





# Outline

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1. Introduction
2. Coping with Uncertainty
3. Optimization 101

# Introduction



DRAG TRUCK  
TO MAP TO START

DRAG UNWANTED  
TRUCKS TO BIN

Today's  
Profit  
\$0.00

Revenue  
\$0.00

Ingredient  
cost  
\$0.00

Truck cost  
\$0.00

**DONE** ✓

RESTART ↺

EXIT →



## Guroble needs your help!

- Guroble has just launched its business in Burritoville
- Where to place burrito trucks to serve customers and maximize profit?
- Plan carefully:
  - Every truck has a cost
  - Revenue depends on how close to customers
- Each day brings new challenges



# BURRITO<sup>®</sup>

## OPTIMIZATION GAME

Can you find the best spots to place burrito trucks and maximize your profit? Get as close as possible to optimal placement to win.

Click here!

**PLAY THE GAME**

Play the game with increasing difficulty.

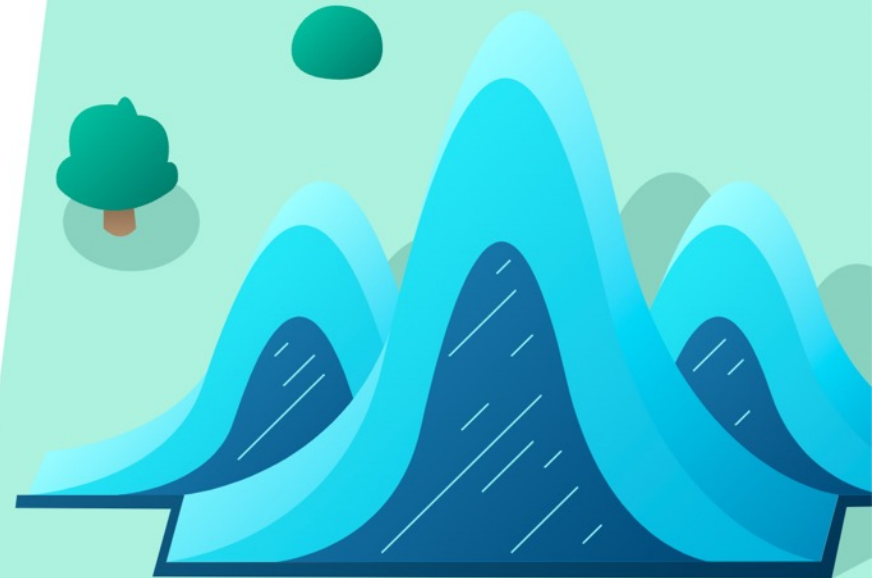


**CHAMPIONSHIP MODE**

Compete against participants in an event.

GAME GUIDE

CREDITS



**BURRITO<sup>®</sup>**  
OPTIMIZATION GAME



1 | 1  
ROUND | DAY

Total Profit  
\$0

Drag a truck from here...

...onto the map

Today's Profit \$0 = Revenue \$0 - Ingredient Cost \$0 - Truck Cost \$0

DONE ✓ RESTART ↻ EXIT →

**BURRITO<sup>®</sup>**  
OPTIMIZATION GAME



1 ROUND | 1 DAY

Total Profit  
\$280

Now customers are buying burritos



Today's Profit \$280	=	Revenue \$1,060	-	Ingredient Cost \$530	-	Truck Cost \$250	<b>DONE</b> ✓	RESTART ↶	EXIT →
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**BURRITO<sup>®</sup>**  
OPTIMIZATION GAME



1 | 1  
ROUND | DAY

Total Profit  
\$0

The "newsfeed"

**TODAY**  
ROUND 1 DAY 1

Grand opening of Guroble burrito trucks today! How many Gurobucks (\$) profit can you earn?

Sales revenue	\$10	per burrito sold
Ingredient cost	\$5	per burrito sold
Truck cost	\$250	per truck opened

OK

Pay attention to today's costs and revenue

DRAG TRUCK TO MAP TO START

DRAG TRUCKS TO BIN OR CLICK TO CLEAR ALL



Today's Profit  
\$0

Revenue  
\$0

Ingredient Cost  
\$0

Truck Cost  
\$0

DONE ✓

RESTART ↺  
EXIT →

**BURRITO<sup>®</sup>**  
OPTIMIZATION GAME



1 | 1  
ROUND | DAY

Total Profit  
\$280

Your costs, revenues, and profit for today

Today's Profit \$280 = Revenue \$1,060 - Ingredient Cost \$530 - Truck Cost \$250

DONE ✓ RESTART ↻ EXIT →

**BURRITO<sup>®</sup>**  
OPTIMIZATION GAME



1 | 1  
ROUND | DAY

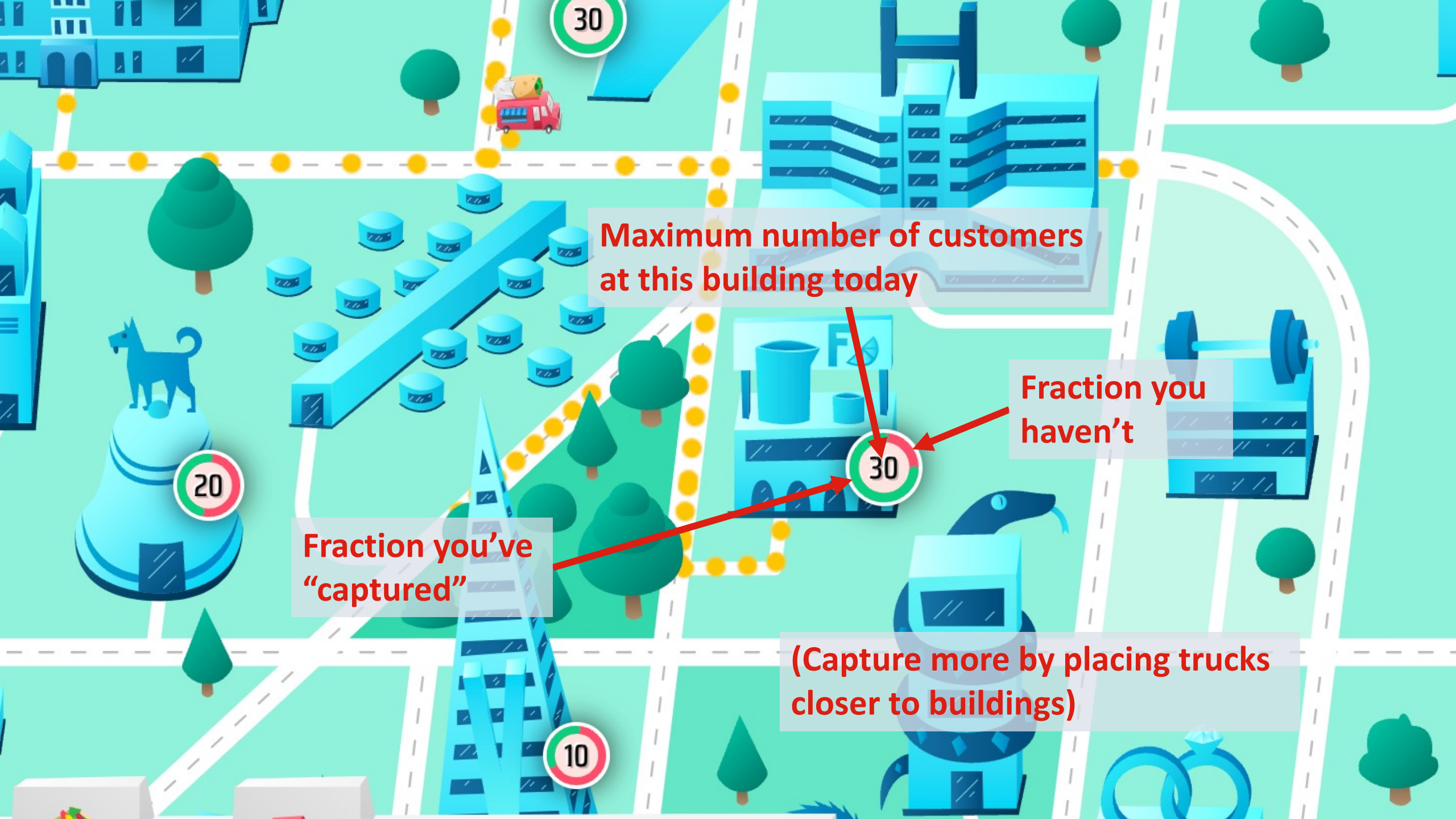
Total Profit  
\$280



There's more map this way! (Scroll or zoom to see it)

Today's Profit \$280 = Revenue \$1,060 - Ingredient Cost \$530 - Truck Cost \$250

DONE ✓ RESTART ↶ EXIT →



Maximum number of customers at this building today

Fraction you haven't

Fraction you've "captured"

(Capture more by placing trucks closer to buildings)



**BURRITO®**  
OPTIMIZATION GAME



1 | 1  
ROUND | DAY

Total Profit  
\$280

Or to trash to remove it

Drag truck to new spot to move it

Today's Profit \$280 = Revenue \$1,060 - Ingredient Cost \$530 - Truck Cost \$250

**DONE** ✓ **RESTART** ↻ **EXIT** →

**BURRITO®**  
OPTIMIZATION GAME



1 | 1  
ROUND | DAY

Total Profit  
\$280




Satisfied with your solution? Click DONE

Today's Profit \$280	=	Revenue \$1,060	-	Ingredient Cost \$530	-	Truck Cost \$250	<b>DONE</b> ✓	RESTART ↻	EXIT →
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**YOUR SOLUTION**




Sales revenue: **€1,800**  
 Ingredient cost: **€900**  
 Truck cost: **€500**   
**TOTAL PROFIT: €400** (33% worse than optimal)

**OPTIMAL SOLUTION**





Sales revenue: **€2,200**  
 Ingredient cost: **€1,100**  
 Truck cost: **€500**  
**TOTAL PROFIT: €600**     Gurobi found an optimal solution in **0.242 seconds**




**LEGEND**

-  Truck location


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-  Fewer customers
-  More customers

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-  <25% of demand captured
-  25%-50% of demand captured
-  >50% of demand captured

---

-  Tip

**TRY AGAIN**

**NEXT DAY**

**BURRITO**  
OPTIMIZATION GAME



**1**

ROUND

**1**

DAY

Total Profit  
**€400**

Today's Profit  
**€400**

Revenue  
**€1,800**

Ingredient Cost  
**€900**

Truck Cost  
**€500**

**DONE** ✓

RESTART ↺

EXIT →

**BURRITO<sup>®</sup>**  
OPTIMIZATION GAME



1 | 1  
ROUND | DAY

Total Profit  
\$280

Sounds on/off

Zoom in/out

View newsfeed

Today's Profit \$280	=	Revenue \$1,060	-	Ingredient Cost \$530	-	Truck Cost \$250	<b>DONE</b> ✓	RESTART ↻	EXIT →
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# BURRITO<sup>®</sup> OPTIMIZATION GAME



“Minimap”

Dots represent customers:  
Size indicates demand  
Color indicates % capture

1  
ROUND

1  
DAY



Total Profit  
\$280

Total profit over all rounds/days

Collapse sidebar

20

# Coping with Uncertainty



DRAG TRUCK  
TO MAP TO START

DRAG UNWANTED  
TRUCKS TO BIN

Today's  
Profit  
\$0.00

Revenue  
\$0.00

Ingredient  
cost  
\$0.00

Truck cost  
\$0.00

**DONE** ✓

RESTART ↺

EXIT →

## Round 2

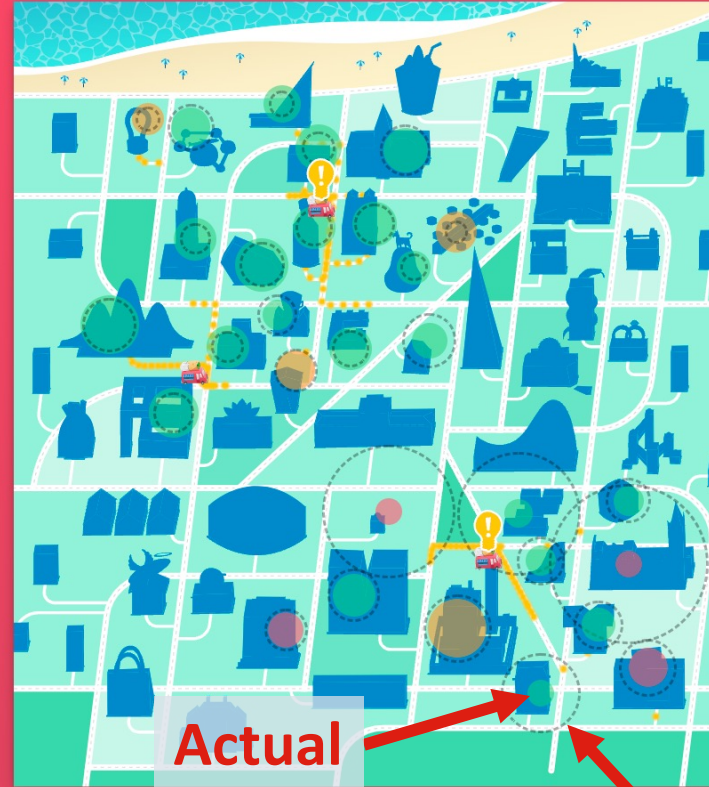
- The numbers on the buildings represent demand **forecasts**.
- Error bars indicate the range of possible values.



# Round 2

- Your solution (and Gurobi's) are evaluated based on **actual** demands
- Even though you (and Gurobi) only have **forecasts** when planning.

## YOUR SOLUTION



**Actual**

Sales revenue: **€3,810**  
 Ingredient cost: **€1,905**  
 Truck cost: **€750**  
**TOTAL PROFIT\*: €1,155**



(15% worse than optimal)

**Forecast**

## OPTIMAL SOLUTION



Sales revenue: **€4,220**  
 Ingredient cost: **€2,110**  
 Truck cost: **€750**  
**TOTAL PROFIT\*: €1,360**

Gurobi found an optimal solution in **0.334 seconds**

# How should we optimize when demands are random?

maximize  
 $\Pi(\hat{D})$

maximize  
 $\Pi(\mathbb{E}_D[D])$

maximize  
 $\mathbb{E}_D[\Pi(D)]$

maximize  
 $\min_D[\Pi(D)]$

$\Pi(D)$  = profit if demands =  $D$

Optimize  
performance  
under the  
forecasts

Optimize  
performance  
under the  
means

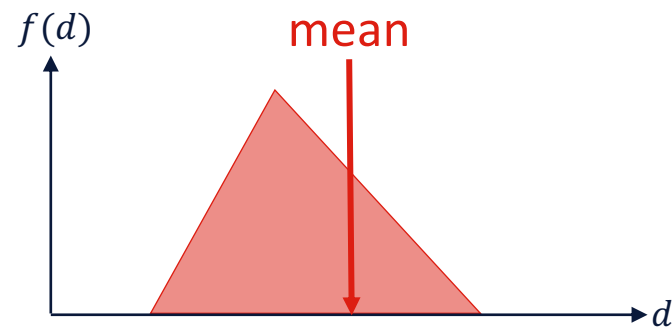
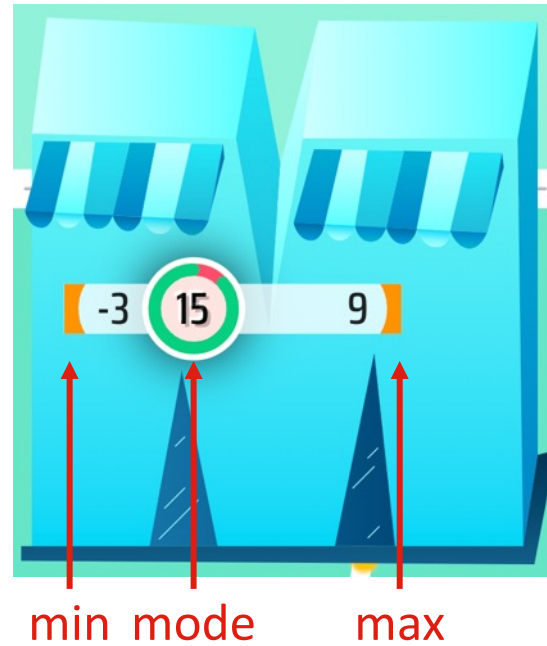
Optimize the  
mean  
performance

Optimize the  
worst-case  
performance

These are equivalent, given the structure of the Burrito optimization problem.  
This is how Gurobi optimizes in the game.

# Into the Weeds

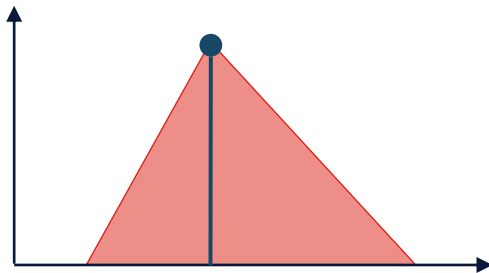
The random demands follow a **triangular distribution**:



# How should we optimize when demands are random?

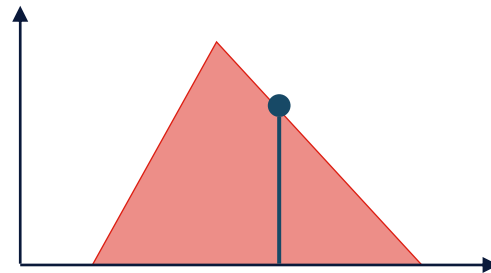
maximize  
 $\Pi(\hat{D})$

Optimize  
performance  
under the  
forecasts



maximize  
 $\Pi(\mathbb{E}_D[D])$

Optimize  
performance  
under the  
means

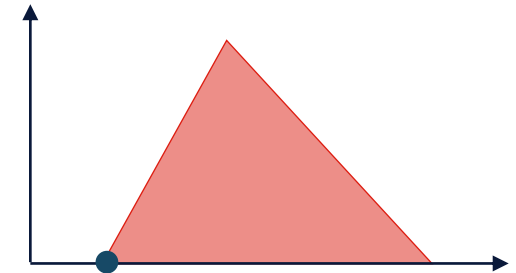


maximize  
 $\mathbb{E}_D[\Pi(D)]$

Optimize the  
mean  
performance

maximize  
 $\min_D[\Pi(D)]$

Optimize the  
worst-case  
performance



# Optimization terminology

$$\text{maximize } \Pi(\hat{D})$$

Optimize  
performance  
under the  
forecasts

Deterministic Optimization

$$\text{maximize } \Pi(\mathbb{E}_D[D])$$

Optimize  
performance  
under the  
means

$$\text{maximize } \mathbb{E}_D[\Pi(D)]$$

Optimize the  
mean  
performance

Stochastic  
Optimization

$$\text{maximize } \min_D[\Pi(D)]$$

Optimize the  
worst-case  
performance

Robust  
Optimization

# Optimization 101



DRAG TRUCK  
TO MAP TO START

DRAG UNWANTED  
TRUCKS TO BIN

Today's  
Profit  
\$0.00

Revenue  
\$0.00

Ingredient  
cost  
\$0.00

Truck cost  
\$0.00

**DONE** ✓

RESTART ↺

EXIT →

# Mathematical Optimization

In mathematical optimization, the goal is to

minimize/maximize	some performance metric	} “objective function”
by choosing	some quantities	} “decision variables”
subject to	some restrictions on our decisions	} “constraints”

For example:

minimize	manufacturing cost
by choosing	production quantities at each factory
subject to	produce enough to meet demand

# Mathematical Optimization

In mathematical optimization, the goal is to

**minimize/maximize** some performance metric  
**by choosing** some quantities  
**subject to** some restrictions on our decisions

For example:

**maximize** operating room (OR) utilization  
**by choosing** sequence of surgeries in each OR  
**subject to** higher-priority patients scheduled first  
setup time between surgeries

# Mathematical Optimization

In mathematical optimization, the goal is to

**minimize/maximize** some performance metric  
**by choosing** some quantities  
**subject to** some restrictions on our decisions

For example:

**maximize** profit  
**by choosing** burrito truck locations  
**subject to** each customer visits  $\leq 1$  truck

# Formulating Problems Mathematically

We can't write these quantities in **words**. We need to write them **mathematically**.

Here's the Burrito Optimization Game problem, formulated mathematically:

$$\begin{aligned} &\text{maximize} && \sum_{i \in I} \sum_{j \in J} (r - k) \alpha_{ij} d_i y_{ij} - \sum_{j \in J} f_j x_j \\ &\text{subject to} && \sum_{j \in J} y_{ij} \leq 1 && \forall i \in I \\ &&& y_{ij} \leq x_j && \forall i \in I, j \in J \\ &&& x_j, y_{ij} \in \{0,1\} && \forall i \in I, j \in J \end{aligned}$$

(You don't need to understand this formulation!)

# Classifying Mathematical Optimization Problems

Mathematical optimization problems are classified using terms like

linear programming (LP)

nonlinear programming (NLP)

integer programming (IP)

constraint programming (CP)

mixed-integer programming (MIP)

stochastic programming (SP)

based on the types of **objective function**, **decision variables**, and **constraints**.

# Solving Mathematical Optimization Problems



Once you have formulated an optimization problem, how do you **solve** it?

That is, how do you find the **optimal solution**?

Some possible approaches:

## By hand/trial-and-error

This is essentially what you did when you played the Burrito Optimization Game.

It might be fun (for a while), but it is time-consuming and usually does not find optimal solutions.

## Try all solutions

Computers are *fast*. Why not program the computer to check every possible solution? Then just pick the best one.

This approach is called **total enumeration**. But it's a bad idea. Let's see why...



# Don't Use Enumeration!

Suppose the computer can evaluate

# 1,000,000,000

solutions per second.

# Nodes	# Solutions	Time	What You Could Do in that Time
10	1,024	0.000001 sec	nothing
20	1,048,576	0.001 sec	start to blink
30	1,073,741,824	1.1 sec	smile
35	34,359,738,368	34.4 sec	listen to 1/3 of "Baby Shark"
40	1 trillion	18.3 min	watch most of one episode of <i>The Office</i>
45	35 trillion	9.8 hours	watch first 2.5 <i>Lord of the Rings</i> movies
50	1 quadrillion	13.0 days	watch every episode of <i>The Office</i> 4.2x
55	36 quadrillion	1.1 years	get a Master's degree
60	1 quintillion	36.6 years	pay off your mortgage
70	1 sextillion	37,436 years	travel to Alpha Centauri and back 3x
80	1 septillion	38 million years	almost travel to the nearest black hole

# Solving Mathematical Optimization Problems



Some other approaches:

## Common-sense rules of thumb

Divide the problem (e.g., the Burritoville map) into smaller problems and solve those.

Make decisions (e.g., truck locations) one at a time.

Simplify the problem (e.g., ignore demand numbers).

Approximate approaches like these are called **heuristics**.

They are useful and important in practice.

# Solving Mathematical Optimization Problems



Other approaches:  
Optimization “solvers”

These software packages use math and algorithms to find **optimal solutions**. Gurobi offers a free license to all academics along with resources to help you get started. To download your license, please visit: [gurobi.com/academic](https://gurobi.com/academic)

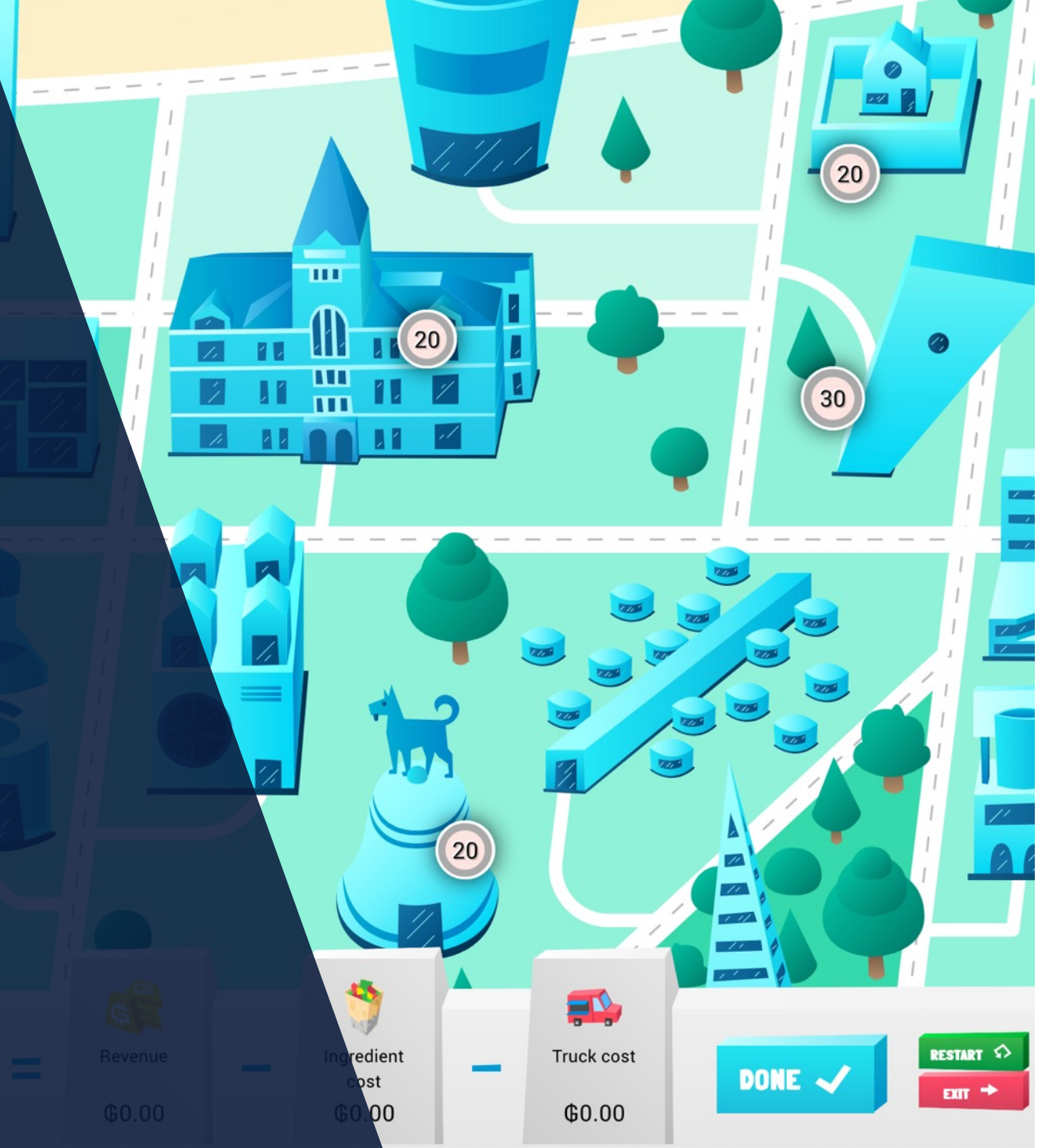


**GUROBI**  
OPTIMIZATION

ALWAYS FREE FOR  
ACADEMICS



[www.BurritoOptimizationGame.com](http://www.BurritoOptimizationGame.com)



DRAG TRUCK  
TO MAP TO START

DRAG UNWANTED  
TRUCKS TO BIN

Today's Profit = Revenue - Ingredient cost

Today's Profit	=	Revenue	-	Ingredient cost
\$0.00		\$0.00		\$0.00

Truck cost = Revenue - Ingredient cost

Truck cost	=	Revenue	-	Ingredient cost
\$0.00		\$0.00		\$0.00

DONE ✓ RESTART ↺ EXIT →