

Quarterly Newsletter of the INFORMS Revenue Management and Pricing Section

July 2006

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Message from the Chair

It's my pleasure to write to you about the many good things happening with the INFORMS Revenue Management and Pricing Section. We've been hard at work putting together a collection of resources and activities to better serve you – a professional interested in the rapidly evolving field of pricing and revenue management.

Thanks to Hong Jin and Joern Meissner, we have a terrific new website containing information about conferences, prizes, jobs, and our mission as an organization. If you have news, a job listing, or anything else you believe would be of interest to the pricing and revenue management community, don't hesitate to contact Hong or Joern. Their email addresses along with the email addresses of anyone mentioned in this newsletter can be found, not surprisingly, on the Section website:

<http://revenue-mgt.section.informs.org/>

We've also consolidated and updated our mailing list and it's now the most comprehensive directory of quantitative pricing and revenue management professionals around. Our listserv moderator is Soulaymane Kachani.

I'd like to thank Warren Lieberman for his efforts at setting up and running the Section prize committee, Soulaymane Kachani for handling nominations for next year's officers, and Georgia Perakis, Costis Maglaras, and the entire organizing committee for their efforts putting together the Sixth Annual INFORMS Revenue Management and Pricing Section Conference. I'd also like to thank Warren for his recent service as Section Chair.

As we all know, pricing and revenue management is an exciting field that is changing the way businesses sell. Data and software systems have now evolved to a point where companies are looking to use the information they've gathered to improve decision-making. Supply chain management came first, but with supply chain initiatives reaching a mature state companies are seeking to improve another aspect of their business – pricing and selling. The goal of the

Revenue Management and Pricing Section is not just to participate in the coming changes, but to support quantitative pricing practitioners in their efforts to improve pricing through the use of data, mathematics, and computers. With so much seat-of-the-pants pricing, we have our work cut out for us...

Andy Boyd
Section Chair

Call for Officer Nominations

Nominations for Section officers for the two year period commencing in 2007 are now underway. Candidates are being sought for

- Vice Chair / Chair Elect
- Secretary Treasurer

Nominees must be members of INFORMS and the Revenue Management and Pricing Section at the time they assume their duties. Nominations are being accepted now through August 11, 2006. To submit a nomination, contact the committee chair, Soulaymane Kachani.

2006 Nominating Committee:

- Soulaymane Kachani, *Columbia University*, kachani@ieor.columbia.edu
- Mark Ferguson, *Georgia Tech*
- Georgia Perakis, *MIT*

Call for Prize Nominations

Nominations are sought for the 2006 INFORMS Revenue Management and Pricing Section prize for the best contribution to the science of pricing and revenue management published in English. The prize includes a certificate and cash award, and is presented each year at the INFORMS national meeting. The deadline for nominations is August 1, 2006, but may be extended at the prize committee's discretion. To submit a nomination, contact the committee chair, Warren Lieberman.

2006 Nominating Committee:

- Warren Lieberman, *Veritec Solutions*, warren@veritecsolutions.com
- William Cooper, *University of Minnesota*
- Barry Smith, *SABRE*
- Garrett van Ryzin, *Columbia University*

Recent Meeting at Columbia University

The Sixth Annual INFORMS Revenue Management and Pricing Section Conference was once again a tremendous success. Held at Columbia University in New York on June 5th and 6th, the

agenda included 62 presentations by academicians and industry practitioners, including plenary presentations by revenue management pioneers Jeff McGill of Queen's University and Barry Smith of SABRE. The main conference dinner took place at the Terrace in the Sky, with outstanding cuisine and a view to match. Many thanks to the sponsors, including the Columbia University Center for International Business Education and Research (CIBER), Dash Optimization, IBM Research, the Jerome A. Chazen Institute of International Business, Manugistics, Oracle, PROS, and Zilliant. A list of presentations and pictures of the event can be found at http://www.demingcenter.com/html_files/roi/6th_annual_conf.htm.

Upcoming INFORMS Annual Meeting

Approximately 80 invited and sponsored talks on pricing and revenue management are scheduled for the INFORMS Annual Meeting to be held November 5th through 8th in Pittsburgh. For preliminary details on the conference, see <http://www2.informs.org/Conf/Pittsburgh06/>.

Journal of Revenue and Pricing Management

The Journal of Revenue and Pricing Management, having started as a Henry Stuart Publication, was recently purchased by Palgrave Macmillan. Palgrave Macmillan is a global academic publisher and part of the MacMillan group, the United Kingdom's largest independent publisher. The journal carries timely, relevant articles drawn from both industry applications and academic research. To learn more about the journal, visit <http://www.palgrave-journals.com/rpm/index.html>.

Corporate Sponsorship Opportunities

For a nominal fee, your organization can help sponsor Section activities and have its name prominently associated with the premier organization for quantitative pricing and revenue management. To learn more, contact Andy Boyd at aboyd@prosrn.com.