

HARIHARA P. NATARAJAN

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ACADEMIC POSITIONS

Associate Professor, University of Miami, Coral Gables, FL	2011-
<i>Sabbatical at Koc University, Istanbul, Turkey</i>	Spring 2012
Assistant Professor, University of Miami, Coral Gables, FL	2004-2011
Instructor, University of Miami, Coral Gables, FL	2003-2004
Visiting Researcher, University of Texas, Austin, TX	2002-2003
Instructor, Pennsylvania State University, State College, PA	1997-2002

EDUCATION

Pennsylvania State University	University Park, PA
<i>Ph.D. in Business Administration (Dual-title in Operations Research)</i>	2004
Advisor: Professor Anant Balakrishnan	
Primary Field: Management Science and Operations Management;	
Supporting Field: Industrial Engineering	
Dissertation Title: <i>Optimization models to support negotiation and coordination in supply chains</i>	
Pennsylvania State University	University Park, PA
<i>Master of Science in Business Administration</i>	2003
Indian Institute of Technology, Madras	Chennai, India
<i>Bachelor of Technology in Naval Architecture</i>	1996

RESEARCH INTERESTS

- Design and configuration of infrastructure and service networks
- Planning, coordination, pricing, and execution in IT-enabled supply chains
- Mathematical programming and discrete optimization

RESEARCH

A. PUBLICATIONS

- Optimizing Delivery Fees for a Network of Distributors, (with Balakrishnan, A., and M.S. Pangburn). *Manuf. and Service Operations Management* 2(3), 297-316, 2000.

- Connectivity Upgrade Models for Survivable Network Design (with A. Balakrishnan and P. Mirchandani). *Operations Research* **57**(1), 170-186, 2009.
- Joint Dynamic Pricing of Multiple Perishable Products under Consumer Choice (with Y. Akcay and S. H. Xu). *Management Science* **56**(8), 1345-1361, 2010.
- Optimal Configuration of a Service Delivery Network: An Application to a Financial Services Provider (with G. A. Meester, A. Mehrotra, and M. J. Seifert). *Production and Operations Management* **19**(6), 725-741, 2010.

B. MANUSCRIPTS UNDER REVIEW

- Leveraging Enterprise-wide Purchase Volumes: Optimal Supplier Assignment in Multi-division Firms, (with A. Balakrishnan). Under 1st review.

C. RESEARCH PAPERS IN PROGRESS

- Delivery Fee Design for Logistics Partnerships (with A. Balakrishnan), (<http://ssrn.com/abstract=1620624>).
- Planning Product Availability for a Category of Substitutable Products (with Y. Akcay)
- Harnessing Inventory Pooling Economies through Product Portfolio Rationalization (with Y. Guan)
- Production Planning for Responsive Delivery Date Commitment (<http://ssrn.com/abstract=1620622>).

D. RECENT CONFERENCE PRESENTATIONS (2005 -)

- Optimal inventory policy for an assortment of vertically-differentiated products (with Y. Akcay), POMS Annual Conference, Chicago, IL, April 2012.
- Delivery fee design for logistics partnerships (with A. Balakrishnan), IFORS Triennial Conference, Melbourne, Australia, July 2011.
- Modeling and solving a large-scale call center network configuration problem (with A. Balakrishnan), INFORMS Annual Conference, Austin, TX, October 2010
- Optimal Configuration of a Service Delivery Network: An Application to a Financial Services Provider (with G. Meester, A. Mehrotra, and M. Seifert), POMS Annual Conference, Orlando, FL, May 2009.
- Joint Dynamic Pricing of Multiple Perishable Products under Consumer Choice (with Y. Akcay and S. H. Xu), INFORMS Annual Conference, Washington, D.C., November 2008.
- Delivery fee design for logistics partnerships (with A. Balakrishnan), INFORMS Annual Conference, Seattle, WA, November 2007. Organized a session on Logistics.
- Network selection problem: Constructing smaller approximate networks, (with A. Balakrishnan and G. Li), INFORMS Annual Conference, Seattle, WA, November 2007.
- Delivery fee design for logistics partnerships, (with A. Balakrishnan), INFORMS International Conference, San Juan, Puerto Rico, July 2007. Organized a session titled “Managing supply chain and service operations”.

- Optimal Dynamic Pricing for Online Travel Firms, (with Y. Akcay and S. H. Xu), MSOM Annual Conference, Shanghai, China, June 2007.
- Delivery fee design for logistics partnerships, (with A. Balakrishnan), POMS Annual Conference, Dallas, TX, May 2007. Organized a session titled “Solution methods for complex distribution and procurement planning problems”.
- Optimal Dynamic Pricing for Online Travel Firms, (with Y. Akcay), INFORMS International Conference, Hong Kong, China, June 2006.
- Pricing Models for an Internet Travel Site, (with Y. Akcay), INFORMS Annual Meeting, San Francisco, CA, November 2005.

TEACHING

• Graduate

- ♦ *Principles of Supply Chain Management* (MGT 645) at UM Fall 2010
MBA level case-based course that explores models for supply chain design, coordination, and execution. Average student rating for one section: **4.9/5**
- ♦ *Principles of Operations Management* (MGT 643) at UM Spring 2008, 2010, 2011
Core MBA level case-based course that introduces students to basic concepts, emphasizing managerial implications. Average student rating for three sections: **4.63/5**
- ♦ *Management Science Consulting* (MAS638) at UM Fall/Spring 2010, Spring 2012
Co-taught modules on call center operations and integrated sales and operations planning.
- ♦ *Introduction to Mathematical Programming* (MS&IS 540) at PSU Spring '99 & Spring '01-'02
M.S./Ph. D. level class; Conducted tutorial sessions, graded assignments, and covered special topics

• Undergraduate

- ♦ *Supply Chain Modeling and Analysis* (MGT445) at UM Fall 2011
Developed this new class as an elective course for senior UG students. Develops models and analytical tools for supply chain design, planning, and operation. Average student rating for one section: **4.9/5**
- ♦ *Production and Operations Management* (MGT303) at UM Fall '03 –Fall '11
Junior-level core class for business majors. Introduces concepts in operations and supply chain management. Developed engaging in-class games to clarify concepts and highlight linkages between various topics. Average student rating for 27 sections – **4.5 / 5.0**
- ♦ *Materials Management* (OISM 418) at PSU Summer '02
Taught production and inventory management emphasizing mathematical models
Student Rating – **6.1 / 7.0**
- ♦ *Methods and Models for Managerial Decision Making* (MS&IS 450) at PSU Fall '98-99 & Spring '00
Taught modeling and problem solving using Linear Programming and Decision Analysis; Average student rating over 3 sections – **6.3 / 7.0**
- ♦ *Introduction to Business Statistics* (MS&IS 200) at PSU Fall '97
Conducted tutorial sessions on problem solving exercises

• Student advising

- ♦ **Undergraduate Honors Projects** 2011
Advised three students (Stephanie Feit, Hannah Ringel, and Anand Patel) on Operations area-related honors work
- ♦ **Doctoral program** 2011
Fang Fang (joined the program this year)

HONORS AND AWARDS

- UM CIBER Intl. Bus. Research Grant 2012
- Faculty Banner Marshal for the Graduate School, Fall Commencement 2011
- James W. McLamore Research Grant in Business and Social Sciences 2006, 2010
- University of Miami School of Business Summer Research Grant 2004-05, 2007-09, 2011
- Delta Phi Epsilon Outstanding Professor 2006, 2007
- University of Miami Excellence in Teaching Nominee 2006
- Penn State Alumni Association Doctoral Dissertation Award 2002
- Center for Supply Chain Research (CSCR) Graduate Research Award 2002
- Finalist, eBusiness Research Center 2nd Annual Doctoral Dissertation Award 2002
- Smeal College Nominee for the INFORMS and DSI Doctoral Colloquia 2001, 2002
- Smeal College Nominee, Graduate Student Outstanding Teaching Award 1999, 2000

INDUSTRY EMPLOYMENT

- *Software Engineer, Tata Consultancy Services, Madras, India* 1996-'97
 - » Software design, conversion and maintenance.
 - » Part of the Integrated Standard Baking Systems (ISBS) design and development team.

CONSULTING EXPERIENCE

- **Intcomex, Miami, FL** 2010-
 - » Estimation of product substitution patterns and development of tools for product portfolio rationalization.
- **Watsco, Miami, FL** 2011
 - » Provided guidance on supply chain network design.
- **Dsquare Solutions, Bangalore, India** 2011
 - » Directed the algorithmic development of a hotel revenue management solution.
- **Marketics, Bangalore, India** 2008
 - » Provided guidance on airline fleet planning problems.
- **Corning, Corning, NY** 2001
 - » Developed a model to leverage enterprise-wide sourcing volumes through optimal supplier selection and assignment.
- **Uponor Aldyl Company, Shawnee, OK** 2000
 - » Developed and implemented spreadsheet-based decision support solutions (*SPRINT* and *CAPS*) to support integration of production planning and sales operations.
- **Armstrong World Industries, Lancaster, PA** 1998

- » Developed *CODES*, an Excel-based LP model that determines compensation for distribution operations.

SERVICE

PROFESSIONAL ACTIVITIES

- INFORMS Optimization Society Conference, Coral Gables, FL, February 2012
Member, Organizing Committee; Member, Program Committee
- Treasurer, INFORMS South Florida Chapter
- Member: INFORMS (since 1999); DSI (2002); and POMS (since 2007).
- President, Penn State-INFORMS Student Chapter, 2001. Vice-President, 2000.
- Reviewed articles for the *European Journal of Operational Research*, *IEEE Transactions on Reliability*, *IIE Transactions*, *INFORMS Journal on Computing, Interfaces*, *International Journal of Production Research*, *Journal of Industrial Management and Optimization*, *Journal of the Operational Research Society*, *Management Science*, *Manufacturing and Service Operations Management*, *Networks*, *Operations Research*, *Optimization Letters*, and *Production and Operations Management*.

UNIVERSITY ACTIVITIES

- Developed a spreadsheet-based optimization model to help the Office of Undergraduate Research and Community Outreach assign judges for student poster presentations at the UM Research, Creativity, Innovation Forum.
- Member of the University Athletics Committee (since 2010)
- Coordinating AACSB-related activities for the UG core Operations class (since Spring 2010)
- Department representative at SBA Ph. D. orientation (Fall 2011)
- Co-organized the **MSOM seminar** at the University of Miami (2003-2006) – a joint seminar series of the Management and Management Science departments.
- Actively engaged in department recruiting efforts for multiple faculty positions.
- Participated in UM Commencement ceremonies as part of the Stage Party on several occasions.