

Machine Learning, Optimization and Rules : Time for Agility and Convergence

*Eric Mazeran &
Jean-François Puget – IBM*

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Machine Learning, Optimization and Rules

Part 1 : Time for Agility*

(*) No link with agile development methods in this presentation.

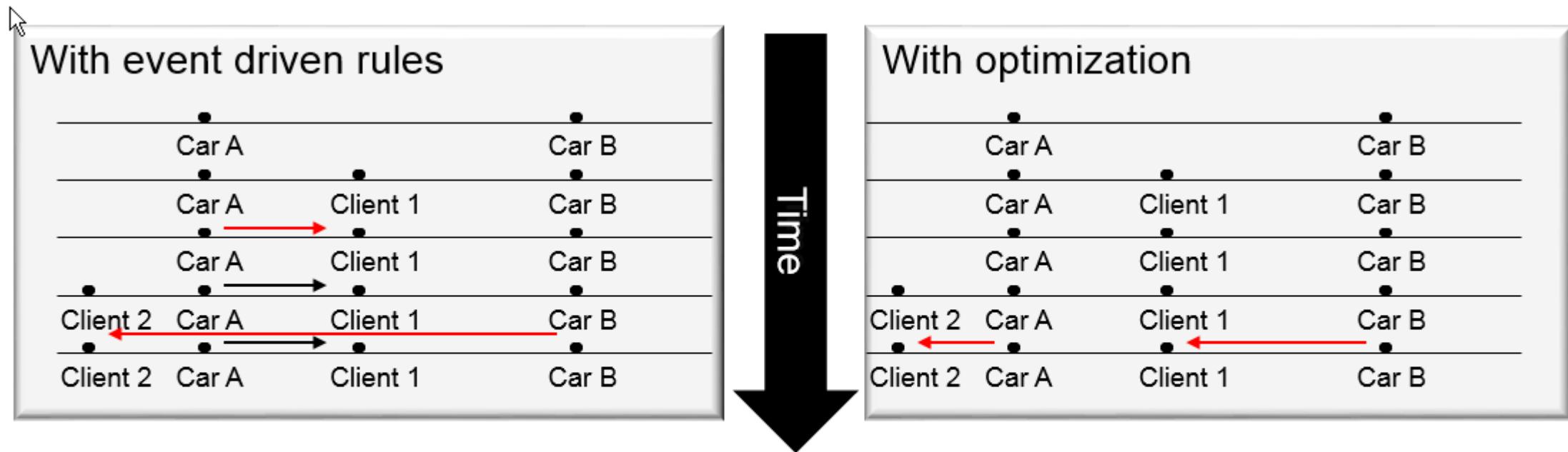
Observation #1 :
Decision Making Apps are
(mostly) single technology –
centric so far

Technology –centric (vs use-case –centric)



Risk of wrong technology choice

Example: Taxi Dispatch (real customer example, simplified here)



Making decisions one at a time leads to a myopic effect

Gathering data and constraints to understand the 'big picture' creates the opportunity for better decisions

The Taxi company waits a bit before assigning cars to customers...

What Technology? *Solving a Simple Problem...*

- How might we try to solve the marketing campaign problem?
 - For each campaign, a cost C and an expected return R
- What about:
 - Sort campaigns according to decreasing return to cost ratio R / C
 - Choose campaigns in this order until the 100 budget is exhausted

What Technology? Solving a Simple Problem...

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Revenue	Cost	Ratio
39	20	1.95
17	9	1.89
30	16	1.88
26	14	1.86
22	12	1.83
20	11	1.82
36	20	1.80
34	19	1.79

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Revenue Cost **Profit**
154 82 **72**

What Technology? Solving a Simple Problem...

- How might we try to solve the marketing campaign problem?
 - For each campaign, a cost C and an expected return R
- What about:
 - Sort campaigns according to decreasing return to cost ratio R / C
 - Choose campaigns in this order until the 100 budget is exhausted
- This kind of technique embodying domain knowledge to build up a solution is called a *heuristic*.
- Heuristics have a number of weaknesses
 - They don't guarantee to find the best solution or a solution at all
 - They require good domain knowledge to create
 - They can be hard to adapt if the problem changes (new constraints, for example)

What Technology? Solving a Simple Problem...

- How might we try to solve the marketing campaign problem?
 - For each campaign, a cost C and an expected return R

There is a better solution,
which you can find using an optimization engine.

Revenue	Cost	Ratio
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17	9	1.89
30	16	1.88
26	14	1.86
22	12	1.83
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Revenue
185

Cost
100

Profit
85

vs 72
previously

Use-case centric usually calls for techno. combinations

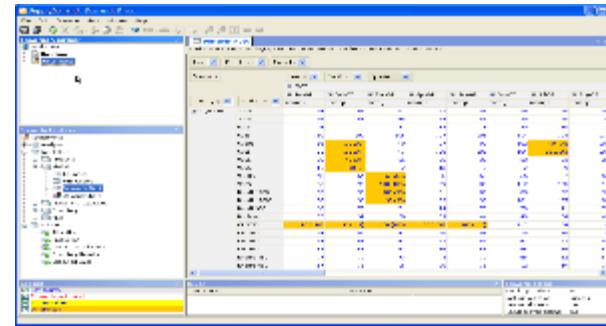


Use case:

- forecast sales,
- use the forecast to plan production,
- analyze how uncertainty in the forecast impacts the plan.

Tools:

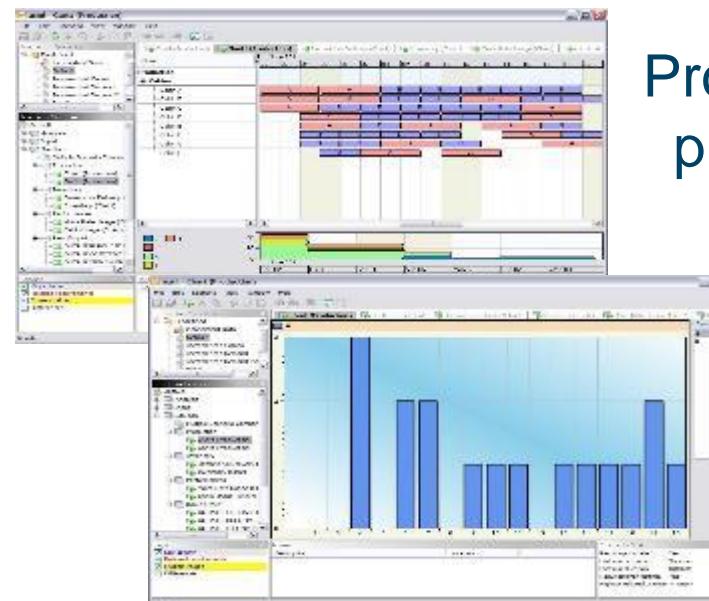
- combine predictive analytics with (stochastic) optimization and uncertainty what-if analysis.



Sales
forecast



Production
planning



Observation #2 : Machine Learning fuels Decision Making

Deep Learning challenges « Traditional » AI



ARTICLE

doi:10.1038/nature16961

Mastering the game of Go with deep neural networks and tree search

David Silver^{1,*}, Aja Huang^{1,*}, Chris J. Maddison¹, Arthur Guez¹, Laurent Sifre¹, George van den Driessche¹, Julian Schrittwieser¹, Ioannis Antonoglou¹, Veda Panneershelvam¹, Marc Lanctot¹, Sander Dieleman¹, Dominik Grewe¹, John Nham², Nal Kalchbrenner¹, Ilya Sutskever², Timothy Lillicrap², Madeleine Leach¹, Koray Kavukcuoglu¹, Thore Graepel¹ & Demis Hassabis¹

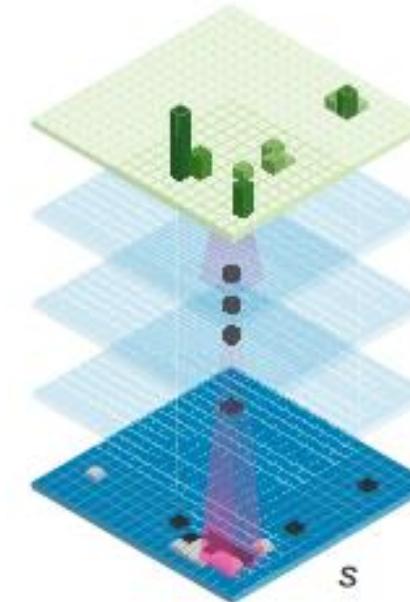
“We introduce a new approach to computer Go that uses ‘value networks’ to evaluate board positions and ‘policy networks’ to select moves. These deep neural networks are trained by a novel combination of supervised learning from human expert games, and reinforcement learning from games of self-play.

We also introduce a new search algorithm that combines Monte Carlo simulation with value and policy networks. Using this search algorithm,

our program AlphaGo achieved a 99.8% winning rate against other Go programs, and defeated the human European Go champion by 5 games to 0.”

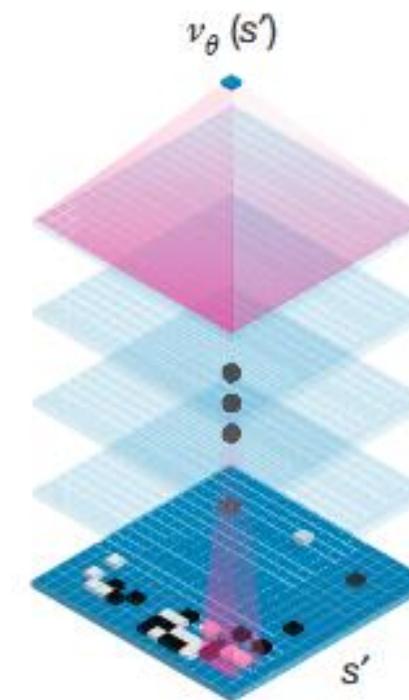
Policy network

$$p_{\sigma|p}(a|s)$$

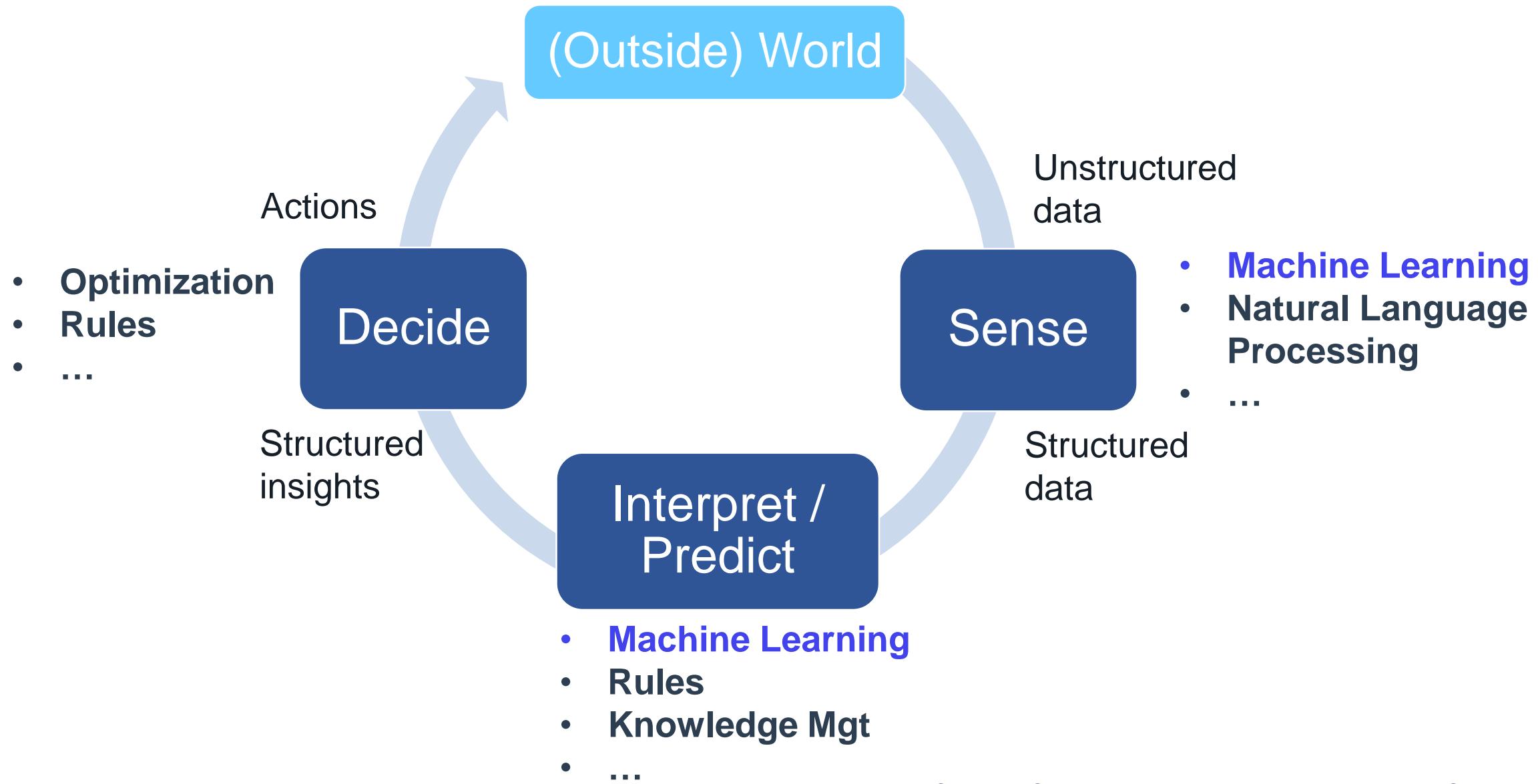


Value network

$$v_{\theta}(s')$$



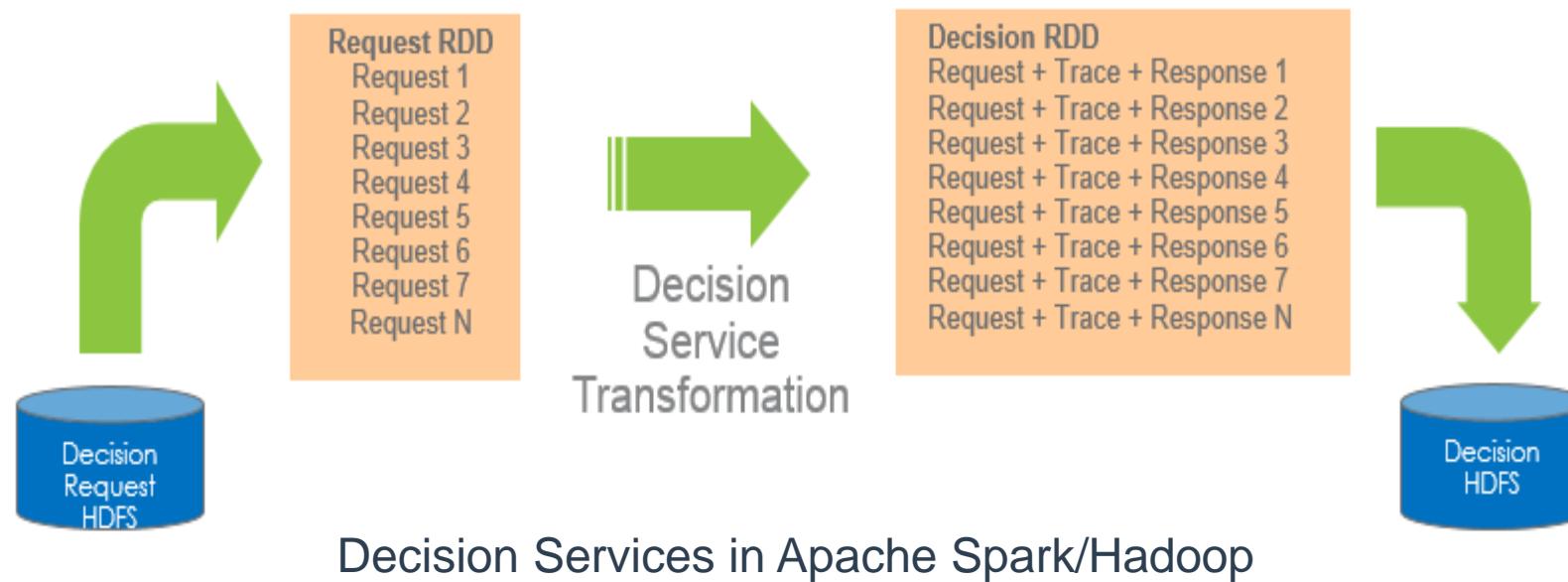
Machine Learning fuels Decision Making



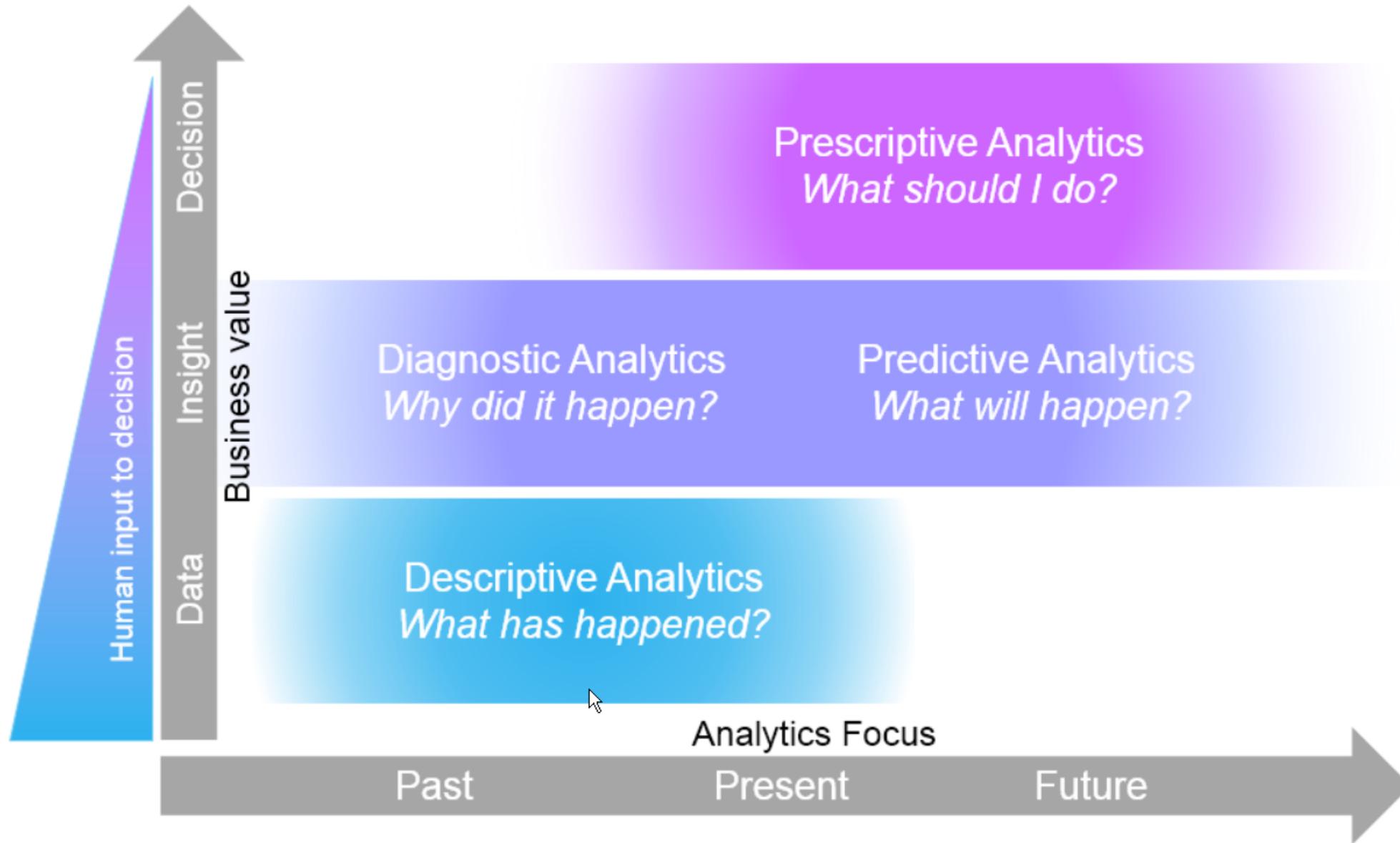
Observation #3 : Analytics Wave boosts Decision Making

Clean Data, Comprehensive Data, Big Data

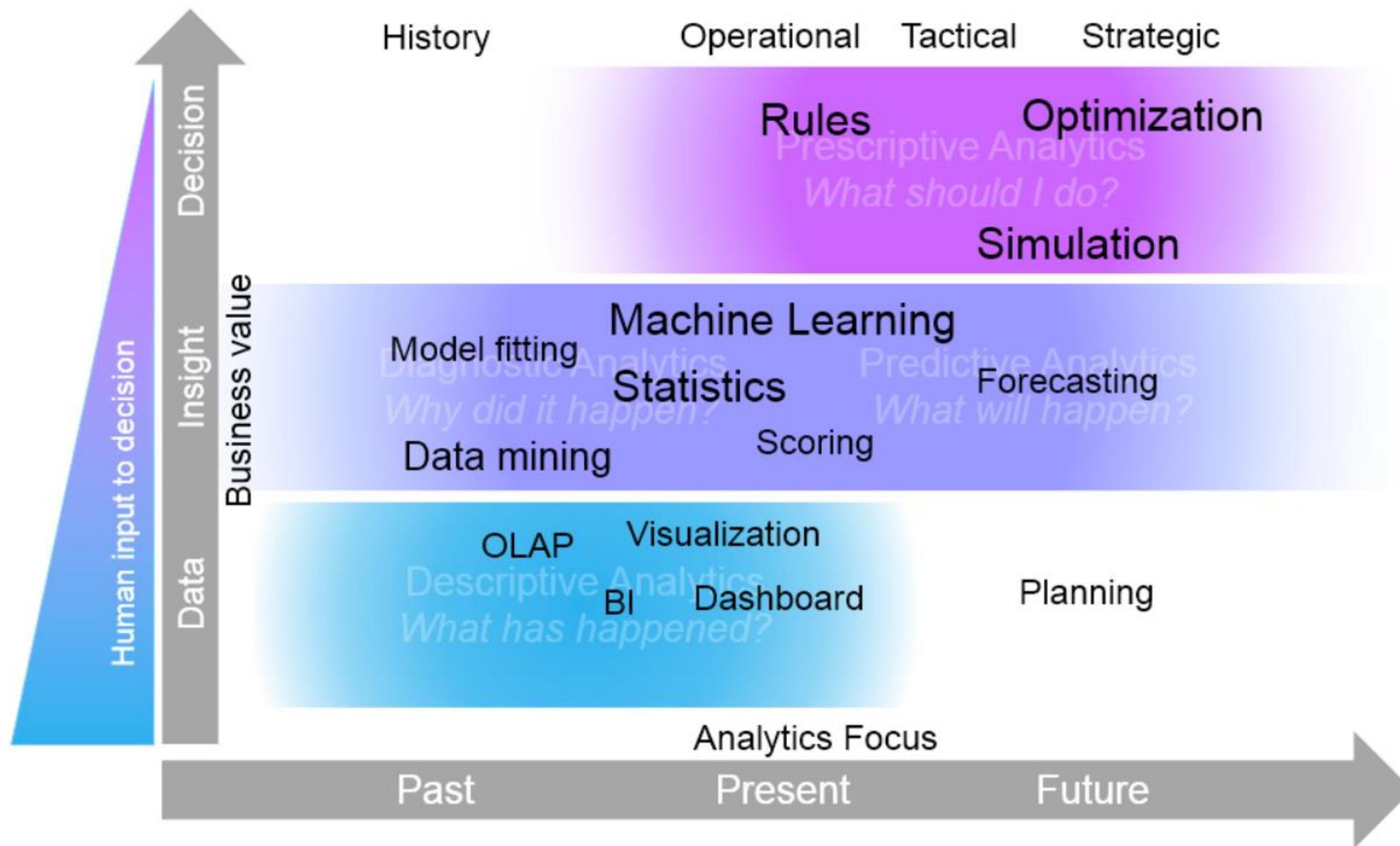
- Wrong data used to make Rule & Optimization engines fail.
- Incomplete data used to delay adoption of Decision Making systems.
- Leveraging Big Data technology, Rule systems become more pervasive.



The Analytics Picture



The Analytics Picture



Observation #4 : Optimization is key to Prescriptive Analytics

Decision Optimization



How to best allocate aircrafts and crews?



Inventory cost vs. customer satisfaction?



What to build, where and when?



Risk vs. potential reward?



Cost vs. carbon emission?

Decision Optimization finds a feasible set of decisions such that, once applied, business objectives will be optimally achieved.

- **Solve combinatorial problems that cannot be solved efficiently otherwise.**
- **Create the best possible plans.**

Typical Prescriptive Analytics « Decisions for Actions »

Optimization

- Choose (the best options among a set of possibilities)
- Assign (the resources to the tasks)
- Schedule (the tasks)
- Dispatch (the resources at the appropriate locations)
- Plan (what will be processed, for what purpose, and when)
- Configure (a set of parts as the appropriate artefact)

...

Optimization Supplements ML or Rules with Holistic Reasoning



Optimization takes into account the several interacting parts of a system as a whole (holistically) including the many different types of relationships between them.

Example : Put « Predictive Maintenance » into Action

Given the current and estimated operating conditions of a piece of equipment, with ML we can predict the likelihood of the failure of the piece at a given date

Optimization is required to

- give the best course of actions for executing the maintenance tasks given the predictions
- propose the best tradeoffs to minimize disruption of operations given the prediction and maintenance options

Machine Learning, Optimization and Rules

Time for Agility

1. Industry/business use cases require to be agile in combining several technology.
2. Machine learning brings structured data and predictions with unprecedented efficiency.
3. The Analytics wave boosts decision making combining descriptive, predictive and prescriptive capabilities.
4. Value & ROI are brought by prescriptions.
Rules and ML pick-up the pieces and Optimization assembles the puzzle.

Machine Learning, Optimization and Rules

Part 2 : Time for Convergence

Machine Learning, Optimization and Rules

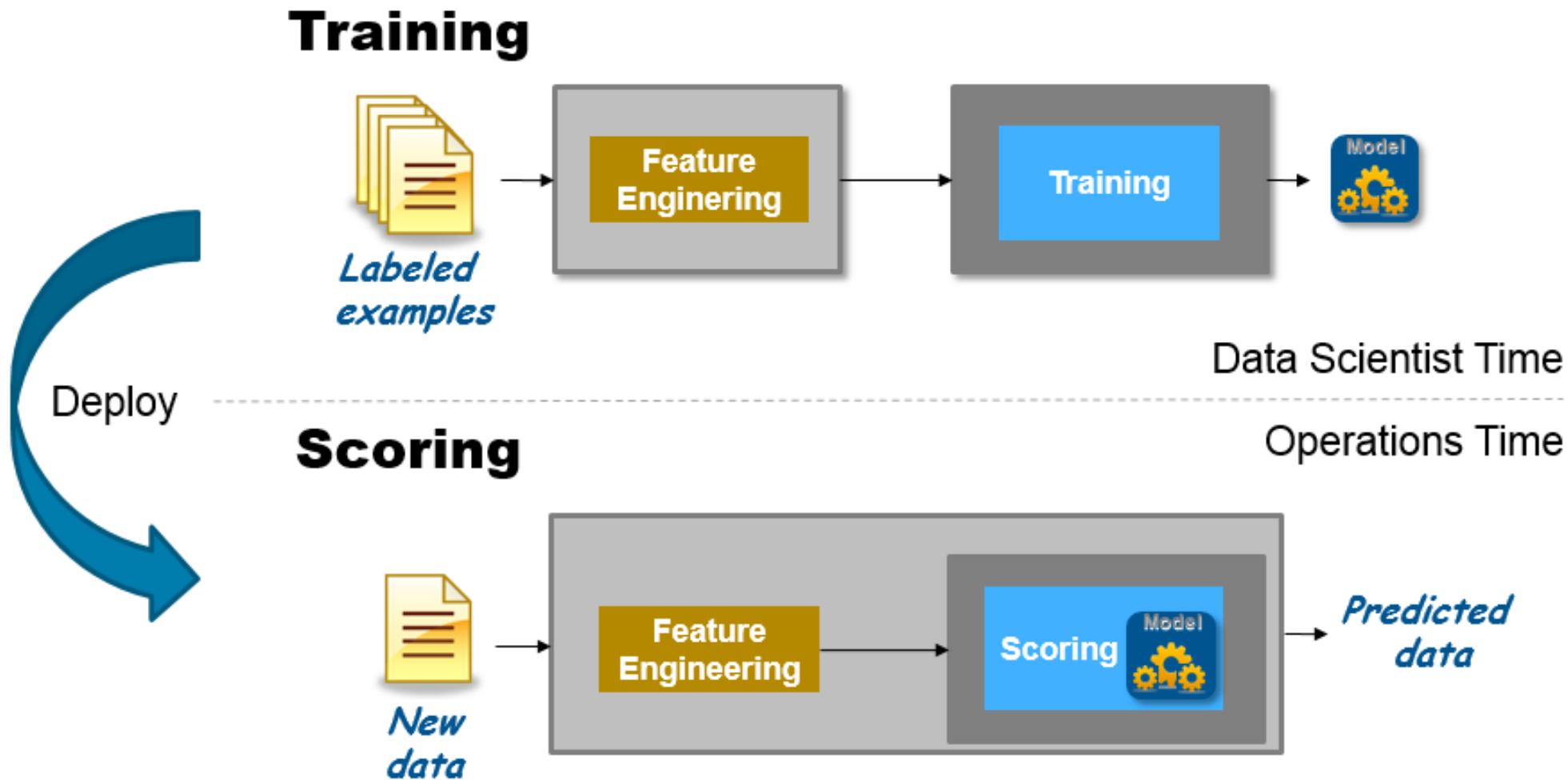
Time for Convergence

We are working on 2 tracks:

- Common Machine Learning and Optimization workflow & algorithms
- Optimization « as Rules » for ease of modelling

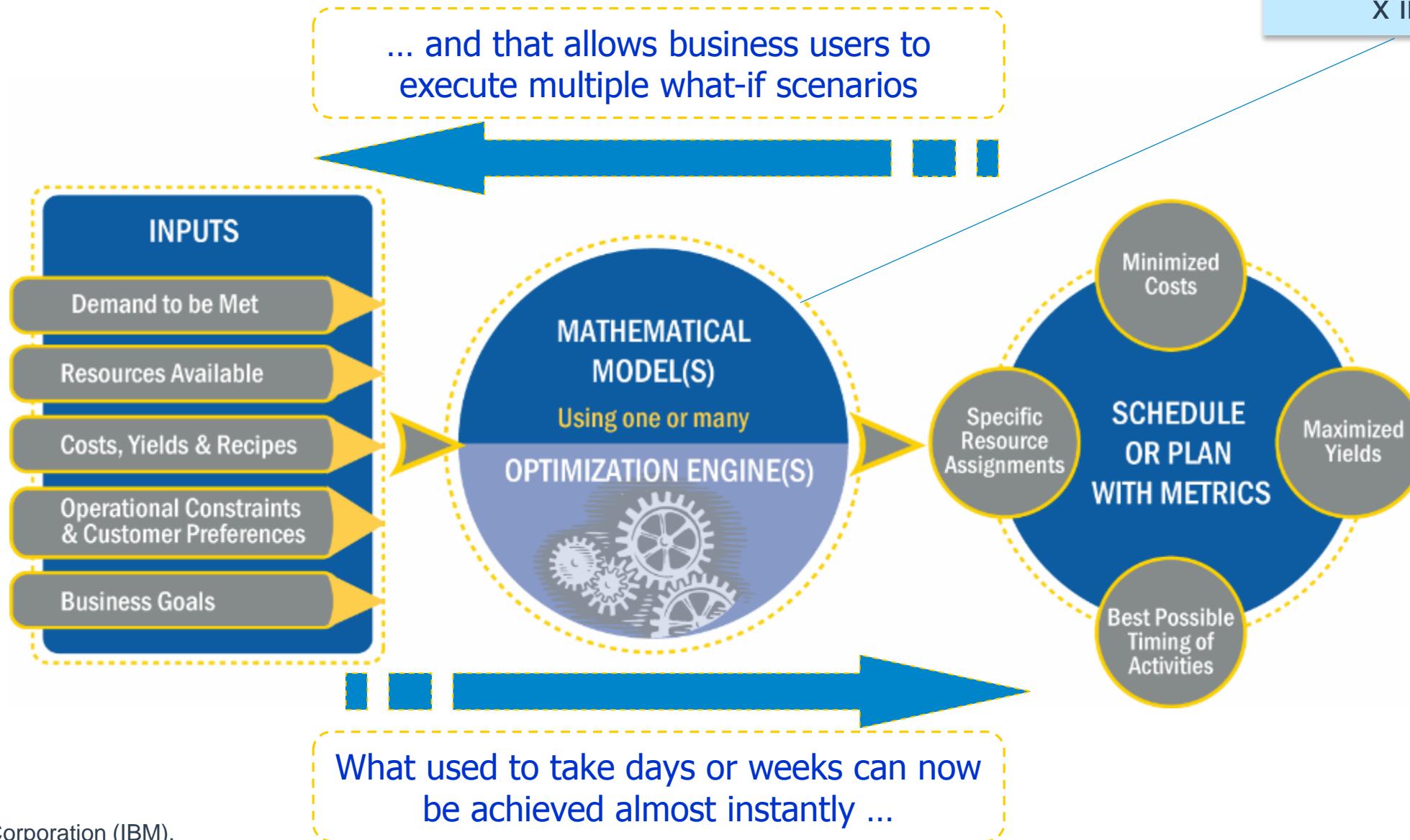
Track #1 : Common Machine Learning and Optimization workflow

Basic Machine Learning

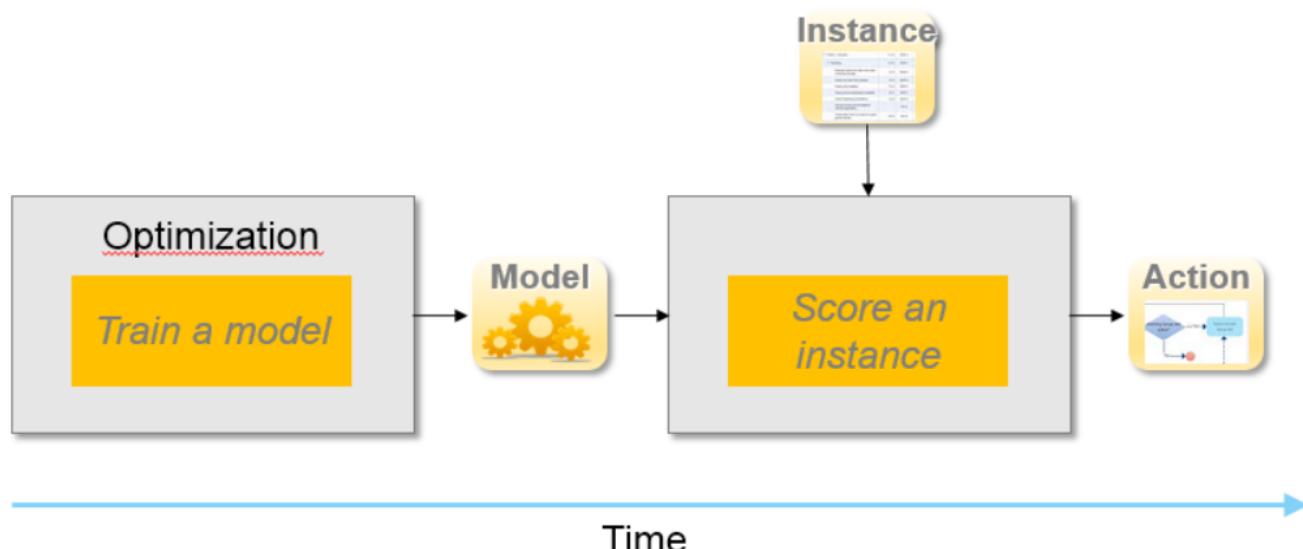
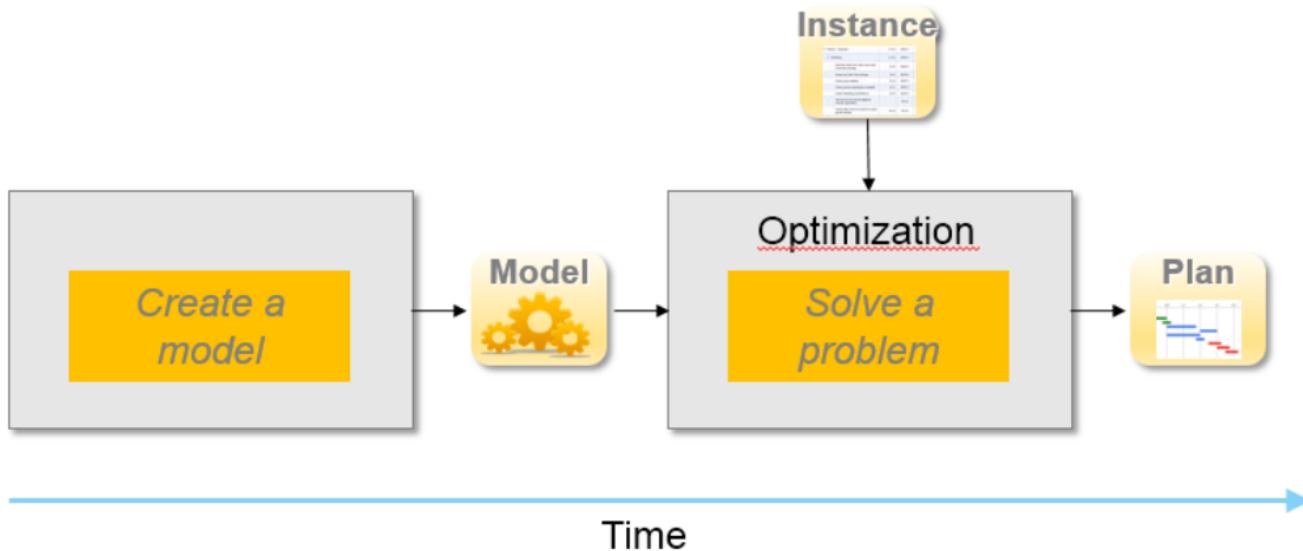


The Decision Optimization cycle

$$\begin{aligned} \min \quad & c^T x \\ \text{s.t.} \quad & Ax \leq b \\ & x \text{ integer} \end{aligned}$$



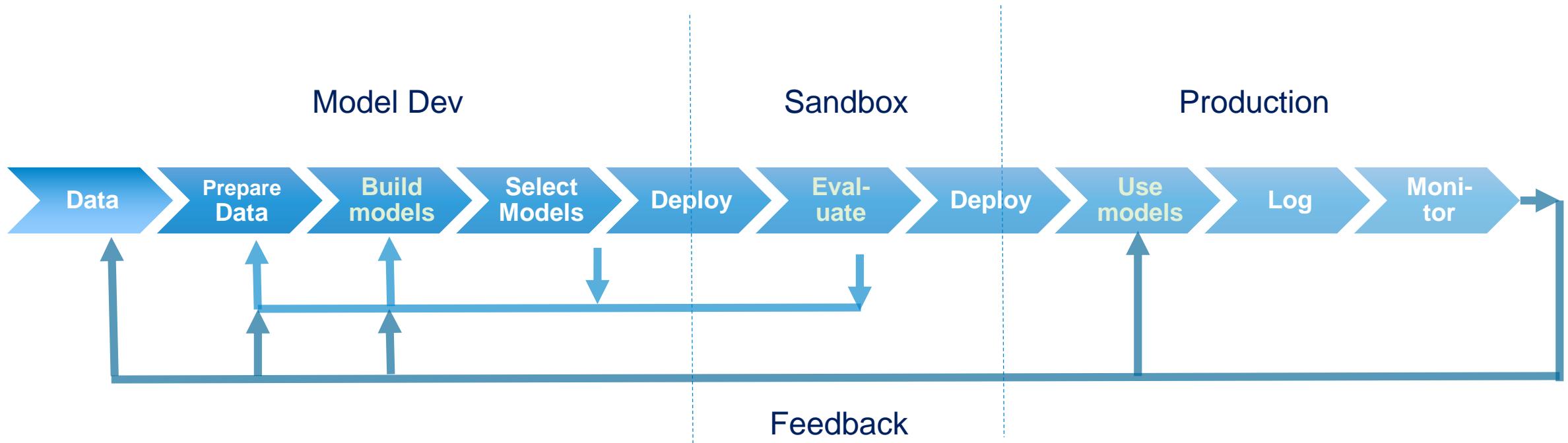
Machine Learning = Optimization ?



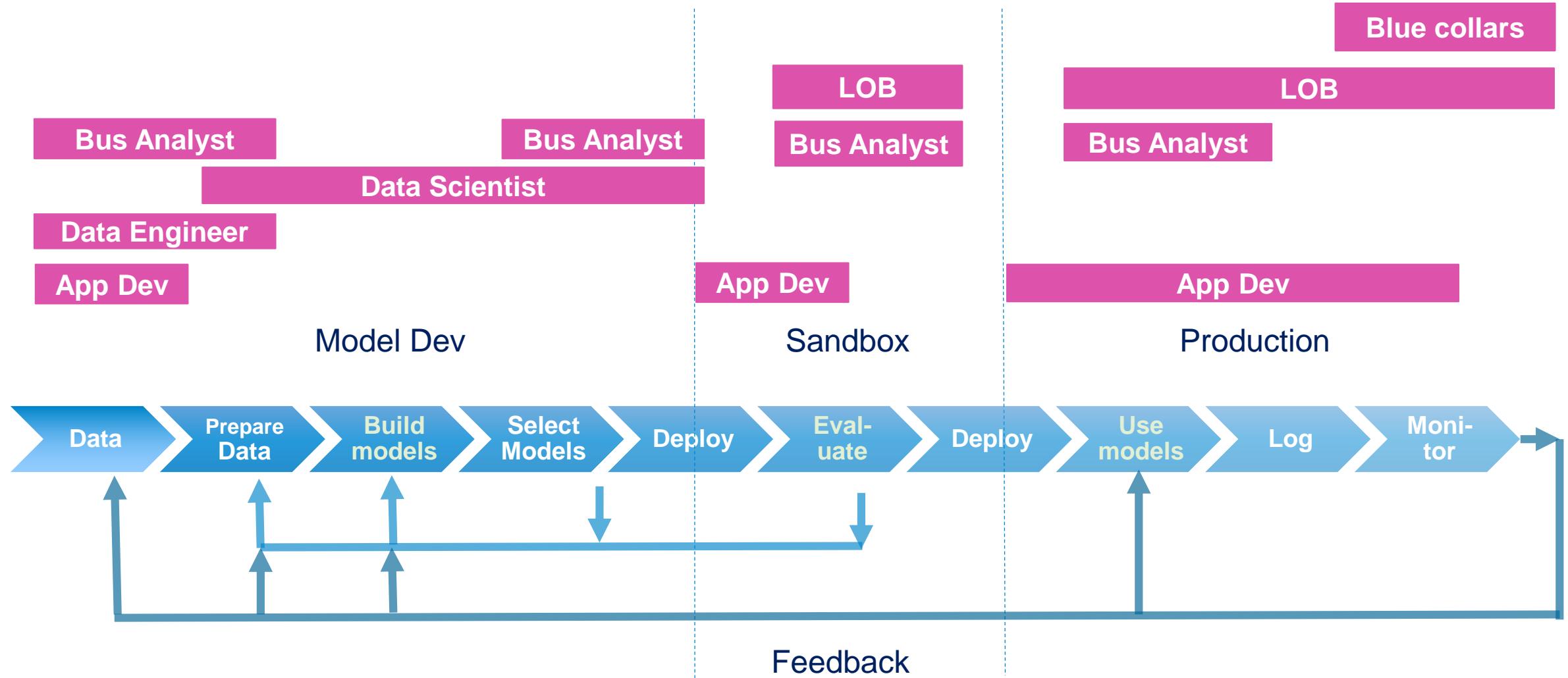
The Analytics Workflow

Similar workflow for:

- **Machine Learning**
- **Optimization**
- **And more...**



The Analytics Workflow



Machine Learning as an Optimization Problem

Machine Learning : Classifier Definition

- Data comes as...
 - A set of examples $\{(x_i, y_i) | 0 \leq i < n_samples\}$, with
 - Feature vector $x \in \mathbb{R}^{n_features}$, and
 - Response $y \in \mathbb{R}$ (regression) or $y \in \{-1, 1\}$ (classification)
- Goal is to...
 - Find a function $\hat{y} = f(x)$
 - Such that error $L(y, \hat{y})$ on new (unseen) x is minimal

as an Optimization Problem

Outcomes :

- Short term : Improve efficiency and robustness of classifiers (better classifier regulation & create supersparse classifiers).
- Long term : « learning under constraints » (force learning to accept boundaries; avoid biases & improve interpretability).

Track #2 : Optimization « as Rules » for ease of modelling

CURRENT OPTIMIZATION REQUIRES

Experts...



CURRENT OPTIMIZATION REQUIRES EXPERTS

... in maths (Operations Research)...



CURRENT OPTIMIZATION REQUIRES EXPERTS IN MATHS

... to embed the appropriate
Optimization model
in the application

minimize $u \sum_j y_j + \sum_g s_g x_g$

subject to

$$\forall i \sum_j x_g = 1$$



$$\forall ij x_g \leq y_j$$

$$\forall j \sum_i q_i x_g \leq C_j$$



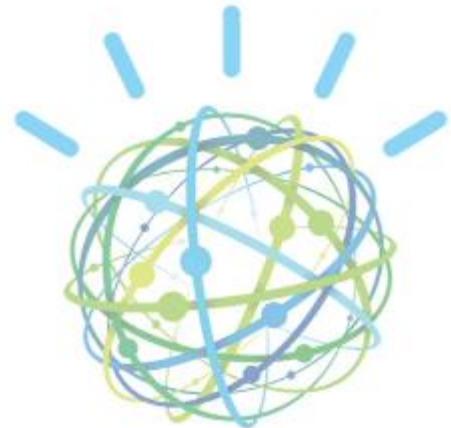
COGNITIVE OPTIMIZATION



Let's eliminate this bottleneck and bring easily the benefits of prescriptive analytics to many more businesses



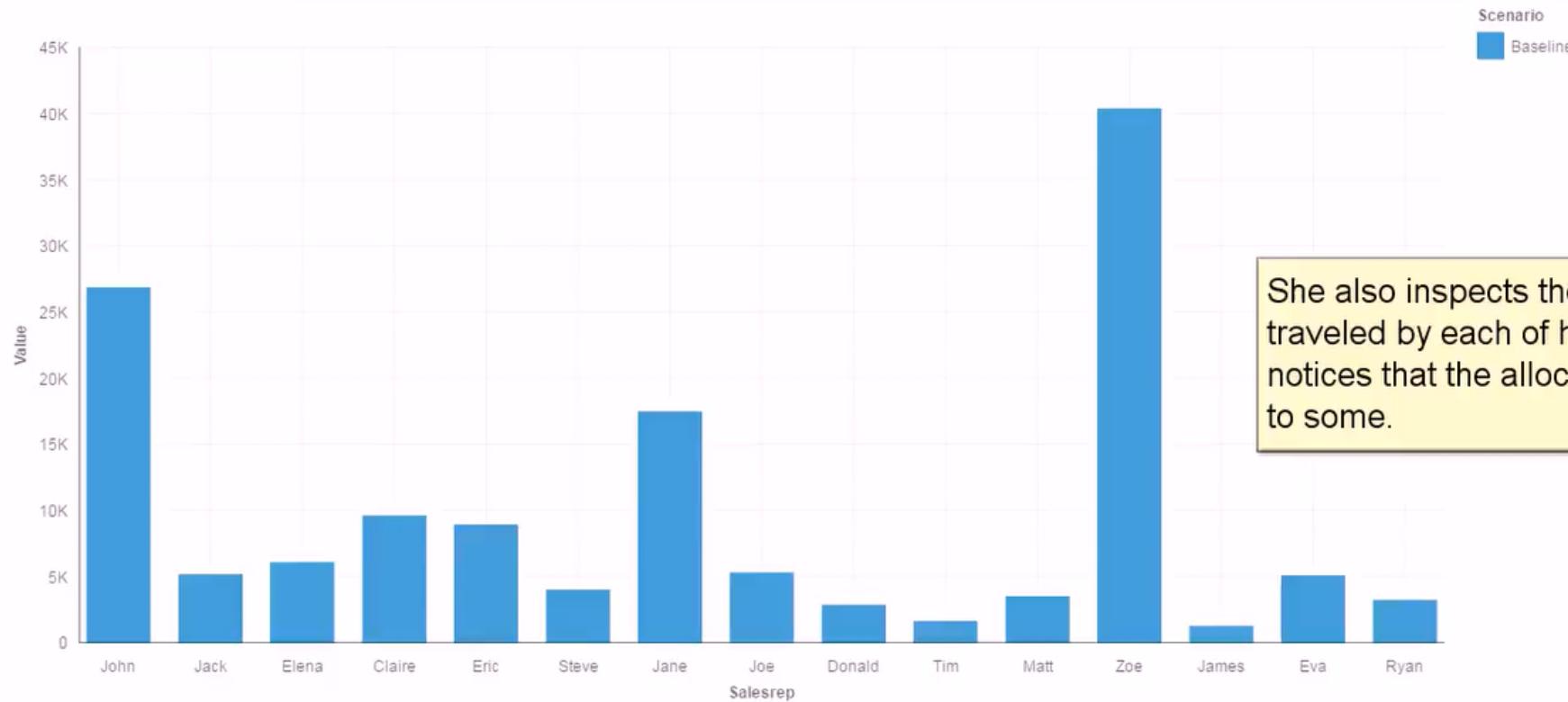
COGNITIVE OPTIMIZATION



It generates the appropriate optimization model for your combinatorial problem, relying only on your data, domains knowledge, and your natural language descriptions.

EXAMPLE : SALES TERRITORY ASSIGNMENT

Distance traveled by salesrep



She also inspects the distance traveled by each of his reps...and notices that the allocation is unfair to some.

Total distance traveled by scenario



EXAMPLE : SALES TERRITORY ASSIGNMENT

show all goals constraints 

Maximize number of assigned State  

For each State , number of assignment is equal to 1 

For each Salesrep , total customers of assigned State is less than or equal to capacity 

Describe another rule  

Rules suggestions

Topics	Salesrep	State	territory assignment
① Minimize overall distance covered by Salesrep (based on home of Salesrep and geography of State)			
② Balance ratio between quota of Salesrep and assigned expected revenue of State			
③ Balance gap over Salesrep between number of assignment and number of Forecast			
④ Balance number of assignment of Salesrep over Salesrep			

All... 

Compute refined plan **Reload Data**

Bridget wants to start by focusing on making travel fair for her team, so she removes the default goal to replace it with a travel-related goal.

EXAMPLE : SALES TERRITORY ASSIGNMENT

show all goals constraints



Search

- 1 For each State , number of assignment is equal to 1 
- 2 For each Salesrep , total customers of assigned State is less than or equal to capacity 

Describe another rule



Compute refined plan

Reload Data

She directly selects a suggestion about minimizing the distance covered by salesrep.

Rules suggestions

Topics Salesrep State territory assignment

1 Minimize overall distance covered by Salesrep (based on home of Salesrep and geography of State)

2 Balance ratio bet

3 Balance gap over

4 Balance number of assignment of Salesrep over Salesrep

All... >

Minimize overall distance covered by Salesrep (based on home of Salesrep and geography of State)

EXAMPLE : SALES TERRITORY ASSIGNMENT

show all goals constraints



Search

- Minimize overall distance covered by Salesrep (based on [home](#) of Salesrep and State)
- For each State , number of assignment **is equal to 1**
- For each Salesrep , total **customers** of assigned State **is less than or equal to capacity**

Describe another rule



Compute refined plan Reload Data

She also wants to limit the number of states assigned to John, and for that she uses natural language input to get new suggestions.

Rules suggestions

Topics Salesrep State territory assignment

- Balance ratio between quota of Salesrep and assigned expected revenue of State
- Balance gap over [Salesrep](#) between number of assignment and number of Forecast
- Balance number of assignment of Salesrep over Salesrep
- Maximize expected prediction

All... >

EXAMPLE : SALES TERRITORY ASSIGNMENT

The screenshot shows a software interface for sales territory assignment. At the top, there are buttons for 'show all', 'goals', and 'constraints'. Below these are icons for file operations (New, Open, Save, Print, Find, Copy, Paste, Undo, Redo). A search bar is on the right. The main area displays a list of rules:

- Minimize overall distance covered by Salesrep (based on home of Salesrep and State)
- For each State, number of assignment is equal to 1
- For each Salesrep, total customers of assigned State is less than or equal to capacity

A search bar contains the text "john has less than 3 states". To the right of the search bar are a magnifying glass icon and a pencil icon. A tooltip box with a yellow background and black text says: "She selects the correct rule among the new suggestions." A hand cursor is pointing at the pencil icon.

On the right, there is a section titled "Rules suggestions" with a table header: "Topics Salesrep State territory assignment". Below the table header, a list of rules is shown, with the fourth rule highlighted in a black box:

- Number of State assigned to each Salesrep where Salesrep is John, is less than or equal to 3
- Number of Sales
- For each Salesre
- Number of State assigned to each Salesrep where Salesrep is John, is less than or equal to 3**

Below the list are buttons for "All..." and a right-pointing arrow. At the bottom left are buttons for "Compute refined plan" and "Reload Data".

EXAMPLE : SALES TERRITORY ASSIGNMENT

show all goals constraints Search

Minimize overall distance covered by Salesrep (based on [home](#) of Salesrep and State)

For each State , number of assignment [is equal to 1](#)

For each Salesrep , total [customers](#) of assigned State [is less than or equal to capacity](#)

Number of State assigned to each Salesrep where Salesrep is John, [is less than or equal to 3](#)

john has less than 3 states

Rules suggestions

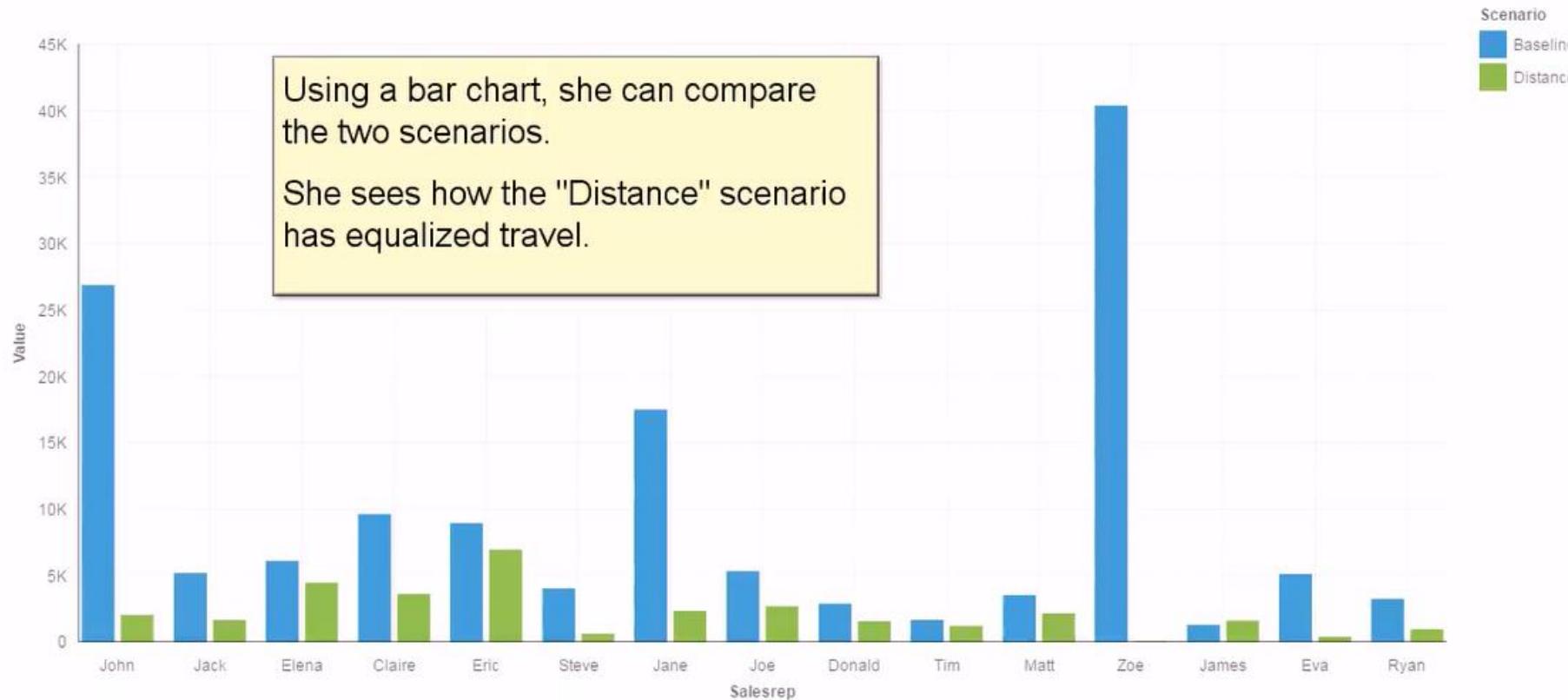
Topics	Salesrep	State	territory assignment
Number of State assigned to each Salesrep where Salesrep is John, is less than or equal to 3			
Number of Salesrep assigned to each State where assigned Salesrep is John, is less than or equal to 3			
For each Salesrep, number of assignment of home where Salesrep is John is less than or equal to 3			
number of assignments of John is less than or equal to 3			

All... >

She then selects "Compute refined plan" to find a new assignment based on the new goal of minimizing average travel per sales rep.

EXAMPLE : SALES TERRITORY ASSIGNMENT

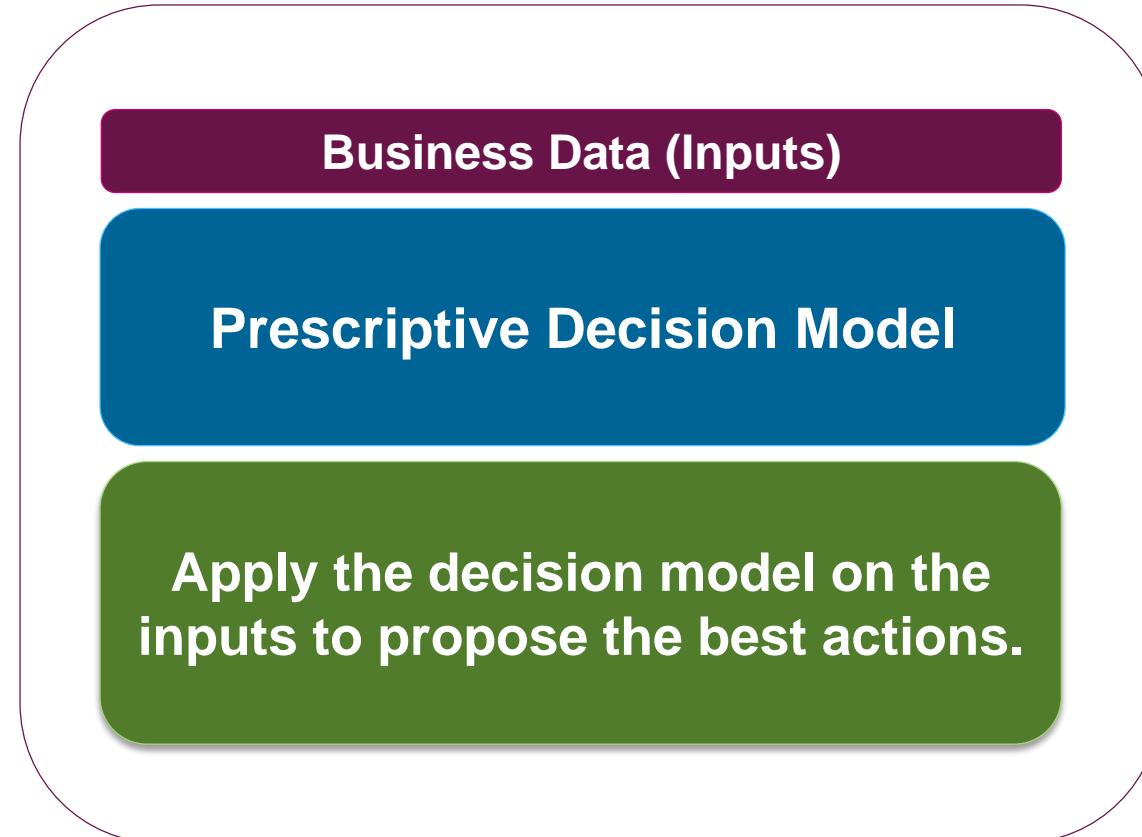
Distance traveled by salesrep



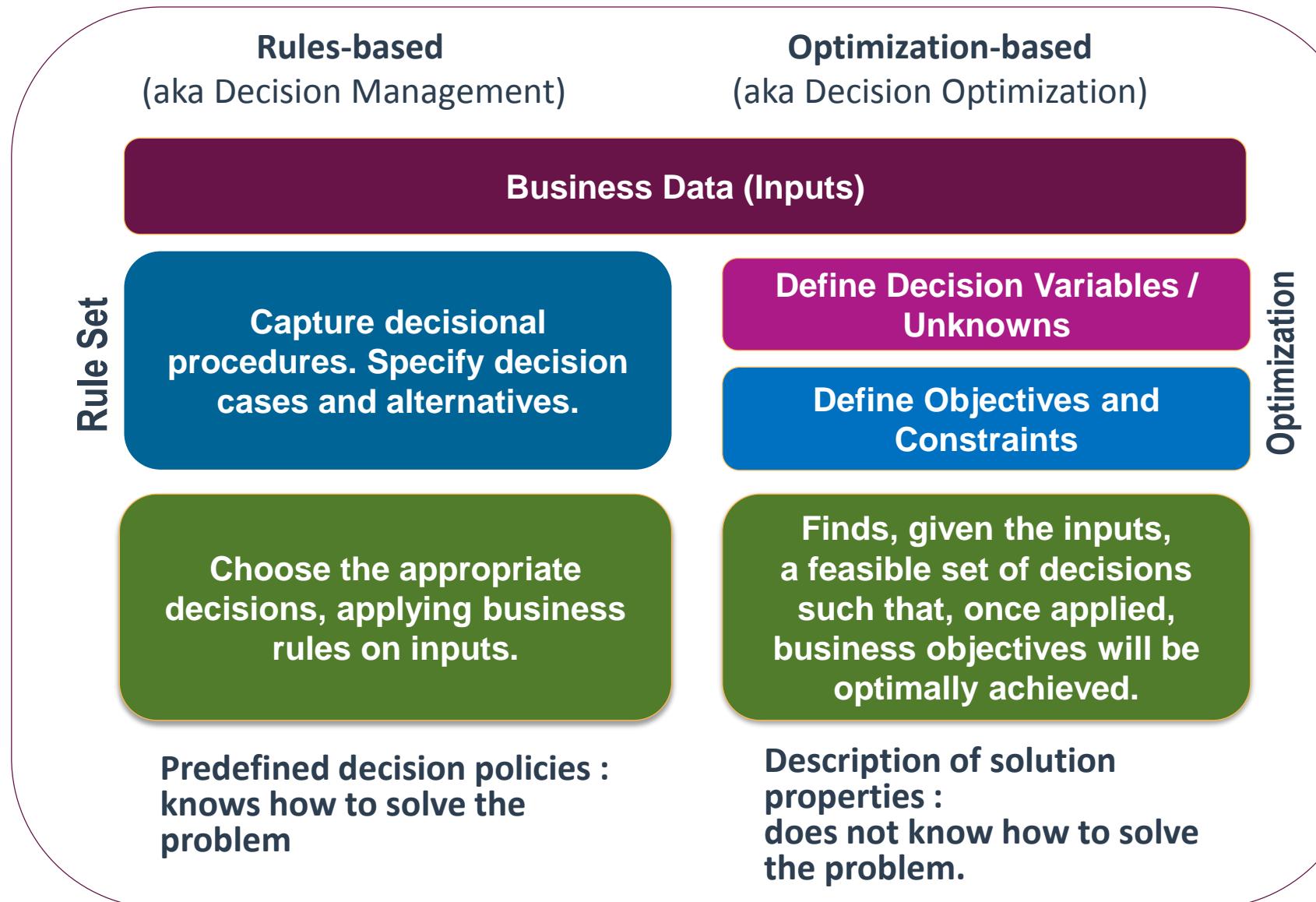
Total distance traveled by scenario



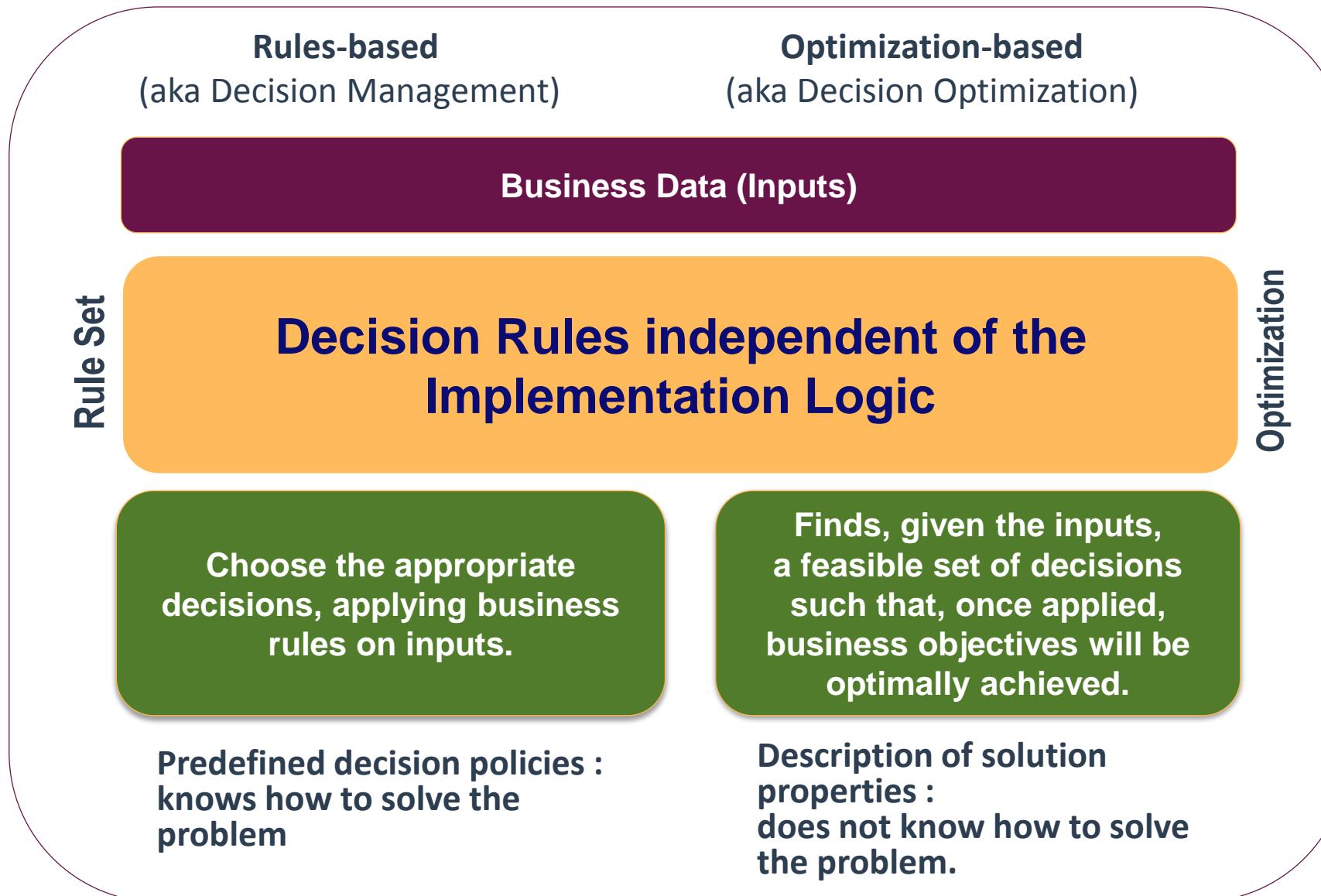
Explicit Model-based prescriptive decision making



Explicit Model-based prescriptive decision making



Explicit Model-based prescriptive decision making



A wire shopping basket filled with fresh vegetables like zucchini, yellow squash, and tomatoes.

Thank You !