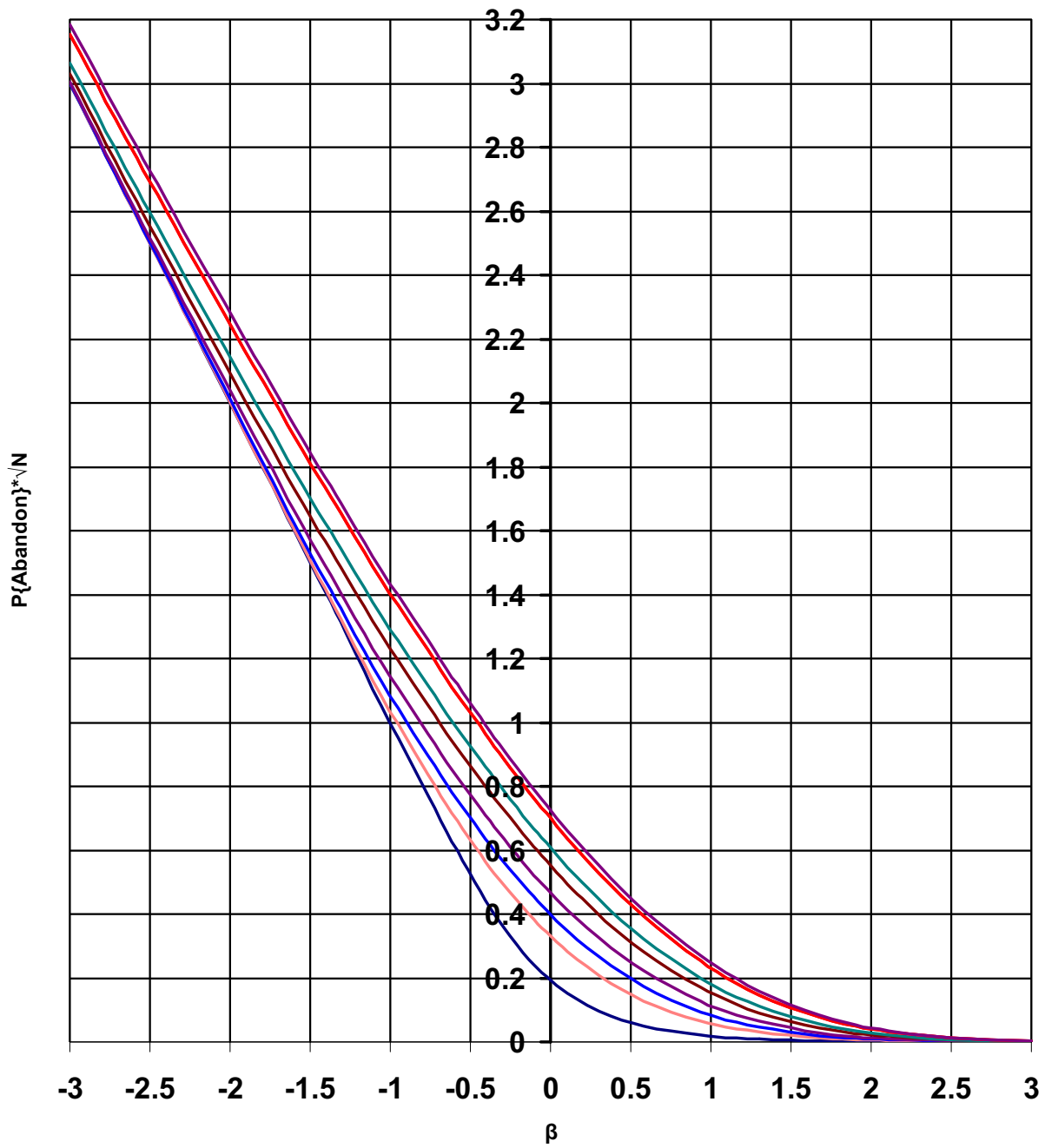


Erlang-A: $P\{\text{Wait}>0\}=\alpha$ vs. β ($N=R+\beta\sqrt{R}$)



GMR(x) describes the asymptotic probability of delay as a function of β when $\frac{\theta}{\mu} = x$. Here, θ and μ are the abandonment and service rate, respectively.

Erlang-A: $P\{\text{Abandon}\} \cdot \sqrt{N}$ vs. β



Iterative Algorithm

Inputs

- System primitives:
arrival **function**, service-time distribution,
patience distribution (when relevant) ;
- Target delay probability α ;
- Time horizon $[0, T]$.

Outputs

- ✓ Staffing **function**, aiming at
a delay probability α is over $[0, T]$.

Starting point: The *infinite-server heuristics* by
Jennings, M., Massey, Whitt (1996)

Algorithm (cont.)

Notation: $\forall t \in [0, T]$ (practically $t=0, \Delta, 2 \cdot \Delta, \dots$)

$N_i(t)$ – staffing level at time t ,
determined in iteration $i=1, 2, \dots$

$L_i(t)$ – number in the system at t ,
under staffing function $s_i(t)$.

Algorithm:

- (1) $i=0$; $N_0(t) \equiv \infty$ (delay probability $=0$)
- (2) Evaluate the distribution of $L_i(t)$, using **simulation**.
- (3) Determine $N_{i+1}(t)$ as follows:
$$N_{i+1}(t) = \arg \min \{c : P\{L_i(t) \geq c\} < \alpha\}, \quad 0 \leq t \leq T.$$
- (4) Check stopping condition:
if $\|N_{i+1}(\cdot) - N_i(\cdot)\|_{\infty} \leq 1$, then $N_{i+1}(\cdot)$ is our staffing level;
else $i := i+1$, and go back to (2) .
- (∞) Last iteration. The algorithm converges to a
Staffing Function **$N_{\infty}(\cdot)$ least for which**

$$P\{L_{\infty}(t) \geq N_{\infty}(t)\} \leq \alpha, \quad 0 \leq t \leq T.$$

www.businessweek.com

BusinessWeek

OCTOBER 23, 2000

A PUBLICATION OF THE MCGRAW-HILL COMPANIES

Mutual Funds

How to avoid a big tax bill



Wall Street

Will tech's slide keep spreading?

Dot-coms

The search for new business models

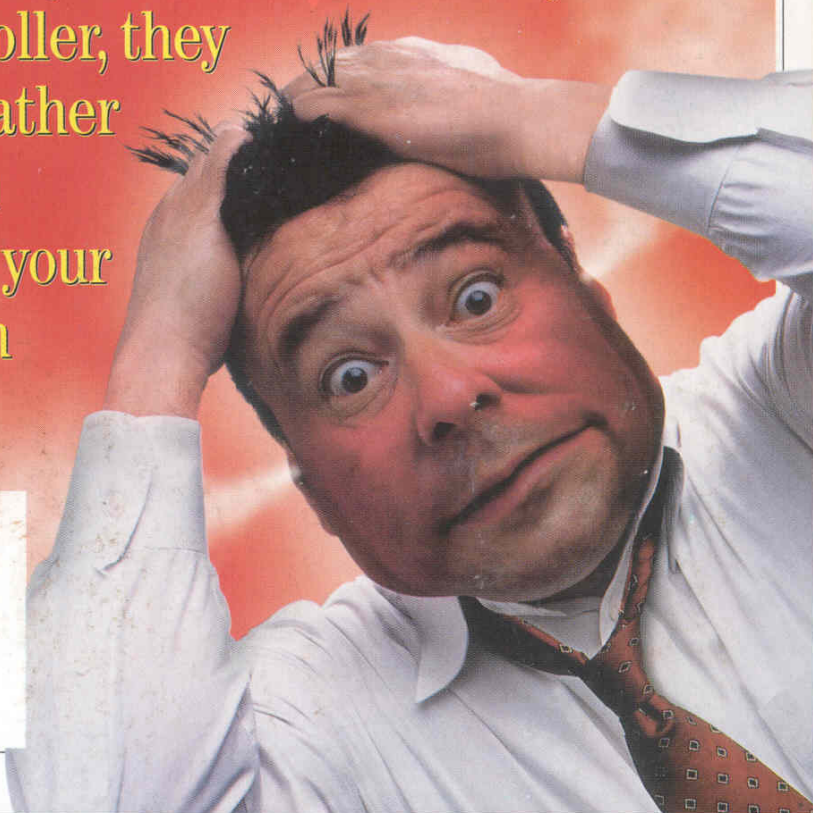


Managed Care

Employers seek a new solution

WHY SERVICE STINKS

Companies know just how good a customer you are – and unless you're a high roller, they would rather lose you than fix your problem

[illegible]

AOL Keyword: BW