

SAIBAL RAY**DESAUTELS FACULTY OF MANAGEMENT, MCGILL UNIVERSITY****Vice Dean, Research & Faculty****Desautels Business Leadership Chair**

1001 Sherbrooke Street West
Montreal, Quebec, Canada, H3A 1G5
URL: <http://www.mcgill.ca/desautels/saibal-ray>

Office Phone: (514) 398-3270
Fax: (514) 398-3876
E-mail: saibal.ray@mcgill.ca

ADMINISTRATIVE POSITIONS AND RESPONSIBILITIES

Academic Appointments

Vice Dean, Research & Faculty January 2016 – Present
(in charge of managing all academic affairs including research productivity and excellence, setting strategic priorities, promotion, salary policy, dealing with University administration, hiring, etc.; Acting Dean in absence of the Dean)

Associate Dean, Academic (I) June 2014 – December 2015

Academic Director December 2013 – Present
McGill Center for the Convergence of Health and Economics (it is a multi-disciplinary center promoting the development of a novel, integrative approach to science, policy and innovation for solutions to large-scale societal problems; <http://www.mcgill.ca/desautels/mcche/>; does a lot of projects in India and other developing countries; it is a cross-faculty collaboration that brings together academicians and practitioners from all parts of the University and the corporate world, e.g., Management, Medicine, Agri-Food, Nutrition, Economics, and beyond)

Associate Dean, Research and International Relations August 2013 – June 2014

Full Professor July 2013 – Present

Director, Global Manufacturing and Supply Chain Management Program May 2013 – Present
Hangzhou, China

Joint program with School of Management, Zhejiang University (McGill's first degree program in China; I developed it and run it now; <http://www.mcgill.ca/desautels/programs/mmm>; a program that has a very significant amount of corporate involvement with industry in China)

Director, Program for Operations Excellence (this program focuses on Executive education in the areas of process improvement, operational excellence and supply chain management)	August 2007 – Present
Director, PhD program	August 2009 – July 2013
Associate Professor (Tenured)	June 2007 – June 2013
Director, Master in Manufacturing Management Program Cross-faculty Joint program with Faculty of Engineering, McGill University	August 2004 – August 2013
Assistant Professor	August 2001 – May 2007

Editorial Board

Senior Editor, <i>Production and Operations Management (POMS)</i> ,	2014 – Present
Associate Editor, <i>Manufacturing & Service Operations Management (M&SOM)</i>	2011 – Present
Associate Editor, <i>IIE Transactions</i>	2010 – Present
Associate Editor, <i>Operations and Supply Chain Management Journal</i>	2006 – Present
Associate Editor, <i>Journal of Flexible Services and Manufacturing</i>	2007-2009
Editorial Board Member, <i>the Canadian Journal of Administrative Services (CJAS)</i> , Operations and Decision Sciences Division	2006-2009

Editor of Special Issues

Guest Co-editor, Special Issue of <i>Production and Operations Management Journal</i> on “Global Supply Risk Management”, Volume 23, No 12, 2014
Guest Co-editor, Special Issue of <i>Asia-Pacific Journal of Operations Management</i> on “Supply Risk Management”, Volume 29, Issue 1, January 2012
Guest Co-editor, <i>International Journal of Production Economics</i> , Special Issue on <i>Sustainable Supply Chain Management</i> , Volume 111, Issue 2, February 2008

EDUCATION

Ph.D. in Operations Management / Applied Operations Research	May 1998 – July 2001
University of Waterloo, Department of Management Sciences	Waterloo, Canada
Dissertation: Lead Time Management in Supply Chains	

Master of Engineering, Industrial Systems Engineering

Asian Institute of Technology

May 1996 – December 1997

Bangkok, Thailand

Bachelor of Production Engineering

Jadavpur University

July 1988 – June 1992

Calcutta, India

RESEARCH INTERESTS

- Supply Chain Management
- Risk Management
- Retail Operations Management
- Value Chain Management for Social Entrepreneurs (in agri-food and health sectors)
- Supply Chain Contracting
- Outsourcing Strategy
- Secondary Markets and Sustainability
- Agri-food and Natural Resources Supply Chain
- Emerging Markets
- Empirical and Behavioral OM

PUBLICATIONS

Articles in Refereed Journals

1. Yuhong He, Shuya Yin and Saibal Ray. Group Selling, Product Durability and Consumer Behavior, *Production and Operations Management*, Forthcoming.
2. Xiao Huang, Tamer Boyaci, Mehmet Gumus, Saibal Ray and Dan Zhang. (2016) United we Stand, divided we Fall: Strategic Supplier Alliances Under Default Risk, *Management Science*, 62, 5, 1297-1315.
3. Jing Zhu, Tamer Boyaci and Saibal Ray. (2016) Effects of Upstream and Downstream Mergers on Supply Chain, *European Journal of Operational Research*, 249, 1, 131-143.
4. Xiaofeng Nie, Tamer Boyaci, Mehmet Gumus, Saibal Ray and Dan Zhang. (2014) Joint Procurement and Demand-side Bidding Strategies under Price Volatility, *Annals in Operations Research*, 1-45.

5. Haresh Gurnani, Karthik Ramachandran, Saibal Ray and Yusen Xia. (2014) Ordering Behavior under Supply Risk: An Experimental Investigation, *Manufacturing & Service Operations Management*, 16, 1, 61-75.
6. Mehmet Gumus, Saibal Ray and Shuya Yin. (2013) Returns Policies between Channel Partners for Durable Products with Used Goods Markets, *Marketing Science*, 32, 4, 622-643.
7. Mehmet Gumus, Shanling Li, Wonseok Oh and Saibal Ray. (2013) Shipping Fees or Shipping Free? A Tale of Two Price Partitioning Strategies in Online Retailing, *Production and Operations Management*, 22, 4, 758-776.
8. Arcan Nalca, Tamer Boyaci and Saibal Ray (2013). Equilibrium Analysis of the Availability Verification Clause under Demand Uncertainty, *Management Science*, 59, 971-986.
9. Mehmet Gumus, Saibal Ray and Haresh Gurnani. (2012) Supply Side Story: Risks, Guarantees, Competition and Information Asymmetry, *Management Science*, 58, 9, 1694-1714.
 - MSOM iForm SIG Best paper award from INFORMS MSOM Society
10. Haresh Gurnani, Mehmet Gumus, Saibal Ray and Tridip Ray. (2012) Optimal Procurement Strategy under Supply Risk, 29, 1, *Asia-Pacific Journal of Operational Research*, 1-31.
11. Sachin Jayswal, Elizabeth Jewkes and Saibal Ray. (2011) Product Differentiation and Operations Strategy in a Capacitated Environment, 210, *European Journal of Operational Research*, 716-728.
12. Arcan Nalca, Tamer Boyaci and Saibal Ray. (2010) Competitive Price Matching Guarantees under Imperfect Product Availability, *Quantitative Marketing and Economics*, 8, 3, 275-300.
13. Shuya Yin, Saibal Ray, Haresh Gurnani and Animesh Animesh. (2010) Durable Products with Multiple Used Goods Markets: Product Upgrade and Retail Pricing Implications, 29, 3, *Marketing Science*, 540-560.
14. Saibal Ray, Yuyue Song and Manish Verma. (2010) Comparison of Two Periodic Review Models for Stochastic and Price-Sensitive Demand Environment, *International Journal of Production Economics*, 128, 1, 209-222.

15. Yuyue Song, Saibal Ray and Tamer Boyaci. (2009) Optimal Dynamic Joint Inventory-Pricing Control for Multiplicative Demand with Fixed Order Costs and Lost Sales, *Operations Research*, 57, 1, 245-250.
16. Yuyue Song, Saibal Ray and Shanling Li. (2008) Structural Properties of Buyback Contracts for Price-Setting Newsvendors, 10, 1, *Manufacturing and Service Operations Management*, 1-18.
17. Tamer Boyaci and Saibal Ray. (2006) The Impact of Capacity Costs on Product Differentiation in Delivery Time, Delivery Reliability and Price, *Production and Operations Management*, 15, 2, 179-197.
18. Yigal Gerchak, Richard Cho and Saibal Ray. (2006) Coordination of Quantity and Shelf-Retention Timing in the Video Movie Rental Industry, *IIE Transactions*, 38, 7, 525-536.
 - i. Featured in the professional magazine *Industrial Engineer*, December 2005, 55
 - ii. *Best Application Paper Award*, *IIE Transactions on Scheduling and Logistics*
19. Frank Chen, Saibal Ray and Yuyue Song. (2006) Optimal Pricing and Inventory Control Policy in Periodic-Review Systems with Fixed Ordering Cost and Lost Sales, *Naval Research Logistics*, 53, 2, 117-136.
20. Saibal Ray, Shanling Li and Yuyue Song. (2005) Tailored Supply Chain Decision-Making under Price-Sensitive Stochastic Demand and Delivery Uncertainty, *Management Science*, 51, 12, 1873-1891.
21. Saibal Ray, Yigal Gerchak and Elizabeth Jewkes. (2005) Joint Pricing and Inventory Policies for Make-to-Stock Products with Deterministic Price-Sensitive Demand, *International Journal of Production Economics*, 97, 2, 143-158.
22. Saibal Ray. (2005). An Integrated Operations-Marketing Model for Innovative Products and Services, *International Journal of Production Economics*, 95, 3, 327-345.
23. Saibal Ray, Tamer Boyaci and Necati Aras. (2005) Optimal Prices and Trade-in Rebates for Durable, Remanufacturable Products, *Manufacturing & Service Operations Management*, 7, 3, Summer, 208-228
24. Saibal Ray and Elizabeth Jewkes. (2004) Customer Lead time Management when Both Demand and Price are Lead Time Sensitive, *European Journal of Operational Research*, 153, 3, 769-781.

25. Saibal Ray, Yigal Gerchak and Elizabeth Jewkes. (2004) The Effectiveness of Investment in Lead Time Reduction for a Make-To-Stock Product, *IIE Transactions*, 36, 333-344.
26. Tamer Boyaci and Saibal Ray. (2003) Product Differentiation and Capacity Cost Interaction in Time and Price Sensitive Markets, *Manufacturing & Service Operations Management*, 5, 1, Winter, 18-36.
27. Yigal Gerchak, Elkafi Hassini and Saibal Ray. (2002) Capacity Selection under Uncertainty with Ratio Objectives, *European Journal of Operational Research*, 143, 1, 138-147.

Articles under Revision/Revised and Resubmitted/Submitted for Review

28. Arcan Nalca, Tamer Boyaci and Saibal Ray. Consumer Taste Uncertainty in the Context of National and Store Brands Competition, under revision for 3rd round review in *Production and Operations Management*.
29. Jud Kenney, Jim Engle-Warnick and Saibal Ray. Information Sharing Behavior under Supply Uncertainty: A Framing Investigation, Reject and Resubmit for *Management Science*.

Manuscripts in Preparation for Submission/Research in Progr

1. Fei Qin, Mehmet Gumus and Saibal Ray. Farm-to-Plate Value Chains: Insights from Agri-food Value Chain Innovations in Developing Markets.
2. Yuhong He, Saibal Ray and Shuya Yin. Retail Market Power: A Supplier-side Perspective.
3. Jud Kenney, Jim Engle-Warnick and Saibal Ray. Strategic Uncertainty in Assembly Systems: An Experimental Investigation.
4. Aditya Jain, Mehmet Gumus and Saibal Ray. Retail Market Structure under Endogenous Supply Chain Investments.
5. Murat Erkoc, Haresh Gurnani, Mingzhou Jin and Saibal Ray. Supply Chain Structures and Investments in Quality Management.
6. Jing Zhu, Tamer Boyaci and Saibal Ray. Mergers and Inventory Management Performance.

7. Lei Xie, Tamer Boyaci, Mehmet Gumus, Saibal Ray, and Dan Zhang. Supply Chain Risk Management with Business Interruption Insurance

Co-edited Book

- “*Supply Chain Disruptions: Theory and Practice of Managing Risk*” jointly with Haresh Gurnani and Anuj Mehrotra of University of Miami (Publisher: Springer, London; ISBN: 0857297775)

Working Papers

- Tamer Boyaci, Saibal Ray and Yuyue Song. Dynamic Decision-making in a Decentralized Price-Setting Supply Chain (Last revised February 2006).
- Yue Zhang, Saibal Ray and Vedat Verter. Competitive Joint Location and Pricing Decisions (Last revised August 2007).
- Xiaoqing Jing and Saibal Ray. Analysis of Competition between Risk-Averse Newsvendor Retailers (Last revised August 2007).
- Tamer Boyaci, Haresh Gurnani and Saibal Ray. Optimal Pricing and Capacity Decisions for Complementary and Substitutable Products (Last revised August 2004).
- Saibal Ray and J. H. Bookbinder. Service Level Management for Price and Service Sensitive Customers (Last revised August 2004).
- Shanling Li, Saibal Ray and Yuyue Song. Optimal Joint Pricing, Stocking and Replenishment Time Strategy for a Procure-to-Stock Firm (Last revised October 2004)
- Maria Sedeno, Saibal Ray and Kevin Schwartzman. Improving Patient Accessibility and Waiting Time Reduction at Montreal Chest Clinic (Last revised August 2003).

RESEARCH / ACADEMIC HONORS AND AWARDS

Best Paper Award, *MSOM iForm SIG Best paper award from INFORMS MSOM Society*, “Supply Side Story: Risks, Guarantees, Competition and Information Asymmetry”, *Management Science*, 58, 9, 1694-1714

Desautels Faculty Scholar Award, *Research in Supply Chain Management*, Endowed Chair, McGill University, 2011-2014

Merit award, *Manufacturing and Service Operations Management (M&SOM)* Journal, 2010, 2009 and 2007

Merit award, *Management Science*, 2010 and 2009

Best Paper Award, *IIE Transactions on Scheduling and Logistics Best Application Paper*, "Coordination of Quantity and Shelf-Retention Timing in the Video Movie Rental Industry," 2008

Desautels Faculty Scholar Award, *Research in Supply Chain Management*, Endowed Chair, McGill University, 2007-2010

Selected for OM Emerging Scholars Meeting for Production and Operations Management (POMS), Boston, May 2006

NSERC Post-Doctoral Fellowship, 2001-2003 (declined)

Dissertation nominated for the Governor General's Gold Medal Prize, University of Waterloo, 2002

Dissertation nominated for the NSERC Research Council Doctoral Prize, 2002.

Best Student Research Paper Award, Department of Management Sciences, University of Waterloo, 2000.

Doctoral Colloquium, INFORMS Fall Conference, San Antonio, November 2000.

Faculty of Engineering Scholarship for Academic Excellence, University of Waterloo, 1999-2000

Tim Kendall Gold Medal for most outstanding graduate of the class, Masters level, Asian Institute of Technology, Bangkok, Thailand, December 1997

University Gold Medal for best graduating student of the class, Undergraduate level, Jadavpur University, Calcutta, India, June 1992.

Keynote Speaker and Distinguished Scholar in Conferences

- Saibal Ray, one of the Plenary Speakers, "Food Retailing in Emerging Economies", 17th World Congress of Food Science and Technology and Expo, Montreal, Canada, 2014
- Saibal Ray, Keynote, "Supply Chain in Manufacturing Industries", Annual Manufacturing Council of *3M Canada*, London, Ontario, Canada, 2006

Other Invited Guest Speaker Engagements

- School of Business, Wake Forest University.
- Ivey School of Business
- School of Business, University of Connecticut

- Cass Business School, City University, London
- Fuqua School of Business, Duke University
- Warwick Business School, UK
- Cox School of Management, Southern Methodist University, USA
- Anderson School of Management, UC Riverside, USA
- Indian School of Business (Hyderabad), India
- Indian Institute of Management (Kolkata), India
- University of Thai Chamber of Commerce, Thailand
- Paul Merage School of Business, UC Irvine, USA
- HEC, Paris
- Department of Management Sciences, University of Waterloo, Canada
- GERAD, Montreal, Canada
- Faculty of Business, University of Miami, Miami, USA
- Weatherhead School of Management, Case Western Reserve University, Cleveland, USA
- Faculty of Commerce and Accountancy, Thammasat University, Bangkok, Thailand
- School of Management, Asian Institute of Technology, Bangkok, Thailand
- Industrial Engineering Department, Dalhousie University, Halifax, Canada
- Mechanical and Industrial Engineering Department, University of Toronto, Canada
- Sprott School of Management, Carleton University, Ottawa, Canada

Industry Presentations

- Annual Manufacturing Council of *3M Canada*, London, Ontario, Canada, **Keynote Speaker**
- *Locweld Inc.*, Canada
- Supply Chain Management Group, *Pratt & Whitney*, Canada
- Supply Chain Group, *Bombardier*, Canada
- Leader's Roundtable on Global Value Chains, *Conference Board of Canada*, Montreal, Quebec, Canada

RESEARCH GRANTS

Current Research Grants

Social Sciences & Humanities Research Council of Canada, (SSHRC) 2014-2017
A Convergent Innovation Coalition for Sustainable Prosperity: Development Work for Agri-Food Systems
 Partnership Development Grant (PDG), Team, \$197,000
 Role: **Principal Investigator**

Fonds de recherche Société et culture (FRQSC) 2014-2018
Comportement du consommateur et dynamique de production, distribution et compétition en alimentation: Equilibrer la santé, le plaisir, et les affaires à court et long terme
 Soutien aux équipes de recherche, Team, \$383,882
 Role: Co-Investigator, PI: Laurette Dube

Grand Challenges India 2014-2015
VeggieLite - Conjunction of agriculture nutrition and health for inclusive development of women
 Team Grant, \$222,150
 Role: Co-Investigator, PI: E-Kutir

Social Sciences and Humanities Research Council of Canada, (SSHRC) 2014-2019
Paths of convergence for agriculture, health and wealth: Foundational work for a Trans-disciplinary whole-of-society paradigm in food and nutrition context
 Insight Grant (IG), Team, \$354,500
 Role: Co-Investigator, PI: Laurette Dube

Natural Sciences and Engineering Research Council of Canada (NSERC) 2012-2017
Improving Visibility, Risk Management and Economic Sustainability of Supply Chains
 Discovery Grant, Individual, \$140,000
 Role: **Principal Investigator**

Past Research Grants

Canadian Institute of Health Research (CIHR) 2011-2016
Foundational Work for a Brain-to-Society Diagnostic for Prevention of Childhood Obesity and its Chronic Diseases Consequences
 Team Grant, \$499,730
 Role: Co-Investigator, PI: Laurette Dube

Shastri Indo-Canadian Institute 2012-2013
Sustainable Food Value Chains in the Indian Context
 Team Grant, \$8,000
 Role: **Principal Investigator**

- Economic Development Agency of Canada (EDC) 2011-2012
Integrating Quebec SMEs into Production Networks of MNCs to Heighten Levels of Competitiveness & SME Manufacturers in Quebec: Providing Services to Foster Growth
 Group Grant, \$85,817
 Role: **Co-Principal Investigator** with Conference Board of Canada
- Canadian Purchasing Research Foundation (CPRF), 2011-2012
 part of Purchasing Management Association of Canada (PMAC)
 Group Grant, \$6,250
 Role: **Co-Principal Investigator**
- Fonds de recherche Société et culture (FRQSC) 2010-2013
Consumer behavior and dynamics of production, distribution and competition for food
 Soutien aux équipes de recherche (Team Grant), \$482,240
 Role: Co-Investigator, PI: Prof. Laurette Dube
- Social Sciences and Humanities Research Council of Canada (SSHRC) 2008-2011
Operational Risk Management in Supply Chains
 Management, Business and Finance Grant (MBF), Team, \$129,000
 Role: **Principal Investigator**
- Fonds de la recherche en santé du Québec (FRSQ) 2007-2010
Simulation-based decision support methodology: A tool for enhancing Emergency Department Management
 Team Grant, \$270,000
 Role: **Co- Investigator**, Co-PI: Prof. Vedat Verter
- Natural Sciences and Engineering Research Council of Canada (NSERC) 2007-2012
Optimal Customization of Supply Chains in Dynamic Environments
 Discovery Grant, \$125,000
 Role: **Principal Investigator**
- Fonds de recherche Société et culture (FRQSC) 2003-2006
Decision-making for Tailored Supply Chains: An Integrated Operations-Marketing Approach
 Établissement de nouveaux professeurs-chercheurs (New Researcher), Individual, \$45,000
 Role: **Principal Investigator**
- Natural Sciences and Engineering Research Council of Canada (NSERC) 2002-2006
Design of Demand-Responsive Supply Chains
 Discovery Grant, Individual, \$84,400
 Role: **Principal Investigator**

TEACHING AWARDS AND HONORS

- Quebec Teaching Excellence Award, Government of Quebec 2009

Desautels Teaching Award, Undergraduate Teaching, Desautels Faculty of Management McGill University	2009
Nomination for the Principal's Prize for Excellence in Teaching Assistant Professor Category, Faculty of Management, McGill University	2004
Honorable mention, Management Undergraduate Society's Teacher of the Year Faculty of Management, McGill University	2004
Best Teaching Assistant Award, Dept. of Management Sciences, University of Waterloo	2000

TEACHING EXPERIENCE

OM part of the Core Value Creation course Core, MBA Program	2014 – Present
Technology in Action Elective, MBA Program	2009 – 2013
EMBA module on Operational Excellence	2009 – 2013
Operations Management Core Course, Undergraduate BCom Program	2001 – 2012
Strategic Management of Operations/Operations Strategy Elective, MBA Program; Core Course, MMM Program	2002 – Present

Also taught short courses to senior executives on:

- Operations Management
- Manufacturing Strategy
- Supply Chain Strategy
- Operational Excellence
- Process Management

SERVICE TO THE RESEARCH COMMUNITY

Conference Organization and Involvement (selected)

Session Chair, *Value Chain Innovations in Developing Economies*, Philadelphia 2015

Session Chair, *Operations and Channel Structure*, POMS Conference, Washington DC 2015

Session Chair, *Behavioral Research in Information Sharing*, INFORMS Conference, San Francisco 2014

Session Chair, *Supply Chain Risk 3*, POMS Annual Conference, Denver 2013

Track Co-Chair, *Operations-Marketing Interface*, POMS Annual Conference, Chicago 2012

Session Chair, *Alliance Formation in Retail Supply Chains*, POMS Annual Conference, Chicago 2012

Co-Chair, *7th Annual Conference on Integrated Risk Management (INTRIM) in Operations and Global Supply Chains*, Montreal, August 2011

Co-organizer, *Productivity and Innovation Conference*, McGill University; jointly organized with Conference Board of Canada, June 2011

Co-organizer, *Annual Supply Chain Management Conference*, McGill University, 2004-2011

Track Co-Chair, *Capacity and Inventory Management*, POMS Annual Conference, Vancouver 2010

Session Co-Chair, *OM-Marketing Models in Supply Chain Management*, POMS Annual Conference, Orlando, 2009

Track Co-Chair, *Economics Models in Ops Mgmt*, INFORMS Conference, San Diego, 2009

Track Co-Chair, *Marketing-Operations Interface*, Production and Operations Management Society (POMS) Annual Conference, Dallas, 2007

Session Chair, *Structural Properties of Buyback Contracts for Price-Setting Newsvendors*, CORS National Conference, Montreal 2006

Session Chair, *Consequences of Temporal Buybacks Practiced in the Book Industry*, CORS National Conference, Montreal 2006

Session Chair, *Analysis of Buyback Contracts for Price-Sensitive Stochastic Demand*, POMS Annual Conference, Boston 2006

Cluster Co-Chair, *Supply Chain Management*, CORS Annual Meeting, 2006

Co-Chair, *1st International Conference on Operations and Supply Chain Management*, Bali 2005

Session Chair, *Structural Properties of Buyback Contracts for Price-Sensitive Stochastic Demand*, CORS National Conference, Halifax 2005

Co-organizer, *McGill Symposium on Closed Loop Supply Chains*, McGill University, Sept 2005

Session Organizer, *CORS Annual Meetings*, 2004 and 2005

Session Chair, Issues in Supply Chain Management, INFORMS/CORS National Conference, Banff, Alberta 2004

Session Chair, *Optimal Trade-in Pricing Strategy for Durable Products*, CORS National Conference, Vancouver, BC 2003

Reviewer (selected)

Journals:

- *European Journal of Operational Research*
- *IIE Transactions*
- *INFOR*
- *International Journal of Production Economics*
- *Management Science*
- *Manufacturing & Service Operations Management*
- *Marketing Science*
- *Naval Research Logistics*
- *OMEGA*
- *Operations Research*
- *Production and Operations Management*
- *Quantitative Mktg and Economics*

Granting Agencies:

- Natural Sciences and Engineering Research Council of Canada
- Social Sciences and Humanities Research Council of Canada
- Research Grant Council (RGC) of Hong Kong

Membership in Scholarly Societies

Production and Operations Management (POMS) Society, 2006 – Present

Elected *Councillor* for CORS National Committee, 2004 – 2006

Institute for Operations Research and the Management Sciences (INFORMS), 2000 – Present

Groupe d'Études et de Recherches en Analyse des Décisions (GÉRAD), 1999 – 2012

Canadian Operational Research Society (CORS), 1999-2006

Institute of Industrial Engineers, 2001-2003

SERVICE TO THE UNIVERSITY

Faculty Committees

Member, Academic Committee, 2010 – Present

Chair, Research Council Committee, 2013-2014, 2015-Present

Member, Merit Committee, 2011, 2010, 2007, 2015, 2016

Chair, PhD Committee, 2010-2013

Member, Research Council Committee, 2010-2013

Member, MBA Admission Committee, 2008-2009

Member, Career Center Steering Committee, 2007-2008

Member of MBA Core Course and Stream Design Teams, 2006-2007

Member of the MBA Redesign Task Force, 2006

Member, Dean Selection Committee, Desautels Faculty of Management, 2005

Member of the BCom Core Redesign Task Force, 2005

Member, Master's Program Committee, 2004-2008

Member, Doctoral Program Committee, 2001-2004

University or Inter-University Committees

Member, Senate, September 2014 – Present

Degree Working Group, Desautels Faculty of Management and School of Continuing Studies, McGill University, 2014

Statutory Selection Committee, 2014 – Present

Member, Research Advisory Council, 2013-2014

Program Coordination Committee Chair, Supply Chain Management Program, School of Continuing Studies, 2009 – Present

Chair, Joint PhD Committee, HEC, McGill, Concordia, UQAM 2010-2012

POST-DOCTORAL AND DOCTORAL SUPERVISION

Placements in italics, wherever applicable

Doctoral Students

Zhexiaong Tao, with Prof. S. Li, Jan 2013 – Present

Thang Long Doan, with Prof. S. Li, Jan 2013 – Present

Jud Kenney, Jan 2011 – July 2016
Director, Bombardier Aerospace, Montreal Quebec

Ali Zangeneh, with Prof. T. Boyaci, 2007-2011

Dr. Zhu Jing, with Prof. T. Boyaci, Sept 2006 – March 2012
Assistant Professor, School of Business Administration, Southwestern University of Finance and Economics, Chengdu, China

Dr. Sachin Jayswal, with Prof. E.M. Jewkes, Management Sciences, U. of Waterloo 2005-2009
Assistant Professor, Indian Institute of Management, Ahmedabad

- **1st prize for student paper** “Price and Time Differentiation in a Capacitated, Competitive Environment” awarded by Canadian Operational Research Society
- **Honourable mention for student paper prize** “Product Differentiation & Operations Strategy in a Capacitated Environment” from Canadian Operational Research Society

Dr. Arcan Nalca, with Prof. T. Boyaci, 2005-2008
Assistant Professor, Queen’s University, Kingston, Ontario

Dr. Yue Zhang, with Prof. V. Verter, 2005-2008
Assistant Professor, University of Tulsa, OK, USA

Xiaoqing Jing, with Prof. V. Verter, 2003-2005

Zeynep Kilavuz, with Prof. T. Boyaci, 2002-2004

Post-doctoral Fellows

Dr. Fei Qin, with Prof. M. Gumus, Sept 2014 – Sept 2015
Assistant Professor, Suzhou University

Dr. Lei Xie, with Prof. T. Boyaci, M. Gumus and D. Zhang, Sept 2010 – Aug 2011
Assistant Professor, Shanghai JiaoTong University

Dr. Xiao Huang, with Profs T. Boyaci, M. Gumus and D. Zhang, Sept 2009 – Aug 2010
Associate Professor, John Molson School of Business, Concordia University, Montreal

Dr. Xiaofeng Nie, with Profs T. Boyaci, M. Gumus and D. Zhang, Sept 2008- March 2010
Associate Professor, Industrial Engineering Department, Nanyang Technological University, Singapore

Dr. Yuyue Song, with Prof. T. Boyaci. 2004-2006 and Prof. S. Li, 2003-2004
Associate Professor, Faculty of Business Administration, Memorial University, Newfoundland

DOCTORAL COMMITTEE MEMBERSHIP AND OTHER INVOLVEMENT (SELECTED)

External Examiner and Member of Oral Defense Committee

Jiahua Wu, Rotman School of Management, University of Toronto
Supervisors: Profs. J. Milner and M. Hu

Martin Noel, Faculty of Administration, Laval University
Supervisor: Prof. B. Lamond

Annie Niu, Business School, University of Alberta
Supervisor: Prof. A. Ingolfsson

Frederik Odegaard, Business School, UBC
Supervisor: Prof. M. Puterman

Member of the Oral Defense Committee

Dina Tasneem, Dept. of Economics, Faculty of Arts, McGill University
Supervisors: Profs. J. Engle-Warnick and H. Benchekroun

Alica Labban, Marketing Area, Desautels Faculty of Management, McGill University
Supervisor: Prof. Laurette Dube

Bogdan Negoita, Information Systems Area, Desautels Faculty of Management, McGill University,
Supervisor: Prof. L. Lapointe

Farnaz Taherkhani, Dept. of Economics, Faculty of Arts, McGill University
Supervisors: Profs. N. V. Long and H. Benchekroun

Saurin Patel, Finance Area, Desautels Faculty of Management, McGill University
Supervisor: Prof. S. Christofferson

Chayawat Orinthalai, Finance Area, Desautels Faculty of Management, McGill University
Supervisor: Profs. P. Christofferson and K. Jacobs

Samer Atallah, Dept. of Economics, Faculty of Arts, McGill University
Supervisor: Prof. N.V.Long

Bodhisatva Sengupta, Dept. of Economics, Faculty of Arts, McGill University
Supervisor: Prof. N.V.Long

Shengzu Wang, Dept. of Economics, Faculty of Arts, McGill University
Supervisor: Prof. N.V.Long

Redaoune Elkamhi, Finance Area, Desautels Faculty of Management, McGill University
Supervisor: Prof. J. Ericsson

Imran Malik, Dept. of Mechanical Engineering, Faculty of Engineering, McGill University
Supervisor: Prof. V. Thomson

Wang Hao, Finance Area, Desautels Faculty of Management, McGill University
Supervisor: Prof. J. Ericsson

Yintian Wang, Finance Area, Desautels Faculty of Management, McGill University
Supervisors: Prof. P. Christofferson and Prof. K. Jacobs

Oumar Sy, Finance Area, Desautels Faculty of Management, McGill University
Supervisor: Prof. V. Errunza

Linghua Kong, Dept. of Mechanical Engineering, Faculty of Engineering, McGill University
Supervisor: Prof. V. Thomson

Nadiya Bhuyian, Dept. of Mechanical Engineering, Faculty of Engineering, McGill University
Supervisor: Prof. V. Thomson

Member of Comprehensive Exam and Final Defense Committees

Beste Kucukyazici, Operations Management Area, Desautels Faculty of Management, McGill University
Supervisor: Prof. V. Verter

GRADUATE STUDENTS SUPERVISION

Masters Theses Evaluator

Zhihua Wang, Dept. of Mechanical Engineering, Faculty of Engineering, McGill University
Supervisor: Prof. V. Thomson

Yun Liu, Dept. of Mechanical Engineering, Faculty of Engineering, McGill University
Supervisor: Prof. V. Thomson

MBA Independent Study Supervision (selected)

Abhinav Vaish, 2016-present

Paola Baca del Risco, 2014

Stephan Lalancette, 2013

Xiaohua Fang, with Prof. V. Verter, 2003

Marian Romascanu, 2003

Robert Palinic, 2003

Michael Peterson, 2003

Mary Sutera Sardo, 2003

MD-MBA Project Supervision (selected)

Nisha Gupta, 2015

Donal Finegan, 2009

Anna Khannian, with Prof. G. Tan, 2006

Audrey Dadoun, 2005

Alex Dandavino, with Prof. A. Joshi, 2004

MMM Graduation Internship Project Supervision (selected)

Chi Zhang, with Prof. S. Li, 2004-2005

James Gao, 2004-2005

Hou Cheng Tang, with Profs S. Li and T. Boyaci, 2003-2004

Maria Seden, with Prof. S. Li, 2002-2003

Natthagran Sriworavieng, 2001-2002

IMPM Research Projects / MBA Practicum Supervision (selected)

Daniel Smedo, IMPM, Metro SCG

Michael Park, IMPM, POSCO

Roxanne Shinn, IMPM, Boeing

Matthias Malina, IMPM, Lufthansa

George Stefatos, MBA, Pratt & Whitney Canada

Industry Projects / Case Studies

I have also been involved in a number of projects/case studies with companies including:

- McGill University Health Centre (MUHC)
- IBM, Pratt & Whitney Canada
- 3M Canada
- SAJO, Bombardier
- Future Electronics
- Groupe Dynamite
- e-Kutir

- Veggie-Kart
- i-Kure
- Aldo
- Nortel Networks
- Industry Canada

PRESENTATIONS IN REFEREED AND NON-REFEREED CONFERENCES (SELECTED)

- Jud Kenney, Saibal Ray and Jim Engle-Warnick, November 2014, Information Sharing under Supply Uncertainty, *Invited Session, INFORMS National Conference*, San Francisco
- Xiao Huang, Tamer Boyaci, Mehmet Gumus, Saibal Ray and Dan Zhang, November 2014, United We Stand, Divided We Fall: Strategic Supplier Alliances under Default Risk, *Invited Session, INFORMS National Conference*, San Francisco
- Shuya Yin, Saibal Ray and Yuhong He, November 2014, Managing Competition and Cooperation in Supply Chains, *Invited Session, INFORMS National Conference*, San Francisco
- Aditya Jain, Mehmet Gumus and Saibal Ray, November 2014, Analyzing Big-box Retailer in an Emerging Market, *Invited Session, INFORMS National Conference*, San Francisco
- Xiao Huang, Tamer Boyaci, Mehmet Gumus, Saibal Ray and Dan Zhang, June 2014, United We Stand, Divided We Fall: Strategic Supplier Alliances under Default Risk, *Invited Session, i-Form SIG, MSOM Conference*, Seattle
- Xiao Huang, Tamer Boyaci, Mehmet Gumus, Saibal Ray and Dan Zhang, May 2014, United We Stand, Divided We Fall: Strategic Supplier Alliances under Default Risk, *Invited Session, Annual CORS Conference*, Ottawa ON
- Jud Kenney, Saibal Ray and Jim Engle-Warnick, May 2014, Forecast Sharing under Supply Uncertainty, *Invited Session, POMS Conference*, Atlanta
- Yuhong He, Saibal Ray and Shuya Yin, May 2014, Alliance, Product Durability and Consumer Behavior, *Invited Session, POMS Conference*, Atlanta
- Saibal Ray, Aditya Jain, Mehmet Gumus and Harish Krishnan, May 2014, Channel Management in Emerging Economies, *Invited Session, POMS Conference*, Atlanta
- Yuhong He, Saibal Ray and Shuya Yin, October 2013, Alliance Formation for Durable Products, *Invited Session, INFORMS National Conference*, Minneapolis

- Jud Kenney, Jim Engle-Warnick and Saibal Ray, October 2013, Framing and Anchoring Effects in Forecast Sharing , *Invited Session, INFORMS National Conference*, Minneapolis
- Arcan Nalca, Tamer Boyaci and Saibal Ray, October 2013, Product (Mis)Fit Information and Strategic Channel Decisions in Store Brand Context, *Invited Session, INFORMS National Conference*, Minneapolis
- Xiao Huang, Tamer Boyaci, Mehmet Gumus, Saibal Ray and Dan Zhang, October 2013, United We Stand, Divided We Fall: Strategic Supplier Alliances under Default Risk, *Invited Session, INFORMS National Conference*, Minneapolis
- Xiao Huang, Tamer Boyaci, Mehmet Gumus, Saibal Ray and Dan Zhang, May 2013, Strategic Supplier Alliances under Default Risk, *Invited Session, POMS Conference*, Denver
- Yuhong He, Saibal Ray and Shuya Yin, May 2013, Alliances of Complementary Suppliers Selling Durable Components, *Invited Session, POMS Conference*, Denver
- Haresh Gurnani, Karthik Ramachandran, Saibal Ray and Yusen Xia, May 2013, Ordering Behaviour under Supply Risk: An Experimental Investigation, *Invited Session, POMS Conference*, Denver
- Saibal Ray, Arcan Nalca and Tamer Boyaci, May 2013, Store Brands: Information Sharing and Dynamic Trade Relationships, *Invited Session, POMS Conference*, Denver
- Tamer Boyaci, Mehmet Gumus, Saibal Ray and Dan Zhang, October 2012, Strategic Supplier Alliances under Default Risk, *Invited Session, INFORMS National Conference*, Phoenix
- Mehmet Gumus, Saibal Ray and Shuya Yin, October 2012, Returns Policies between Channel Partners for Durable Products with Used Goods Markets, *Invited Session, INFORMS National Conference*, Phoenix
- Arcan Nalca, Tamer Boyaci and Saibal Ray, October 2012, Store Brand Introduction: Role of Uncertain Consumer Tastes and the Effects on Strategic Inventory, *Invited Session, INFORMS National Conference*, Phoenix
- Mehmet Gumus, Sameer Mathur and Saibal Ray, October 2012, Product Assortment and Retail Pricing Strategies in Emerging Economies, *Invited Session, INFORMS National Conference*, Phoenix
- Yusen Xia, Haresh Gurnani, Karthik Ramachandran and Saibal Ray, October 2012, Ordering Behavior under Supply Risk: An Experimental Investigation, *Invited Session, INFORMS National Conference*, Phoenix
- Aditya Jain, Sameer Mathur and Saibal Ray, October 2012, Big Box Retailers in Emerging Markets: Boon or Bane? *Invited Session, INFORMS National Conference*, Phoenix

- Xiao Huang, Tamer Boyaci, Mehmet Gumus, Saibal Ray and Dan Zhang, June 2012, Supplier Alliances under Default Risk, *Invited Session, M&SOM Conference*, New York
- Saibal Ray, Sameer Mathur, Rajesh Tyagi and Aditya Jain, April 2012, Sustainable food supply chain in the Indian context, *Invited Session, POMS Conference*, Chicago
- Jing Zhu, Tamer Boyaci and Saibal Ray, April 2012, Vertical mergers and inventory management performance, *Invited Session, POMS Conference*, Chicago
- Saibal Ray, Shuya Yin and Yuhong He, April 2012, Joint Selling among Complementary Suppliers Selling Durable Components, *Invited Session, POMS Conference*, Chicago
- Saibal Ray, Shuya Yin and Mehmet Gumus, April 2012, Returns Policies between Channel Partners for Durable Products with Used Goods Markets, *Invited Session, POMS Conference*, Chicago
- Tamer Boyaci, Mehmet Gumus, Saibal Ray, Dan Zhang and Xiao Huang, April 2012, Strategic Supplier Alliances under Default Risk, *Invited Session, POMS Conference*, Chicago
- Tamer Boyaci, Saibal Ray and Mohammadjavad Samieenia, April 2012, Sub-tier Supply Risk Management Under Asymmetry of Information, *Invited Session, POMS Conference*, Chicago
- Arcan Nalca, Saibal Ray and Tamer Boyaci, April 2012, Private Labels vs. National Brands: Product Assortment and Information Sharing, *Invited Session, POMS Conference*, Chicago
- Karthik Ramachandran, Haresh Gurnani, Saibal Ray and Yusen Xia. November 2011. An Experimental Study of Optimal Ordering Behavior with Risk of Supply Disruption, *Invited Session, INFORMS National Conference, Charlotte*.
- Shuya Yin, Mehmet Gumus and Saibal Ray. June 2011. Returns Policies for Durable Products with Used Goods Markets, *MSOM Conference, Ann Arbor*
- Saibal Ray, Mehmet Gumus and Haresh Gurnani. November 2010. Supply Side Story: Risks, Guarantees, Competition and Information Asymmetry, *Invited Session, INFORMS National Conference, Austin*
- Saibal Ray, Mehmet Gumus, Shanling Li and Wonseok Oh. June 2009. Shipping Fees or Shipping Free, *MSOM Conference, Boston*.
- Saibal Ray, Shuya Yin and Haresh Gurnani. June 2008. Secondary and Tertiary Markets for Durable Products in Decentralized Channels, *Invited Session, INFORMS National Conference, Washington DC*.
- Saibal Ray, Shuya Yin and Haresh Gurnani. June 2008. Secondary and Tertiary Markets for Durable Products in Decentralized Channels, *MSOM Conference, Washington DC*.

- Saibal Ray, Haresh Gurnani and Shuya Yin. May 2007. Optimal Pricing and New Edition Release Strategies in the Textbook Industry, *Invited Session, Optimization Days, Montreal*.
- Saibal Ray, Haresh Gurnani and Shuya Yin. May 2007. Optimal Pricing and New Edition Release Strategies in the Textbook Industry, *Invited Session, POMS Conference, Dallas*.
- Saibal Ray, Haresh Gurnani and Tridip Ray. November 2006. A Procurement Model with Supply Uncertainty, *Invited Session, INFORMS National Conference, Pittsburgh*.
- Saibal Ray, Yuyue Song and Shanling Li. November 2006. Structural Properties of Buyback Contracts for Price-Setting Newsvendors, *Invited Session, INFORMS Conference, Pittsburgh*
- Saibal Ray, Yuyue Song and Shanling Li. May 2006. Structural Properties of Buyback Contracts for Price-Setting Newsvendors, *Invited Session, CORS National Conference, Montreal (Session Chair)*.
- Saibal Ray, Tamer Boyaci and Yigal Gerchak. May 2006. Consequences of Temporal Buybacks Practiced in the Book Industry, *Invited Session, CORS National Conference, Montreal (Session Chair)*.
- Saibal Ray, Tamer Boyaci and Yuyue Song. June 2005. Values of Decision Flexibilities in a Two-Echelon Supply Chain, *MSOM Conference, Evanston*
- Saibal Ray, Tamer Boyaci and Yuyue Song. November 2005. Values of Decision Flexibilities and Information Updating in a Two-Echelon Supply Chain, *Invited Session, INFORMS National Conference, San Francisco*.
- Saibal Ray, Shanling Li and Yuyue Song. April 2005. Structural Properties of Buyback Contracts, *Invited Session, POMS Annual Conference, Chicago*.
- Saibal Ray, Shanling Li and Yuyue Song. May 2005. Structural Properties of Buyback Contracts for Price-Sensitive Stochastic Demand, *Invited Session, CORS National Conference, Halifax (Session Chair)*.
- Saibal Ray, Shanling Li and Yuyue Song. October 2004. Tailored Supply Chain Decision-Making Under Price-Sensitive Stochastic Demand and Delivery Uncertainty, *Invited Session, INFORMS National Conference, Denver*.
- Saibal Ray, Necati Aras and Tamer Boyaci. May 2004. Optimal Trade-in Pricing Strategy for Durable Products, *Invited Session, INFORMS/CORS National Conference, Banff, AL*.
- Saibal Ray and Tamer Boyaci. October 2003. Product Differentiation and Capacity Cost Interaction in Time and Price Sensitive Markets, *Invited Session on Capacity Management, INFORMS National Conference, Atlanta*.
- Saibal Ray, Necati Aras and Tamer Boyaci. June 2003. Optimal Trade-in Pricing Strategy, *Invited Session, CORS National Conference, Vancouver, BC (Session Chair)*.

- Saibal Ray, Yigal Gerchak and Richard Cho. June 2003. Co-ordination and Dynamic Shelf-Space Management of Video Movie Rentals, *Invited Session, CORS Conf, Vancouver, BC.*
- Saibal Ray, Necati Aras and Tamer Boyaci. November 2002. An Integrated Operations-Marketing Model for Optimal Trade-in Rebate for Remanufacturable Products, *Invited Session, INFORMS National Conference, San Jose, California.*
- Saibal Ray and Tamer Boyaci. June 2002. Product Differentiation and Capacity Cost Interaction in Time and Price Sensitive Markets, *Invited Session on Supply Chain Management, CORS National Conference, Toronto, Ontario.*
- Saibal Ray and Elizabeth Jewkes. June 2002. Customer Lead Time Management, *Invited Session on Supply Chain Management, CORS National Conference, Toronto, Ontario.*
- Saibal Ray and Elizabeth Jewkes. May 2001. Lead time Management with Two Prioritized Classes of Price and Lead Time Sensitive Customers, *Invited Session on Queueing Theory and Applications, CORS National Conference, Quebec City, Quebec.*
- Saibal Ray, Elizabeth Jewkes and Yigal Gerchak. November 2000. Lead Time in Supply Chains, *Invited Session on Logistics Modeling and Analysis, INFORMS Fall Conference, San Antonio.*
- Saibal Ray and Elizabeth Jewkes. September 2000. Customer Lead time Management when both Price and Demand are Lead Time Dependent, *Invited Session, 2nd Canadian National Workshop on Queueing Theory, University of Western Ontario, London, Ontario, Canada.*
- Saibal Ray, Yigal Gerchak and E. M. Jewkes. November 1999. Lead Time Management in Supply Chains, *INFORMS Fall Conference, Philadelphia.*
- Saibal Ray and E. M. Jewkes. June 1999. Effects of Investment in Lead Time Reduction for a Supply Chain, *Invited Session on Supply Chain Management, CORS Conference, Windsor*

INDUSTRY EXPERIENCE

Senior Engineer, Large-scale projects Triune Projects Pvt. Ltd., New Delhi, India	September 1994 – April 1996
Executive, Supply Management Department ITC Limited, Calcutta, India	December 1992 – August 1994
Graduate Engineer Trainee Eicher GoodEarth Limited, Madras, India	June – December 1992

References available on request