

# A sensitivity analysis of a $(t_i, S_i)$ inventory policy with increasing demand

Evangelos Triantaphyllou

*Department of Industrial Engineering, Kansas State University, Manhattan, KS 66506-5101, USA*

Received December 1989

Revised December 1990

The inventory model with a  $(t_i, S_i)$  policy with increasing demand is common in many practical applications. Under this model the inventory system operates only during a prescribed period of time. It also corresponds to the classical deterministic, stationary demand model with no shortages. This present sensitivity analysis reveals that there is a strong relationship among the optimal number of replenishments, the total demand, the planning horizon, and the optimal cost.

deterministic models; parametric analysis; planning horizons

## 1. Introduction

Consider an inventory system in which the demand is given by the following relation:

$$r(t) = a_0 + a_1(t). \quad (0)$$

This demand pattern captures the essence of a product's demand during its life cycle. This paper studies the sensitivity of the  $(t_i, S_i)$  inventory policy with increasing demand. In this policy  $t_i$  denotes the scheduling periods and  $S_i$  the order levels. The sensitivity analysis is done with respect to the optimal total cost, the optimal number of replenishments, the time horizon, and the demand assumed during this horizon. The present inventory system is assumed to have the following characteristics [4]:

1. The system operates only during a prescribed period which is  $H$  units of time long.
2. The demand is continuous and increases linearly with time at rate  $r(t)$ . In this situation the parameters  $a_0$  and  $a_1$  of (0) are  $a_0 = 0$  and  $a_1 > 0$ . Therefore, the demand pattern for this system is

$$r(t) = a_1 * t. \quad (1)$$

(The ideas can also be extended to linearly decreasing demand.)

3. During the period  $H$  there exists a total demand for  $D$  quantity units. That is, the constant  $a_1$  in (1) can be calculated as follows:

$$D = \int_0^H r(t) dt = \int_0^H a_1 t dt = \frac{1}{2} a_1 H^2. \quad (2)$$

Hence

$$r(t) = \left( \frac{2D}{H^2} \right) t. \quad (3)$$

4. The only relevant unit costs are  $c_1$ , the unit carrying cost in \$ per item per unit time, and  $c_2$ , the unit replenishment cost in \$ per run.

*Correspondence to:* Evangelos Triantaphyllou, Department of Industrial Engineering, Kansas State University, Manhattan, KS 66506-5101, USA. E-mail: VANGELIS@KSUVM.KSU.EDU

As stated in [1-8], under the present policy the total amount in inventory  $J_1$ , during the period  $H$  can be found as follows. Let  $I(\tau)$  represent the inventory at time  $\tau$ . Then, assuming zero lead times and zero reorder points,

$$\begin{aligned}
 J_1 &= \sum_{i=1}^m \int_{T_{i-1}}^{T_i} I(\tau) \, d\tau \\
 &= \sum_{i=1}^m \int_{T_{i-1}}^{T_i} \int_{t=T_{i-1}}^{\tau} I\{dt\} \, d\tau \quad [\text{where } I\{dt\} = (d[I(t)]/dt) * dt] \\
 &= \sum_{i=1}^m \int_{T_{i-1}}^{T_i} (t - T_{i-1})r(t) \, dt,
 \end{aligned}$$

which leads to

$$J_1 = \frac{2}{3}DH - \frac{D}{H^2} \sum_{i=1}^m (T_i^2 - T_{i-1}^2)T_{i-1} \tag{4}$$

where  $m$  is the number of replenishments and  $T_i$  are the scheduling points, and where  $T_0 = 0, T_{i-1} \leq T_i$  and  $T_m = H$ .

Then, the total relevant cost per unit time for this inventory system is given by (5)

$$C(m, T_1, T_2, T_3, \dots, T_{m-1}) = \frac{c_1 J_1}{H} + \frac{c_2 m}{H} \tag{5}$$

In the previous equation it is assumed that the time horizon  $H$  and the interest rates are such that discounting is unimportant. Relations (4) and (5) combined yield

$$C(m, T_1, T_2, T_3, \dots, T_{m-1}) = \frac{c_1}{H} \left[ \frac{2}{3}DH - \frac{D}{H^2} \sum_{i=1}^m (T_i^2 - T_{i-1}^2)T_{i-1} \right] + \frac{c_2 m}{H}. \tag{6}$$

The optimal values for  $m, T_1, T_2, T_3, \dots, T_{m-1}$  which minimize the total cost can be found by differentiating with respect to each of the  $T_i$  variables. Then, it turns out that the optimal values for the  $T_i$  variables are given by the recursive relation

$$T_i = \alpha_i T_1 \quad \text{for } i = 0, 1, 2, \dots, m-1, \text{ and } T_m = H = \alpha_m T_1 \tag{7}$$

where the  $\alpha_i$ 's are derived using the recursive relationship

$$\alpha_0 = 0, \quad \alpha_1 = 1, \text{ and } \alpha_j = \sqrt{3\alpha_{j-1}^2 - \alpha_{j-1}\alpha_{j-2}} \quad \text{for } j = 2, 3, 4, \dots, m. \tag{8}$$

From the relation  $T_i = \alpha_i T_1$  it can be seen that the quantities  $\alpha_i$  represent the ratio of the scheduling point  $T_i$  when it is compared with  $T_1$  (for  $i = 0, 1, 2, \dots, m$ ).

The optimal value of  $m$  (i.e., the optimal number of replenishments in period  $H$ ) can be found by first combining (6) and (7)

$$C(m, T_1, T_2, T_3, \dots, T_{m-1}) = C(m) = c_1 D \left[ \frac{2}{3} - \beta_m \right] + \frac{c_2 m}{H} \tag{9}$$

where

$$\beta_m = \frac{1}{\alpha_m^3} \sum_{i=1}^m (\alpha_i^2 - \alpha_{i-1}^2) \alpha_{i-1}. \tag{10}$$

The optimal value of  $m, m_0$ , can be obtained by observing that the following two conditions should be satisfied:

$$c(m_0) \leq c(m_0 + 1) \text{ and } c(m_0) \leq c(m_0 - 1).$$

When the previous two conditions are combined with (9), they yield

$$\Delta\beta_{m_0+1} \leq \frac{c_2}{c_1 DH} \leq \Delta\beta_{m_0} \quad (11)$$

where  $\Delta\beta_{m_0} = \beta_{m_0} - \beta_{m_0-1}$ ,  $\Delta\beta_{m_0+1} = \beta_{m_0+1} - \beta_{m_0}$  and the  $\beta_{m_0}$ ,  $\beta_{m_0-1}$ ,  $\beta_{m_0}$  can be found using (10).

From the previous considerations it follows that the optimal cost  $c_0$ , and the optimal number of replenishments  $m_0$ , can be calculated in two steps:

*Step 1.* Find the integer  $m_0$ , that satisfies the relation

$$\Delta\beta_{m_0+1} \leq \frac{c_2}{c_1 DH} \leq \Delta\beta_{m_0} \quad (12)$$

where the  $\Delta\beta_i$ 's can be calculated using (8), (10) and (11).

*Step 2.* Find the optimal cost  $c_0$  using the formula

$$c_0 = c(m_0) = c_1 D \left[ \frac{2}{3} - \beta_{m_0} \right] + \frac{c_2 m_0}{H}. \quad (13)$$

## 2. Transformations

Let  $W_1 = c_1 D$  and  $W_2 = c_2/H$ . Then, (12) and (13) become (14) and (15), respectively.

$$\Delta\beta_{m_0+1} \leq \frac{W_2}{W_1} \leq \Delta\beta_{m_0} \quad (14)$$

and

$$c_0 = w_1 \left[ \frac{2}{3} - \beta_{m_0} \right] + W_2 m_0. \quad (15)$$

If the two parameters  $W_1$  and  $W_2$  are given then, using (8), (10), (14), and (15), the value of the integer  $m_0$  and the optimal cost  $c_0$  can be determined uniquely. Very often in practice the costs  $c_1$  and  $c_2$  can be considered as constants, while the demand  $D$  and horizon  $H$  vary. When this is true we can talk about  $W_1$  changes and mean changes of the demand  $D$  or  $W_2$  changes and mean changes of the horizon  $H$ . However, we use  $W_1$  and  $W_2$  for generality. A computer program was written that calculates the optimal number of replenishments,  $m_0$ , given different values for the parameters  $W_1$  and  $W_2$ . More specifically, the parameter  $W_1$  was assumed to take the values 250, 500, 750, ..., 20 000 while  $W_2$  was assumed to take the values 1, 2, 3, ..., 20. The optimal value of  $m_0$  was found by using (14) and observing that the quantities  $\Delta\beta_i$ ,  $\beta_i$ , and  $\alpha_i$  are independent of any other parameters. Figure 1 presents  $m_0$ , the optimal number of replenishments to be made during period  $H$ , as a function of  $W_1$  and  $W_2$ .

Relations (14) and (15) also reveal that for a given value of the optimal cost  $c_0$  the value of the parameter  $W_1$  (or  $W_2$ ) can be determined if the value of the parameter  $W_2$  (or  $W_1$ ) is given. A computer program was written that considers optimal cost with values 100, 200, 300, ..., 2 000 and calculates  $W_2$  for a given  $W_1$  value. The parameter  $W_1$  was assumed to take the values 250, 500, 750, ..., 20 000. The resulted observations are plotted in Figures 2 and 3. Figure 2 presents the optimal cost as a function of  $W_1$  and  $W_2$ , and Figure 3 presents  $W_2$  as a function of  $W_1$  and the optimal cost.

## 3. Evaluation of the results

Figure 1 illustrates that the same optimal number of replenishments  $m_0$  can be derived from different combinations of  $W_1$  and  $W_2$  values. In particular, common values of  $m_0$  form the regions in Figure 1, where the borders fit straight lines. Linear regression analyses of the observations laying on the border lines reveal that the above observations perfectly fit straight lines.

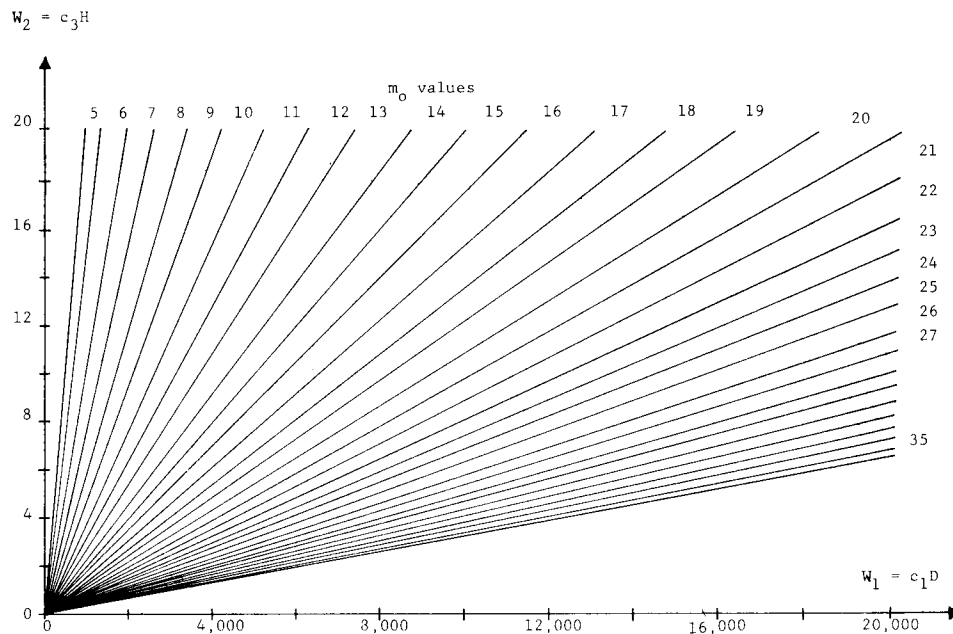


Fig. 1. Optimal number of replenishments,  $m_0$ , versus demand and planning horizon

An examination of Figure 1 suggests that the optimal number of replenishments  $m_0$  is highly sensitive (narrow regions) when  $W_1$  is large and  $W_2$  is small. The same is also true when  $W_1$  is small and  $W_2$  is large. If we assume that the costs  $c_1$  and  $c_2$  are fixed, then we conclude from the above and the two relations:  $W_1 = c_1 D$  and  $W_2 = c_2/H$  that the optimal number of replenishments is highly sensitive when the demand is high and the horizon is wide or the demand is low and the horizon is narrow.

However, the optimal number of replenishments  $m_0$  is not so sensitive (wider regions) when both  $W_1$  and  $W_2$  take medium size values. Similarly with the above, if we assume that the unit costs  $c_1$  and  $c_2$  are fixed, then the optimal number of replenishments is not sensitive to the changes of demand  $D$  or horizon  $H$  when both  $D$  and  $H$  take medium size values.

The same figure also depicts that the optimal number of replenishments becomes very sensitive when  $W_1$  and  $W_2$  take small values. The opposite is true when the values of both  $W_1$  and  $W_2$  are large. That is, when the  $c_1$  and  $c_2$  are fixed, then the optimal number of replenishments is highly sensitive when the demand is low and the horizon is wide. However, the number of optimal replenishments is not so sensitive when the demand is high and the horizon is narrow.

Figure 2 illustrates that the same value of optimal cost  $c_0$  can be achieved from different combinations of  $W_1$  and  $W_2$  values. If it is assumed that  $c_1$  and  $c_2$  are constant, then the optimal cost  $c_0$  is fixed if by increasing the demand (or equivalently, the parameter  $W_1$ ) the horizon increases (or equivalently, the parameter  $W_2$  decreases). Similarly, if the demand takes small values (how small depends on the optimal cost level), then in order for the optimal cost to be constant the horizon should be decreased (i.e., the parameter  $W_2$  be increased). Moreover, if the optimal cost is small, so is the threshold before which high changes of the horizon occur. Since the iso-cost curves become closer for high values of demand, we can conclude that the optimal cost becomes highly sensitive when the demand takes large values. The above behavior of the optimal cost is more dramatic when the cost takes small values (then the iso-cost curves tend to be linear sooner for small cost values).

Figure 3 depicts the relation between  $W_1$  and the optimal cost when  $W_2$  is fixed. If  $c_1$  and  $c_2$  are constants, then Figure 3 suggests that when the demand is small the optimal cost changes dramatically even with small changes in the demand. The plots in Figure 3 tend to become linear for high values of  $W_1$ . This behavior indicates that if  $c_1$  and  $c_2$  are constant, then for a constant horizon the optimal cost

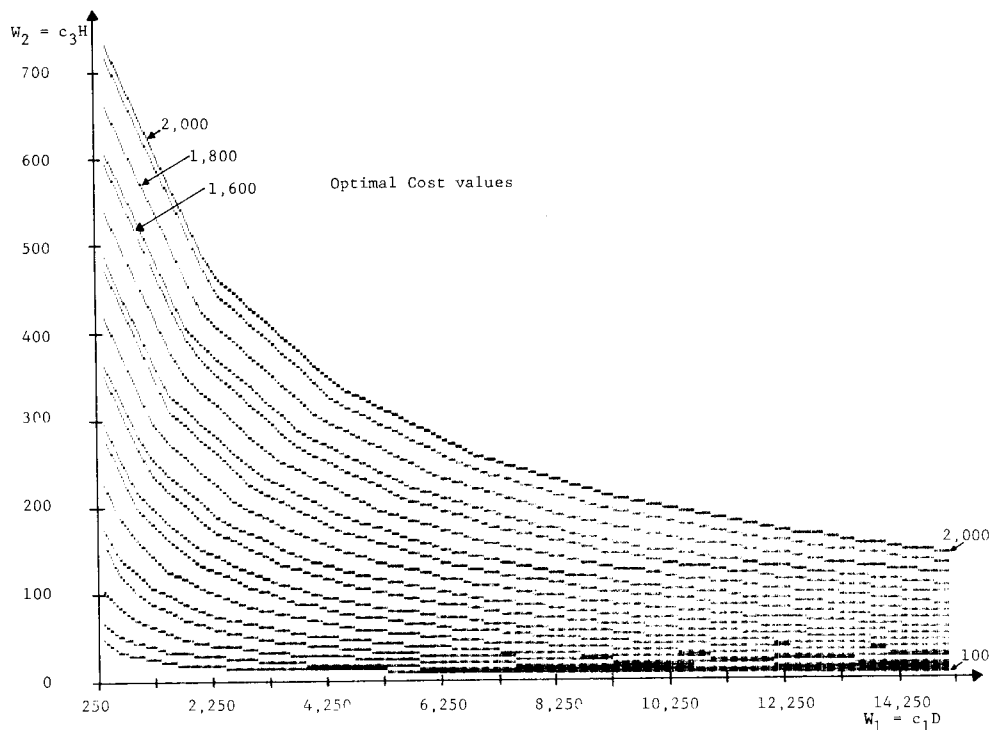


Fig. 2. Optimal cost values versus demand and planning horizon

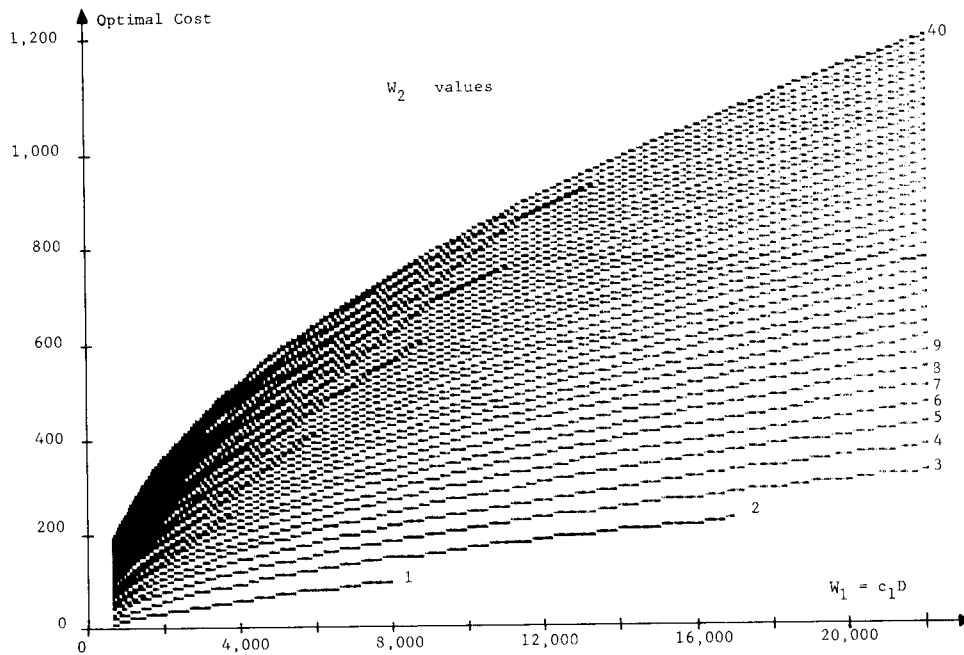


Fig. 3. Optimal horizon versus optimal cost and demand

depends linearly on the demand when the demand is high. Again, how much high is considered high depends on the current horizon length. The wider the horizon is (i.e., the smaller the  $W_2$  parameter becomes), the more rapidly the relation between optimal cost and demand becomes linear.

#### 4. Concluding remarks

Very often in real life situations the parameters are not constant or cannot be determined with accuracy. As this paper illustrates some of the parameters in the  $(t_i, S_i)$  inventory system play a critical role under certain conditions. A deep understanding of the sensitivity of the  $(t_i, S_i)$  model under various conditions makes it to be even more applicable to real life problems.

#### Acknowledgements

The author would like to thank Professors Jeya M. Chandra and Emory E. Enscore Jr. from the Pennsylvania State University, Department of Industrial and Management Systems Engineering, for their assistance in accomplishing this research. The author would also like to thank the referees for their thoughtful comments which significantly improved the quality of this paper.

#### References

- [1] W.A. Donaldson, "Inventory replenishment policy for a linear trend in demand – an analytical solution", *J. Oper. Res. Soc.* **28** (1977) 663–670.
- [2] R.J. Henery, "Inventory replenishment policy for increasing demand", *J. Oper. Res. Soc.* **30** (1979) 611–617.
- [3] A. Mitra, J.F. Cox and R.R. Jesse, Jr., "A note on determining order quantities with a linear trend in demand", *J. Oper. Res. Soc.* **35** (1984) 141–144.
- [4] E. Naddor, *Inventory Systems*, Wiley, New York, 1984.
- [5] R.I. Phelps, "Optimal inventory rule for a linear trend in demand with a constant replenishment period", *J. Oper. Res. Soc.* **31** (1980) 439–442.
- [6] E. Ritchie, "Practical inventory replenishment policies for a linear demand in demand followed by a period of steady demand", *J. Oper. Res. Soc.* **31** (1980) 605–613.
- [7] E. Ritchie, "The E.O.Q. for linear increasing demand: A simple optimal solution", *J. Oper. Res. Soc.* **35** (1984) 949–952.
- [8] E.A. Silver, "A simple inventory replenishment decision rule for a linear trend in demand", *J. Oper. Res. Soc.* **30** (1979) 71–75.