



# ODS<sub>2018</sub>



## International Conference on Optimization and Decision Science

XLVIII Annual Meeting of AIRO – Italian Operations Research Society

Hotel Villa Diodoro - Taormina, September 10<sup>th</sup> – 13<sup>th</sup>, 2018

<http://www.airoconference.it/ods2018> - email: [ods2018.airo@unict.it](mailto:ods2018.airo@unict.it)

### Mini workshop on Operations Research towards Technology Transfer: from Data to Actionable Knowledge (Hotel Villa Diodoro, Taormina, September 11<sup>th</sup>, 2018)

Operations Research (OR) analysts use advanced mathematical and analytical methods to help organizations investigate complex issues, identify and solve problems, and make better decisions. AIRO, the Italian Operations Research Society since its creation in 1961 actively promotes the collaboration between academics and practitioners in the field. The goal of this mini-workshop is to bring together researchers and practitioners to exchange ideas, knowledge and expertise about ways to develop and improve practice in OR and establishing new collaborations.

Practitioners and transfer facilitators in OR and Analytics, from academia, OR start-up/spin-off and intermediary organizations, will discuss their experiences in exploiting the synergy of Operations Research with data analytics, artificial intelligence and machine learning to enable more effective decisions and more productive systems.

The mini-workshop includes two sessions:

#### *Sportello Matematico: experiences, perspectives and success stories of Technology Transfer and Operational Research*

This session is focused on the possibilities that Sportello Matematico offers to Companies and Research Centers (Departments, public and private Research Institutes of excellence, Spin-Offs), also providing concrete examples of the facilitation role secured by the project team - through direct testimonies, and discussing future directions.

#### *Practice of OR - having impact on the outside world: spin-off and start-up experiences in Italy*

In this session, spin-off and start-up operating on OR topics will present some best practice in applying OR tools for developing business and industrial applications.

The goal is to exchange ideas, grounded on experience, and stimulate the discussion about the key competences and skills required to develop innovative products and services in the era of big data.



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### DETAILED PROGRAM

**11.30-13.00 (chair Antonino Sgalambro)**

***Sportello Matematico: experiences, perspectives and success stories of Technology Transfer and Operational Research***

- M. Ceseri -- *Sportello Matematico, a project for industrial transfer of mathematical technologies: an introduction*
- S. Vermicelli -- *The role of technology translator: the journey from the first contact to the research contract*
- F. Maggioni and A. Melchiori -- *A success story of Operational Research on the dairy industry*
- A. Sgalambro -- *Open discussion: lessons learned and forward look*

**14.30-16.00 – 16:30-18:00 (chair Laura Palagi)**

***Practice of OR - having impact on the outside world: spin-off and start-up experiences in Italy***

- Matteo Pozzi – Optit srl – co-founder of the EURO WG on Practice of OR – *The Euro Working Group on Practice of OR: opportunities and challenges*
- Leonardo Lamorgese – OPTRAIL srl – *OR in the railway industry: OptRail's story*
- Pierluigi Riva - ORS Group - *Applications of OR and ML techniques to the retail business*
- Ilaria Giordani - OAKS srl – *OAKS: Optimization Analytics Knowledge and Simulation*
- Francesco Santoro - Itaca srl - *SMARTCAL: knowledge discovery and value proposition for smart tourism*
- Guido Cocchi -- Intuendi s.r.l - *Intuendi s.r.l.: smart solutions for demand planning and inventory optimization*
- Gianni Di Pillo - ACTOR Spin off – *ACTOR: I successi e gli insuccessi di uno spinoff accademico*
- Matteo Pozzi – Optit srl - *Operations Research and beyond, surfing the Digital Wave*

Further links:

- AIRO – Associazione Italiana Ricerca Operativa: <http://airo.org/index.php/it/>
- INFORMS - The Institute for Operations Research and the Management Sciences: <https://www.informs.org>
- EURO working group on Practice of OR: <https://www.euro-online.org/websites/or-in-practice/>
- Sportello Matematico per l'Industria Italiana: <https://www.sportellomatematico.it/SMII/>