

# Optimal Control of High-Volume Assemble-to-Order Systems

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# Motivation

- Assembly-to-Order
  - hold component inventories
  - rapid assembly of many products
  - Dell - grown by 40% per year in recent years. PC industry - grown by less than 20% per year.
  - GE, American Standard, BMW, Timbuk2, National Bicycle.
- Challenges of ATO
  - product prices?
  - production capacity for component (supply contract)?
  - dynamically ration scarce components to customer orders?

# Overview

- Literature review
- Model formulation
  - Dynamic control problem
  - Static formulation
- Asymptotic analysis
- Delay bound and expediting component option

## Literature

- ATO survey by Song and Zipkin (2001)
- not FIFO assembly
  - Agrawal and Cohen (2001), Zhang (1997)
- one component and multi-product assembly sequencing — multi-class, single-server queue
  - Wein (1991) , Duenya (1995)
  - Maglaras and Van Mieghem (2002), Plambeck, Kumar, and Harrison (2001)
- *fill rate* constraints
  - Lu, Song, and Yao (2003), Cheng, Ettl, Lin, and Yao (2002)
  - Glasserman and Wang (1998)

# Model Formulation

## **Sequence of events:**

1. set product prices, component production rates – remain fixed throughout time horizon
2. dynamically sequence assembly of outstanding product orders

## **Objective:**

minimize infinite horizon discounted expected profit

## **Trade-off:**

inventory vs. customer service (assembly delay, cash flow)

## **Operational Assumptions:**

- assembly is instantaneous given necessary components
- customer order for each product are filled FIFO

## Model Formulation - notations

$J$	components
$K$	finished products
$a_{kj}$	no. of type $j$ components needed by product $k$
$p_k$	product price
$\gamma_j$	component production rate
$O_k$	product demand arrival renewal process, rate $\lambda_k(p)$
$C_j$	component arrival renewal process, rate $\gamma_j$
$c_j$	component unit production cost
$A_k(t)$	cumulative no. of type $k$ orders assembled up to $t$

$u = (p_u, \gamma_u, A_u)$	admissible policy (prices, production rates, assembly sequence rule)
$Q_{u,k}(t)$	order queue-length, $= O_{u,k}(t) - A_{u,k}(t) \geq 0$
$I_{u,j}(t)$	inventory levels, $= C_{u,j}(t) - \sum_{k=1}^K a_{kj} A_{u,k}(t) \geq 0$

## Model Formulation - technical assumptions

$\lambda(p)$  is continuous, differentiable, and the Jacobian matrix is invertible. guarantees  $p(\lambda)$  is unique, continuous, and differentiable.

Customer demand for product  $k$  is strictly decreasing in  $p_k$ , but may be increasing in  $p_m, m \neq k$ .  $\frac{\partial \lambda_k(p)}{\partial p_k} < 0$  while  $\frac{\partial \lambda_k(p)}{\partial p_m} \geq 0, m \neq k$ .

Increase in the price of one product cannot lead to an increase in the total rate of demand for all products.  $-\frac{\partial \lambda_k}{\partial p_k} > \sum_{m \neq k} \frac{\partial \lambda_m}{\partial p_k}$ .

Revenue rates for each product class,  $r_k(\lambda) = \lambda_k p_k(\lambda)$  are concave.

Renewal processes  $O_k$  and  $C_j$  started in steady state at time zero.

## Model Formulation - profit expression

infinite horizon discounted profit:

$$\Pi = \sum_{k=1}^K \int_0^{\infty} p_k e^{-\delta t} dA_k(t) - \sum_{j=1}^J \int_0^{\infty} c_j e^{-\delta t} dC_j(t)$$

$\Downarrow$

$$\Pi = \sum_{k=1}^K \left( \int_0^{\infty} p_k e^{-\delta t} dO_k(t) - \int_0^{\infty} Q_k(t) \delta e^{-\delta t} dt \right) - \sum_{j=1}^J \int_0^{\infty} c_j e^{-\delta t} dC_j(t),$$

where  $Q_k(t)$  is the order queue-length

$$\int_0^{\infty} e^{-\delta t} dO_k(t) - \int_0^{\infty} e^{-\delta t} dA_k(t) = \int_0^{\infty} \delta e^{-\delta t} Q_k(t) dt$$



## Model Formulation - static planning problem

if we assume that demand and production flow at the long run average rates continuously and deterministically,

$$\bar{\pi} = \max_{p \geq 0, \gamma \geq 0} \sum_{k=1}^K p_k \lambda_k(p) - \sum_{j=1}^J \gamma_j c_j$$
$$\text{s.t.} \quad \sum_{k=1}^K a_{kj} \lambda_k(p) \leq \gamma_j, \quad j = 1, \dots, J$$

- optimal solution  $(p^*, \gamma^*)$  assumed to be unique, positive. the first order condition imply that all constraints are tight  $(p^*, \gamma^*)$ .
- $\bar{\pi}$  is an upper bound on the expected profit rate.

want to show that under high volume conditions, the optimal prices and production rates are close to  $(p^*, \gamma^*)$ .

## Asymptotic analysis - high demand volume conditions

any strictly increasing sequence  $\{n\}$  in  $[0, \infty)$ ,  $n$  tends to infinity. order arrival rate function  $\lambda^n$ , where  $\lambda_k^n(p) = n\lambda_k(p)$ ,  $k = 1, \dots, K$ .

$n\bar{\pi}$  upper bounds the expected profit rate in the  $n^{\text{th}}$  system,

$$\Pi^n \leq \int_0^\infty n\bar{\pi}\delta e^{-\delta t} dt = \delta^{-1}n\bar{\pi}$$

plug  $(p^*, n\gamma^*)$  into the  $n^{\text{th}}$  system,  $n^{-1}\Pi_{(p^*, n\gamma^*, A^n)} \rightarrow \delta^{-1}\bar{\pi}$  as  $n \rightarrow \infty$ , given that  $n^{-1}Q^n \rightarrow 0$  a.s., as  $n \rightarrow \infty$ .

## Asymptotic analysis - proposed assembly policy

component shortage process:

$$S_j(t) = \sum_{k=1}^K a_{kj} O_k(t) - C_j(t) = \sum_{k=1}^K a_{kj} Q_k(t) - I_j(t), \quad j = 1, \dots, J$$

min. instantaneous cost arrangement of queue-lengths and inventory levels  
( $Q^*(S), I^*(S)$ ),

$$\begin{aligned} \min_{Q, I \geq 0} \quad & \sum_{k=1}^K p_k^* Q_k \\ \text{s.t.} \quad & I_j = \sum_{k=1}^K a_{kj} Q_k - S_j \geq 0, \quad j = 1, \dots, J \end{aligned}$$

## Asymptotic analysis - proposed assembly policy

for the  $n^{\text{th}}$  system, the review period  $l^n = n^{-\alpha}$ , where  $\alpha = (4(3 + 2\epsilon_1))^{-1}(6 + 5\epsilon_1) > 1/2$

# Asymptotic analysis - system behavior

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(See Theorem 1 on page 12 of the Plambeck and Ward paper)

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## Review on Brownian Motion

A standard Brownian Motion (Wiener process) is a stochastic process  $W$  having

1. continuous sample paths
2. stationary independent increments
3.  $W(t) \sim N(0, t)$

A stochastic process  $X$  is a **Brownian motion** with **drift**  $\mu$  and **variance**  $\sigma^2$  if

$$X(t) = X(0) + \mu t + \sigma W(t), \quad \forall t$$

then  $E[X(t) - X(0)] = \mu t$ ,  $Var[X(t) - X(0)] = \sigma^2 t$ .

*variance of a Brownian motion increases linearly with the time interval.*

# Optimality of Nearly Balanced Systems

(See Theorem 2 on page 15 of the Plambeck and Ward paper)

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## **System with delay constraints**

propose a near-optimal discrete review control policies, which both sequences customer orders for assembly and expedites component production in an ATO system with delay constraints.