# WIRELESS NETWORK ECONOMICS AND GAMES 

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## REFERENCES

- J. Huang and L. Gao, "Wireless Network Pricing," Synthesis Lectures on Communication Networks (Series Editor J. Walrand), Morgan \& Claypool, July 2013, http://jianwei.ie.cuhk.edu.hk/publication/Book/ WirelessNetworkPricing.pdf
- J. Huang, "How Do We Play Games?" an online short course, https: / /itunes.apple.com/hk/course/how-do-we-play-games/id642100914

Why Wireless Economics AND GAMES?

## Wireless Utopia

- Wireless spectrum is unlimited
- Wireless communication is fast and reliable
- Heterogeneous wireless technologies co-exist in harmony
- Wireless users have reasonable data needs
- Wireless providers maximize social welfare


## Wireless ReALity

- Wireless spectrum is unlimited very limited
- Wireless communication is fast and reliable is slow and unreliable
- Heterogeneous wireless technologies eo-exist in harmony compete and interfere with each other
- Wireless users have reasonable exploding data needs
- Wireless providers maximize secial welfare profits


## How Economics can Help?

- Match wireless supply and demand
- Limited spectrum vs. new wireless services
- Spectrum allocation and auction
- Secondary spectrum markets
- Limited cellular capacity vs. growing data demands
- Smart data pricing
- Wi-Fi data offloading


## TECH-ECON COUPLING

- Different technology characteristics
- Cellular vs. Wi-Fi: coverage, data rate, and cost
- Distributed and heterogeneous networks
- Different operators have different interests
- Sophisticated devices capable of adaptation and optimization
- New technology adoption and evolution
- Cellular technology upgrade (3G -> 4G)
- Skype Wi-Fi adoption


## TUTORIAL OUTLINE

- Theory
- Game theory
- Economics
- Applications
- Technology background and problem formulation
- Key economics and game methodologies

THEORY

## THEORY OUTLINE

- Game theory:
- Static games
- Dynamic games
- Economics:
- Price discrimination
- Network Externality


## GAME THEORY: StATIC GAMES

## PRISONER'S DILEMMA

- Two suspects are arrested.


## PRISONER'S DILEMMA

- Two suspects are arrested.
- The police lack sufficient evidence to convict the suspects, unless at least one confesses.


## PRISONER'S DILEMMA

- Two suspects are arrested.
- The police lack sufficient evidence to convict the suspects, unless at least one confesses.
- The police hold the suspects in separate rooms, and tell each of them three possible consequences.


## PRISONER'S DILEMMA

- If both deny: 1 month in jail each.


## PRISONER'S DILEMMA

- If both deny: 1 month in jail each.
- If both confess: 6 months in jail each.


## PRISONER'S DILEMMA

- If both deny: 1 month in jail each.
- If both confess: 6 months in jail each.
- If one confesses and one denies
- The one confesses: walk away free of charge.
- The one denies: serve 12 months in jail.


## PRISONER'S DILEMMA

## Player 2



## PRISONER'S DILEMMA

## Player 2

Deny


## PRISONER'S DILEMMA

## Player 2

## Confess



## STRICTLY DOMINANT

- Confess is a strictly dominant strategy for player 1,
- It always leads to the best payoff, independent of player 2's strategy.


## PRISONER'S DILEMMA

## Player 2



## PRISONER'S DILEMMA

## Player 2



## PRISONER'S DILEMMA

## Player 2

Deny<br>Confess

| $\tau$ |
| :---: |
| $\vdots$ |
| $\vdots$ |
|  |

Confess


## Strictly Dominant

- Confess is also a strictly dominant strategy for player 2.


## PRISONER'S DILEMMA



## PRISONER'S DILEMMA

Player 2<br>Deny<br>Confess<br>(dominant)



## PRISONER'S DILEMMA

## Player 2

Confess<br>(dominant)



## PRISONER'S DILEMMA



## PRISONER'S DILEMMA

- Prediction of the game: (confess, confess)
- Dilemma:
- (confess, confess) leads to a payoff of ( $-6,-6$ )
- (deny, deny) leads to a payoff of $(-1,-1)$
- Key reason: selfish optimization.


## FINDING EQUILIBRIUM

- When there are no strictly dominant strategies, we can not easily "reduce" the game.
- Similar analysis: derive the best responses.
- A stable outcome (equilibrium) will be mutual best responses.


## STAG HUNT

- Two hunters decide what to hunt without communications.
- Each one can hunt a stag (deer) or a hare.
- Successful hunt of stag requires cooperation.
- Successful hunt of hare can be done individually.
- Simultaneous decisions without prior communications.


## Stag Hunt

Player 2


## STAG HUNT

- There is no strictly dominant or strictly dominated strategies.
- We will find out a player's best response given the other player's choice.


## Stag Hunt

Player 2


## Stag Hunt

## Player 2

Stag


## Stag Hunt

## Player 2

Stag


## Stag Hunt

## Player 2

Hare



## Stag Hunt

## Player 2

Hare



## Stag Hunt



## Stag Hunt

Player 2


## Stag Hunt

Player 2


## NASH EQUILIBRIUM (NE)

- A pair of strategies = Nash Equilibrium (NE)
- If each player is choosing the best response given the other player's strategy choice.
- At a Nash equilibrium, no player can perform a profitable deviation unilaterally.


## EQUILIBRIUM SELECTION

- How to choose between two Nash equilibria?
- (Stag, Stag) is payoff dominant: both players get the best payoff possible.
- (Hare, Hare) is risk dominant: minimum risk if player is uncertain of each other's choice.
- Many theories, open problem.


## BATTLE OF SEXES

- A couple decide where to go during Friday night without communications.
- Husband prefers to go and watch football.
- Wife prefers to go and watch ballet.
- Both prefer to stay together during the night.


## BATTLE OF SEXES

## Wife



## BATTLE OF SEXES

## Wife

Football


## BATTLE OF SEXES

## Wife

$$
\begin{aligned}
& \text { Football }
\end{aligned}
$$

## BATTLE OF SEXES

## Wife

## Ballet



## BATTLE OF SEXES

## Wife

Ballet

$$
\begin{aligned}
& \text { Husband } \\
& \text { Ballet Football }
\end{aligned}
$$



## BATTLE OF SEXES

## Wife



## BATTLE OF SEXES

## Wife



## BATTLE OF SEXES

## Wife



## BATTLE OF SEXES

## Wife

Football<br>Ballet



## BATTLE OF SEXES

## Wife

Football<br>Ballet



## BATTLE OF SEXES

## Wife



## Continuous Games

- Next we show a continuous game
- A player has continuous (infinite) choices


## COURNOT COMPETITION

- Two firms competing in the same market.
- Each firm $i$ chooses its production level $q_{i}$.
- The cost of producing one product is $c$.
- Total products in the market is $Q=q_{1}+q_{2}$.
- The market clearing price is $P(Q)=\max (a-Q, 0)$.


## COURNOT COMPETITION

- Each firm $i$ wants to choose $q_{i}$ to maximize his profit

$$
\pi_{i}\left(q_{i}, q_{j}\right)=q_{i}\left[P\left(q_{i}+q_{j}\right)-c\right]=q_{i}\left[a-\left(q_{i}+q_{j}\right)-c\right]
$$

## NASH EQUILIBRIUM

- Assume the Nash equilibrium is $\left(q_{1}^{*}, q_{2}^{*}\right)$.


## BEST RESPONSE

- For firm $i$, its best response for a given $q_{i}$

$$
\max _{0 \leq q_{i}<\infty} \pi_{i}\left(q_{i}, q_{j}^{*}\right)=\max _{0 \leq q_{i}<\infty} q_{i}\left[a-\left(q_{i}+q_{j}^{*}\right)-c\right]
$$

- The solution

$$
q_{i}=\frac{1}{2}\left(a-q_{j}^{*}-c\right)
$$

## NASH EQUILIBRIUM

- So we have

$$
\begin{aligned}
& q_{1}^{*}=\frac{1}{2}\left(a-q_{2}^{*}-c\right) \\
& q_{2}^{*}=\frac{1}{2}\left(a-q_{1}^{*}-c\right)
\end{aligned}
$$

- This leads to the Nash equilibrium as

$$
q_{1}^{*}=q_{2}^{*}=\frac{a-c}{3} .
$$

## GEOMETRIC SOLUTION



## Key Concepts Review

- Strictly dominate strategy
- Nash equilibrium
- Continuous games


## THEORY OUTLINE

- Game theory:
- Static games
- Dynamic games
- Economics:
- Price discrimination
- Network Externality


## GAME THEORY: DYNAMIC GAMES

## MARKET ENTRY

- Firm 1 is considering entering a market that currently has an incumbent (firm 2).
- Firm 1 can choose "In" or "Out".
- If "Out", firm 1 gets nothing, and firm 2 enjoys monopoly.
- If "In", firm 2 can choose "Accept" or "Fight".
- If firm 2 accepts, then firm 1 gets a larger market share due to a newer technology.
- If firm 2 fights, then there is a price war and both firms get negative profits.


## MARKET ENTRY

## Firm $1 \xrightarrow{\text { Out }} 0,2$

In

## MARKET ENTRY

## Firm $1 \xrightarrow{\text { Out }} 0,2$

In
Firm 2


## MARKET ENTRY

## Firm 2

$$
\begin{aligned}
& \text { Accept Fight }
\end{aligned}
$$

## MARKET ENTRY

## Firm 2

Accept


## MARKET ENTRY

## Firm 2

Fight


## MARKET ENTRY

## Firm 2



## MARKET ENTRY

## Firm 2

## Accept <br> Fight

## Firm 1 In



## MARKET ENTRY

## Firm 2



## MARKET ENTRY

## Firm 2



## MARKET ENTRY

Firm $1 \xrightarrow{\text { Out }} 0,2$

- Consider the Nash equilibrium (Out, Fight if entry occurs).

```In
```

- Firm 1 chooses to stay Out because of firm 2's threat of Fight.

Firm 2


## NON-CREDIBLE THREAT

- However, if firm 1 chooses In, then firm 2 will actually choose to Accept instead.

Firm 1
Out 0,2

```
In
```

Firm 2

- Hence Fight is a non-credible threat.

- Principle of sequential rationality: an equilibrium strategy should be optimal at every point of the game tree.
- Examine each subgame through backward induction.


## SUBGAME ANALYSIS

## Firm $1 \xrightarrow{\text { Out }} 0,2$

In
Firm 2


## SUBGAME ANALYSIS

Firm 2


## SUBGAME ANALYSIS

Firm 2


## SUBGAME ANALYSIS

## Firm $1 \xrightarrow{\text { Out }} 0,2$

In
Firm 2


## SUBGAME ANALYSIS

## Firm $1 \xrightarrow{\text { Out }} 0,2$

In
Firm 2


## SUBGAME ANALYSIS

Firm $1 \xrightarrow{\text { Out }} 0,2$

| $\mid$ In |
| :--- |
| 2,1 |

## EQUILIBRIUM

## Firm 1 Out 0, 2 <br> In

Firm 2


## SUbGAME PERFECT NASH EQUILIBRIUM

- A strategy profile is a subgame perfect Nash equilibrium (SPNE) if it is a Nash equilibrium of every subgame of the original game.
- For market entry game, the unique SPNE is (In, Accept if entry occurs).


## Credible Threat

- How to make credible threat?
- Eliminate choices.

Dr: strangelove


## Dr. Strangelove

## Country A Not Attack 0,0 <br> Attack <br> Country B

Not Counter-Attack
Counter-Attack

$$
100,-200-\infty,-\infty
$$

## Dr. Strangelove



## Country B

## Counter-Attack

$$
-\infty,-\infty
$$

## Dr. Strangelove

Country A Not Attack 0,0
Attack
Country B

## Counter-Attack

$$
-\infty,-\infty
$$

## Dr. Strangelove

## Country A Not Attack $\underline{0}, 0$ <br> Attack <br> $$
-\infty,-\infty
$$

## Dr. Strangelove



## Country B

## Counter-Attack

$$
-\infty,-\infty
$$

## SPNE

- The unique SPNE of the Dr. Strangelove game is (Not Attack, Counter-Attack if Country A attacks).


## First Mover Advantage

- Let us look at how the first mover can have an advantage.


## BATTLE OF SEXES

## Wife



## BATTLE OF SEXES

## Wife



## SEQUENTIAL

## BATTLE OF SEXES

## Husband

Football

Wife

$$
4,2 \quad 0,0 \quad 0,0 \quad 2,4
$$

## BACKWARD INDUCTION

## Husband

Football

Wife


## BACKWARD INDUCTION

## Husband

Football


## SEQUENTIAL

## BATTLE OF SEXES

## Husband

Football
Wife
Football
4, 2
Ballet
2,4

## SEQUENTIAL

## BATTLE OF SEXES

## Husband

Football

Wife

Ballet
Wife

$$
\underline{4} \underline{2} \quad 0,0 \quad 0,0 \quad 2, \underline{4}
$$

## SEQUENTIAL BATTLE OF SEXES

- Unique subgame perfect Nash equilibrium is (Football, (Football if Husband chooses Football, Ballet if Husband chooses Ballet)).
- Although the equilibrium path will be Husband picking Football and Wife picking Football, we need to specify how the Wife will pick if the Husband picks Ballet.
- SPNE is a contingency plan that specifies the action at every point in the game tree.


## SEQUENTIAL

## BATTLE OF SEXES

## Husband

Football

Wife

Ballet
Wife

$$
\underline{4} \underline{2} \quad 0,0 \quad 0,0 \quad 2, \underline{4}
$$

## Simultaneous Moves

- Multiple players can move in the same stage.


## MARKET ENTRY II

- Firm 1 can choose to stay out or enter the market.
- After firm 1 enters the market, both firms need to make "accept" or "fight" decisions simultaneously, with four different possible outcomes.


## MARKET ENTRY II

## Firm 1 <br> Out <br> 0,2 In

## MARKET ENTRY II



Firm 2


## MARKET ENTRY II



Firm 2


Fight
2, 1
$-2,-1$
$1,-2$
$-3,-1$

## BACKWARD INDUCTION

- First consider the simultaneous interactions in the second stage (after entry occurs).


## Firm 2

$$
\begin{aligned}
& \text { Accept Fight }
\end{aligned}
$$

## BACKWARD INDUCTION

- Accept is a strictly dominant strategy for Firm 1.
- Unique Nash equilibrium is (Accept, Accept).

Firm 2

$$
\begin{aligned}
& \text { Accept Fight }
\end{aligned}
$$

## MARKET ENTRY II



Firm 2


Fight
2, 1
$-2,-1$
$1,-2$
$-3,-1$

## MARKET ENTRY II



Firm 2


## MARKET ENTRY II



Firm 2


Fight
2, 1
$-2,-1$
$1,-2$
$-3,-1$

## MARKET ENTRY II

- Unique subgame perfect Nash equilibrium is ((In, Accept if entry occurs), Accept if entry occurs).


## Key Concepts Review

- Subgame Perfect Equilibrium
- How to make credible threats
- Simultaneous moves in a single stage


## THEORY OUTLINE

- Game theory:
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## ECONOMICS: PRICE DISCRIMINATION

## Price Discrimination

- A company sells one type of product to consumers to maximize profit (revenue minus cost).
- No price discrimination: charge the same price for
- Each consumer
- Each unit of the product
- Price discrimination: changing one or two of the above assumptions


## Three Types

- First-degree: Perfect price discrimination
- Charge each consumer the most he is willing to pay for each unit of product.
- Second-degree: Declining block pricing
- Charge different prices for different units of products, but not differentiating consumers.
- Third-degree: Multi-market price discrimination
- Charge different prices for different consumers, but not differentiating products.


## EXAMPLE

- A single product with no cost.
- Alice is wiling to pay $\$ 10$ for the 1 st unit and $\$ 2$ for the 2 nd unit. Bob is willing to pay $\$ 7$ for a single unit.
- Maximum revenue w/o differentiation: \$14.
- First-degree: charge Alice $\$ 10+\$ 2$ for two units, and Bob $\$ 7$ for one unit. Revenue: $\$ 19$.
- Second-degree: charge $\$ 7$ for one unit, and $\$ 12$ for two units. No consumer difference. Revenue: $\$ 19$.
- Third: charge Alice $\$ 6$ per unit, and Bob $\$ 7$ per unit. No quantity discount. Revenue: $\$ 19$.


## How to Discriminate

- Identify consumer types
- Age
- Time
- Prevent resale
- Using photo ID for airline tickets


## By Age

## Don't forget my... SENIOR DISCOUNT

## By Time

- Kindle 1
- $11 / 07, \$ 399$
- Kindle 2
- 2/09, \$399; 7/09, \$299
- $10 / 09, \$ 259 ; 6 / 10, \$ 189$
- Kindle 3,
- 8/10,\$139
- 9/11, $\$ 79$


## EVEN MORE DYNAMIC



## MORE INNOVATIVE ONES

- Orbitz shows more expensive hotel options to Mac users than windows users (source: WSJ 08/12)



## ECONOMICS: NETWORK EXTERNALITY

## NETWORK EXTERNALITY

- Any side effect imposed by the action of a player on a third party not directly involved.
- Can be either negative (cost) or positive (benefits).


## Negative Externality



## Negative Externality



## Negative Externality



## Negative Externality

- Negative externality distorts the market and reduces social welfare
- How to correct: Pigovian tax (one approach)
- Impose additional tax on entities generating the negative externalities
- Examples: pollution tax, cigarette taxes (\$1.01 per pack of US federal tax in 2009), congestion pricing (Electronic Road Pricing in Singapore)


## Positive Externality



## Positive Externality



## Network Effect



## Network Effect

- Metcalfe's law'80
- A network with $n$ nodes has up to $n(n-1) / 2$ unique connections
- Hence the network value is roughly $\mathrm{O}\left(\mathrm{n}^{\wedge} 2\right)$
- Briscoe-Odlyzko-Tilly’06 refinement
- Not all connections are equally important
- The importance of connections decreases as $1,1 / 2$, $1 / 3, \ldots, 1 /(n-1)$, with the sum $\sim \log (n)$
- A network value grows $\mathrm{O}\left(\mathrm{n}^{*} \log (\mathrm{n})\right)$


## THEORY OUTLINE

- Game theory:
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## Applications

- Graphical congestion games (static game)
- Spectrum sensing-leasing tradeoff (dynamic games)
- Spectrum leasing competition (oligopoly competition)
- Partial price differentiation (price differentiation)
- Distributed power control (negative network externality)
- Cellular network upgrade (positive network externality)


## Our Focus

- Key motivation
- Key modeling
- Key methodology
- More results can be found in the papers


## Graphical Congestion Games

R. R. Southwell, X. Chen, and J. Huang, "Quality of Service Games for Spectrum Sharing," IEEE Journal on Selected Areas of Communications, 2014
R X. Chen and J. Huang, "Distributed Spectrum Access with Spatial Reuse," IEEE Journal on Selected Areas in Communications, 2013
R- C. Tekin, M. Liu, R. Southwell, J. Huang, and S. Ahmad, "Atomic Congestion Games on Graphs and Their Applications in Networking," IEEE/ACM Transactions on Networking, 2012


## Congestion Game



- Each user chooses which resource to use considering congestion


## Graphical Congestion Game



- Graph characterizes users' relationship
- Nodes: users
- Edges: potential congestion relationship
- Colors: resource choices
- Users 2 and 4 will never generate congestion to each other


## Channel Selection and Interference Management



- Users: mobile devices
- Resources: channels
- Congestion: interferences


## Graphical Congestion Games (GCG) Model



- Players (users): $\mathcal{N}=\{1,2,3,4\}$


## Graphical Congestion Games (GCG) Model



- Players (users): $\mathcal{N}=\{1,2,3,4\}$
- Resources: $\mathcal{R}=\{$ White, Black $\}$


## Graphical Congestion Games (GCG) Model



- Players (users): $\mathcal{N}=\{1,2,3,4\}$
- Resources: $\mathcal{R}=\{$ White, Black $\}$
- Graph: $S=\left(\begin{array}{llll}0 & 1 & 1 & 1 \\ 1 & 0 & 1 & 0 \\ 1 & 1 & 0 & 0 \\ 1 & 0 & 0 & 0\end{array}\right)$


## Graphical Congestion Games (GCG) Model



- Players (users): $\mathcal{N}=\{1,2,3,4\}$
- Resources: $\mathcal{R}=\{$ White, Black $\}$
- Graph: $S=\left(\begin{array}{llll}0 & 1 & 1 & 1 \\ 1 & 0 & 1 & 0 \\ 1 & 1 & 0 & 0 \\ 1 & 0 & 0 & 0\end{array}\right)$
- State: $\mathbf{X}=\left(X_{n}, n \in \mathcal{N}\right)=($ White, White, Black, White $)$


## Graphical Congestion Games (GCG) Model



- Players (users): $\mathcal{N}=\{1,2,3,4\}$
- Resources: $\mathcal{R}=\{$ White, Black $\}$
- Graph: $S=\left(\begin{array}{llll}0 & 1 & 1 & 1 \\ 1 & 0 & 1 & 0 \\ 1 & 1 & 0 & 0 \\ 1 & 0 & 0 & 0\end{array}\right)$
- State: $\mathbf{X}=\left(X_{n}, n \in \mathcal{N}\right)=($ White, White, Black, White $)$
- Payoff: $f_{n}^{r}(\mathbf{X})=f_{n}^{r}\left(\sum_{X_{m}=r} S_{m, n}\right), \forall r \in \mathcal{R}, \forall n \in \mathcal{N}$,


## Graphical Congestion Games (GCG) Model



- Players (users): $\mathcal{N}=\{1,2,3,4\}$
- Resources: $\mathcal{R}=\{$ White, Black $\}$
- Graph: $S=\left(\begin{array}{llll}0 & 1 & 1 & 1 \\ 1 & 0 & 1 & 0 \\ 1 & 1 & 0 & 0 \\ 1 & 0 & 0 & 0\end{array}\right)$
- State: $\mathbf{X}=\left(X_{n}, n \in \mathcal{N}\right)=($ White, White, Black, White $)$
- Payoff: $f_{n}^{r}(\mathbf{X})=f_{n}^{r}\left(\sum_{X_{m}=r} S_{m, n}\right), \forall r \in \mathcal{R}, \forall n \in \mathcal{N}$,
- In general, the graph can be weighted and directed


## Key Question 1

- Does GCG have a unique Pure Nash equilibrium (PNE)?


## PNE May Not Exist



- No PNE: at least one player can improve its payoff by switching.


## PNE May Not Exist



- No PNE: at least one player can improve its payoff by switching.
- Player 1 switches, but player 3 becomes unsatisfied.


## PNE May Not Exist



- No PNE: at least one player can improve its payoff by switching.
- Player 1 switches, but player 3 becomes unsatisfied.
- Player 3 switches, but player 2 becomes unsatisfied.


## PNE May Not Exist



- No PNE: at least one player can improve its payoff by switching.
- Player 1 switches, but player 3 becomes unsatisfied.
- Player 3 switches, but player 2 becomes unsatisfied.
- Player 2 switches, but player 1 becomes unsatisfied.


## PNE May Not Be Unique



- This is not a PNE: player 1 can improve by switching to Black.


## PNE May Not Be Unique



- This is not a PNE: player 1 can improve by switching to Black.
- This is a PNE.


## PNE May Not Be Unique



- This is not a PNE: player 1 can improve by switching to Black.
- This is a PNE.
- This is another PNE.


## Existence of PNE: Tree



## Existence of PNE: Tree



- Proof idea:


## Existence of PNE: Tree



- Proof idea:
- Consider a GCG with a PNE.


## Existence of PNE: Tree



- Proof idea:
- Consider a GCG with a PNE.
- Add a new player with a single connection with the original GCG.


## Existence of PNE: Tree



- Proof idea:
- Consider a GCG with a PNE.
- Add a new player with a single connection with the original GCG.
- Show that the new GCG also has a PNE.


## Existence of PNE: Directed Weighted Tree



- Directed weighted tree: the corresponding undirected graph is a tree.


## Key Question 2

- How to achieve a PNE?


## Asynchronous Better Response



- Asynchronous better response updates: players improve, one at a time


## Asynchronous Better Response



- Asynchronous better response updates: players improve, one at a time
- Step 1: Player 1 switches to Black


## Asynchronous Better Response



- Asynchronous better response updates: players improve, one at a time
- Step 1: Player 1 switches to Black
- Step 2: Player 4 switches to Black, and reaches a PNE


## Finite Improvement Property (FIP)

## Definition (FIP)

A GCG has the Finite Improvement Property (FIP) if every sufficiently long sequence of better response updates leads to a PNE.

## Existence of FIP: Directed Acyclic Graph



- Directed acyclic graph: graph does not contain cycles.
- Existence of PNE:
- Create a topological sort: 3, 2, 4, 1
- Construct a PNE by letting players sequentially update their strategies
- Can further prove the existence of FIP.


## Case Study: Spatial QoS Satisfaction Games



- Spatial QoS satisfaction game always has the FIP.
- With homogenous users: any PNE is socially optimal.
- With homogeneous channels: design an algorithm to generate a socially optimal PNE.


## Modeling Wireless Channel Selections

- Protocol interference model
- Undirected unweighted graph: symmetric interference relationship


## Modeling Wireless Channel Selections

- Protocol interference model
- Undirected unweighted graph: symmetric interference relationship
- Directed unweighted graph: users have different transmission/interference ranges



## Modeling Wireless Channel Selections

- Physical interference model
- Data rate increasing in signal-to-interference-plus-noise ratio (SINR)

$$
\text { SINR }=\frac{h_{n, n} P_{n}}{\tau_{0} B_{i}+\sum_{m: m \neq n, X_{m}=r} h_{m, n} P_{m}}
$$

- Interference is weighted and asymmetric: $\sum_{m: m \neq n, X_{m}=r} h_{m, n} P_{m}$
- Need to consider directed and weighted graph


## Simulation Setup



- Users are uniformly distributed in an area with size $L \times L m^{2}$.
- Fixed user transmission power $P_{n}=100 \mathrm{~mW}$.
- Channel bandwidth of $B_{r}=20 \mathrm{MHz}$.
- User payoff equals data rate $\log (1+$ SINR $)$.
- Distance-based channel gain $h_{m, n}=1 / d_{m, n}^{4}$.


## Properties of Graphs

- The underlying graph is weighed, directed, with loops.
- A PNE may not exist.


## Properties of Graphs

- The underlying graph is weighed, directed, with loops.
- A PNE may not exist.
- As network size $L$ increases, interferences become approximately symmetric
- Users can be approximated as dots in the network
- The graph becomes undirected and weighted
- Theory implies that GCG has FIP, and thus a PNE exists.


## Percentage of Convergence



- Count convergence faster than 500 slots.


## Generalization of Payoff Functions

- Modeling more general (wireless) resource sharing mechanisms
- Example: payers share channels based on p-persistent random access with player-specific contending probability

$$
U_{n}(\mathbf{X})=\theta_{X_{n}} B_{X_{n}}^{n} g_{n}\left(\mathcal{N}_{n}^{X_{n}}(\mathbf{X})\right)=\theta_{X_{n}} B_{X_{n}}^{n} p_{n} \prod_{i \in \mathcal{N}_{n}^{X_{n}}(\mathbf{X})}\left(1-p_{i}\right)
$$

- Construct special potential function to prove FIP.


## Spectrum Sensing-Leasing Tradeoff

固 L. Duan, J. Huang, and B. Shou, "Investment and Pricing with Spectrum Uncertainty: A Cognitive Operators Perspective," IEEE Transactions on Mobile Computing, 2011


## Spectrum Is Scarce

## UNITED

 STATES FREQUENCY ALLOCATIONSTHE RADIO SPECTRUM
2noo scavicsa colce lessen


 $\square$-ne $\square$ wown $\square$ memenn



 $\square \mathrm{\square} \square \square \square \square$
 netverveose
$\square$ ~maniom
nuschton usar orsomatow
$=-$






## Spectrum Is Under-Utilized



## (c)Share Spectrum Co. Ltd.

## Cognitive Virtual Network Operators

- Virtual: does not own radio spectrum (or even physical infrastructure)
- Flexible spectrum acquisition

| Investment Choices | Dynamic Leasing | Spectrum Sensing |
| :---: | :---: | :---: |
| Cost | High | Low |
| Reliability | High | Low |
|  |  |  |

- Pricing \& spectrum allocation among local users to maximize profit


## Network Model



## Two Spectrum Investment Choices

- Both on a short time scale



## Four-Stage Stackelberg Game



## Backward Induction \& Subgame Perfect Equilibrium



## Stage IV: Users' Bandwidth Demands

- Physical layer model: users share the spectrum using OFDM
- No interferences
- Users request bandwidth from the operator
- User $k$ 's wireless characteristics:

$$
g_{k}=\frac{P_{k}^{\max } h_{k}}{n_{0}}
$$

- $P_{k}^{\text {max }}$ : maximum transmission power
- $h_{k}$ : channel condition
- $n_{0}$ : background noise density
- User k's data rate

$$
r_{k}\left(w_{k}\right)=w_{k} \ln \left(1+\mathrm{SNR}_{k}\right)=w_{k} \ln \left(1+\frac{g_{k}}{w_{k}}\right)
$$

## Users' Payoff Functions

- Assume that all users operate in the high SNR regime

$$
r_{k}\left(w_{k}\right) \approx w_{k} \ln \left(\frac{g_{k}}{w_{k}}\right)
$$

- User k's payoff

$$
u_{k}\left(\pi, w_{k}\right)=w_{k} \ln \left(\frac{g_{k}}{w_{k}}\right)-\pi w_{k}
$$

## Users' Optimization Problems

## User i's Bandwidth Optimization Problem

$$
w_{k}^{*}(\pi)=\arg \max _{w_{k} \geq 0} u_{k}\left(\pi, w_{k}\right)=g_{k} e^{-(1+\pi)}
$$

## Users' Optimization Problems

## User i's Bandwidth Optimization Problem

$$
w_{k}^{*}(\pi)=\arg \max _{w_{k} \geq 0} u_{k}\left(\pi, w_{k}\right)=g_{k} e^{-(1+\pi)}
$$

- $\operatorname{SNR}_{k}^{*}=g_{k} / w_{k}^{*}=e^{1+\pi}$ : same (fair) for all users
- Payoff $u_{k}\left(\pi, w_{k}^{*}\right)=g_{k} e^{-(1+\pi)}$ : linear in $g_{k}$


## Stages III, II and I

- Stage III: operator optimizes over price $\pi$ :

$$
R_{I I I}\left(B_{l}, B_{s}, \alpha\right)=\max _{\pi \geq 0} \min \left(\pi \sum_{k} w_{k}^{*}(\pi), \pi\left(B_{l}+B_{s} \alpha\right)\right)-\left(B_{s} C_{s}+B_{l} C_{l}\right)
$$

## Stages III, II and I

- Stage III: operator optimizes over price $\pi$ :

$$
R_{l I \prime}\left(B_{l}, B_{s}, \alpha\right)=\max _{\pi \geq 0} \min \left(\pi \sum_{k} w_{k}^{*}(\pi), \pi\left(B_{l}+B_{s} \alpha\right)\right)-\left(B_{s} C_{s}+B_{l} C_{l}\right)
$$

- Stage II: operator optimizes over leasing bandwidth $B_{I}$ :

$$
R_{I I}\left(B_{s}, \alpha\right)=\max _{B_{l} \geq 0} R_{I I I}\left(B_{l}, B_{s}, \alpha\right)
$$

## Stages III, II and I

- Stage III: operator optimizes over price $\pi$ :

$$
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- Stage II: operator optimizes over leasing bandwidth $B_{I}$ :

$$
R_{I I}\left(B_{s}, \alpha\right)=\max _{B_{l} \geq 0} R_{I I I}\left(B_{l}, B_{s}, \alpha\right)
$$

- Stage I: operator optimizes over sensing bandwidth $B_{s}$ :

$$
\max _{B_{s} \geq 0} E_{\alpha \in[0,1]}\left[R_{/ /}\left(B_{s}, \alpha\right)\right] .
$$

- Assumption: sensing uncertainty $\alpha$ follows uniform distribution.
- Will be relaxed later.


## Equilibrium Summary

- Unique equilibrium.

| Sensing Cost | $C_{s} \geq \frac{C_{l}}{2}$ | $\frac{1-e^{-2 C_{l}}}{4} \leq C_{s} \leq \frac{C_{I}}{2}$ |  |
| :--- | :---: | :---: | :---: |
| Sensing $B_{s}^{*}$ | 0 | $B_{s}^{L *} \in\left[G e^{-\left(2+C_{I}\right)}, G e^{-2}\right]$ |  |
| Sensing Factor $\alpha$ | $0 \leq \alpha \leq 1$ | $0 \leq \alpha \leq G e^{-\left(2+C_{I}\right)} / B_{s}^{L *}$ | $\alpha>G e^{-\left(2+C_{l}\right)} / B_{s}^{L *}$ |
| Leasing $B_{l}^{*}$ | $G e^{-\left(2+C_{l}\right)}$ | $G e^{-\left(2+C_{I}\right)}-B_{s}^{L *} \alpha$ | 0 |
| Price $\pi^{*}$ | $1+C_{l}$ | $1+C_{l}$ | $\ln \left(\frac{G}{B_{s}^{L *} \alpha}\right)-1$ |
| User $k$ 's SNR | $e^{\left(2+C_{I}\right)}$ | $e^{\left(2+C_{l}\right)}$ | $\frac{G}{B_{L *}^{L *}}$ |
| User $k$ 's Payoff | $g_{k} e^{-\left(2+C_{l}\right)}$ | $g_{k} e^{-\left(2+C_{I}\right)}$ | $g_{k}\left(B_{s}^{L *} \alpha / G\right)$ |

## Impact of Sensing Uncertainty on Operator

- Realized profit increases with $\alpha$
- Can be smaller than no sensing
- Smaller $C_{s}$ leads to more aggressive sensing and less reliable supply



## Impact of Sensing Uncertainty on Users

- Users' payoffs never decrease under sensing



## Spectrum Leasing Competition

R. Duan, J. Huang, and B. Shou, "Competition with Dynamic Spectrum Leasing," IEEE Transactions on Mobile Computing, 2013


## Network Model



## Three-Stage Multi-leader-follower Game



## Stage III: Users' Bandwidth Demands

- User $k$ 's payoff of choosing operator $i=1,2$

$$
u_{k}\left(\pi_{i}, w_{k i}\right)=w_{k i} \ln \left(\frac{P_{i}^{\max } h_{i}}{n_{0} w_{k i}}\right)-\pi_{i} w_{k i}
$$

- Optimal demand: $w_{k i}^{*}\left(\pi_{i}\right)=\arg \max _{w_{k i} \geq 0} u_{k}\left(\pi_{i}, w_{k i}\right)=g_{k} \mathrm{e}^{-\left(1+\pi_{i}\right)}$
- Optimal payoff: $u_{k}\left(\pi_{i}, w_{k i}^{*}\left(\pi_{i}\right)\right)$
- User $k$ prefers the "better" operator: $i^{*}=\arg \max _{i=1,2} u_{k}\left(\pi_{i}, w_{k i}^{*}\left(\pi_{i}\right)\right)$
- Users demands may not be satisfied due to limited spectrum


## Stages II: Pricing Game

- Players: two operators
- Strategies: $\pi_{i} \geq 0, i=1,2$
- Payoffs: profit $R_{i}$ for operator $i=1,2$ :

$$
R_{i}\left(B_{i}, B_{j}, \pi_{i}, \pi_{j}\right)=\pi_{i} Q_{i}\left(B_{i}, B_{j}, \pi_{i}, \pi_{j}\right)-B_{i} C_{i}
$$

## Stage II: Pricing Equilibrium

- Symmetric equilibrium: $\pi_{1}^{*}=\pi_{2}^{*}$.
- Threshold structure:
- Unique positive equilibrium exists $B_{1}+B_{2} \leq G e^{-2}$.



## Stage I: Leasing Game

- Players: two operators
- Strategies: $B_{i} \in[0, \infty), i=1,2$, and $B_{1}+B_{2} \leq G e^{-2}$.
- Payoffs: profit $R_{i}$ for operator $i=1,2$ :

$$
R_{i}\left(B_{i}, B_{j}\right)=B_{i}\left(\ln \left(\frac{G}{B_{i}+B_{j}}\right)-1-C_{i}\right)
$$

## Stage I: Leasing Equilibrium

- Linear in wireless characteristics $G=\sum_{i} g_{i}$;
- Threshold structure:
- Low costs: infinitely many equilibria
- High comparable costs: unique equilibrium
- High incomparable costs: unique monopoly equlibrium



## Impact of Duopoly Competition on Operators

- Benchmark: Coordinated Case
- Operators cooperate in investment and pricing to maximize total profit
- Define

$$
\text { Efficiency Ratio }=\frac{\text { Total Profit in Competition Case }}{\text { Total Profit in Coordinated Case }}
$$

- Can prove Price of Anarchy $=\min _{C_{i}, c_{j}}$ Efficiency Ratio $=0.75$.



## Partial Price Differentiation

國 S. Li and J. Huang, "Price Differentiation for Communication Networks," IEEE/ACM Transactions on Networking, 2013


## Network Model

- One wireless service provider (SP)
- A set of $\mathcal{I}$ groups of users, where each group $i \in \mathcal{I}$ has
- $N_{i}$ homogenous users
- Same utility function $u_{i}\left(s_{i}\right)=\theta_{i} \ln \left(1+s_{i}\right)$
- Groups have decreasing preference coefficients: $\theta_{1}>\theta_{2}>\cdots>\theta_{\text {I }}$
- The SP's decision for each group $i$
- Admit $n_{i} \leq N_{i}$ users
- Charge a unit price $p_{i}$ (per unit of resource)
- Subject to total resource limit: $\sum_{i} n_{i} s_{i} \leq S$


## Two-Stage Stackelberg Game



- Analysis based on backward induction


## Complete Price Differentiation: Stage II

- Each (admitted) group $i$ user chooses $s_{i}$ to maximize payoff

$$
\underset{s_{i} \geq 0}{\operatorname{maximize}} \theta_{i} \ln \left(1+s_{i}\right)-p_{i} s_{i}
$$

- The unique optimal demand is

$$
s_{i}^{*}\left(p_{i}\right)=\max \left(\frac{\theta_{i}}{p_{i}}-1,0\right)=\left(\frac{\theta_{i}}{p_{i}}-1\right)^{+}
$$

## Complete Price Differentiation: Stage I

- SP performs admission control $\mathbf{n}$ and determines prices $\mathbf{p}$ :

$$
\begin{aligned}
\underset{\mathbf{n}, \mathbf{p} \geq 0, \mathbf{s} \geq 0}{\operatorname{maximize}} & \sum_{i \in \mathcal{I}} n_{i} p_{i} s_{i} \\
\text { subject to } & s_{i}=\left(\frac{\theta_{i}}{p_{i}}-1\right)^{+}, \quad i \in \mathcal{I}, \\
& n_{i} \in\left\{0, \ldots, N_{i}\right\}, \quad i \in \mathcal{I}, \\
& \sum_{i \in \mathcal{I}} n_{i} s_{i} \leq S .
\end{aligned}
$$

- The Stage II's user responses are incorporated


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& \sum_{i \in \mathcal{I}} n_{i} s_{i} \leq S .
\end{aligned}
$$

- The Stage II's user responses are incorporated
- This problem is challenging to solve due to non-convex objectives, integer variables, and coupled constraint.


## Complete Price Differentiation: Stage I

- The admission control and pricing can be decoupled
- At the unique optimal solution
- Admit all users
- Charge prices such that users perform voluntary admission control: there exists a group threshold $K^{C P}$ and $\lambda^{C p}$ with

$$
p_{i}^{*}= \begin{cases}\sqrt{\theta_{i} \lambda^{*}}, & i \leq K^{c p} ; \\ \theta_{i}, & i>K^{c p} .\end{cases}
$$

and

$$
s_{i}^{*}= \begin{cases}\sqrt{\frac{\theta_{i}}{\lambda^{*}}}-1, & i \leq K^{c p} ; \\ 0, & i>K^{c p} .\end{cases}
$$

## Complete Price Differentiation: Optimal Solution



- Effective market: includes groups receiving positive resources


## Single Pricing (No Price Differentiation)

- Problem formulation similar as the complete price differentiation case
- Key difference: change the same price $p$ to all groups
- Similar optimal solution structure
- Effective market is no larger than the complete price differentiation case


## Partial Price Differentiation

- The most general case
- SP can charge $J$ prices to $/$ groups, where $J \leq I$
- Complete price differentiation: $J=I$
- Single pricing: $J=1$
- How to divide I groups into $J$ clusters, and optimize the $J$ prices?


## Three-Level Decomposition

- Level I (Cluster Partition): partition I groups into J clusters
- Level II (Inter-Cluster Resource Allocation): allocate resources among clusters (subject to the total resource constraint)
- Level III (Intra-Cluster Pricing and Resource Allocation): optimize pricing and resource allocations within each cluster


## Three-Level Decomposition

- Level I (Cluster Partition): partition I groups into J clusters
- Level II (Inter-Cluster Resource Allocation): allocate resources among clusters (subject to the total resource constraint)
- Level III (Intra-Cluster Pricing and Resource Allocation): optimize pricing and resource allocations within each cluster
- Solving Level II and Level III together is equivalent of solving a complete price differentiation problem


## How to Perform Cluster Partition in Level I

- Naive exhaustive search leads to formidable complexity for Level I

| Groups | $I=10$ |  | $I=100$ | $I=1000$ |
| :---: | :---: | :---: | :---: | :---: |
| Clusters | $J=2$ | $J=3$ | $J=2$ | $J=2$ |
| Combinations | 511 | 9330 | $6.33825 \times 10^{29}$ | $5.35754 \times 10^{300}$ |

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- Do we need to check all partitions?


## Property of An Optimal Partition

- Will the following partition ever be optimal?



## Property of An Optimal Partition

- Will the following partition ever be optimal?

- No.


## Property of An Optimal Partition

- Will the following partition ever be optimal?

- No.
- We prove that group indices in the effective market are consecutive.


## Reduced Complexity of Cluster Partition in Level I

| Groups | $I=10$ |  | $I=100$ | $I=1000$ |
| :---: | :---: | :---: | :---: | :---: |
| Clusters | $J=2$ | $J=3$ | $J=2$ | $J=2$ |
| Combinations | 511 | 9330 | $6.33825 \times 10^{29}$ | $5.35754 \times 10^{300}$ |
| Reduced Combos | 9 | 36 | 99 | 999 |

- The search complexity reduces to polynomial in $I$.


## Relative Revenue Gain



- A total of $I=5$ groups
- Plot the relative revenue gain of price differentiation vs. total resource
- Maximum gains in the small plot
- $J=3$ is the sweet spot


## Distributed Power Control

國 J. Huang, R. Berry and M. Honig, "Distributed Interference Compensation for Wireless Networks," IEEE Journal on Selected Areas in Communications, 2006


## Wireless Power Control



- Distributed power control in wireless ad hoc networks
- Elastic applications with no SINR targets
- Want to maximize the total network performance


## Network Model



- Single-hop transmissions.
- A user $=$ a transmitter/receiver pair.
- Transmit over multiple parallel channels.
- Interferences in the same channel.
- Our discussions focus on the single channel case.


## Single Channel Communications



- A set of $\mathcal{N}=\{1, \ldots, n\}$ users.
- For each user $n \in \mathcal{N}$ :
- Power constraint: $p_{n} \in\left[P_{n}^{\min }, P_{n}^{\text {max }}\right]$.
- Received SINR (signal-to-interference plus noise ratio):

$$
\gamma_{n}=\frac{p_{n} h_{n, n}}{\sigma_{n}+\sum_{m \neq n} p_{m} h_{n, m}} .
$$

- Utility function $U_{n}\left(\gamma_{n}\right)$ : increasing, differentiable, strictly concave.


## Network Utility Maximization (NUM) Problem

## NUM

$$
\max _{\left\{P_{n}^{\min } \leq p_{n} \leq P_{n}^{\max , \forall n\}}\right.} \sum_{n} U_{n}\left(\gamma_{n}\right)
$$

- Technical Challenges:
- Coupled across users due to interferences.
- Could be non-convex in power.
- We want: efficient and distributed algorithm, with limited information exchange and fast convergence.


## Benchmark - No Information Exchange

- Each user picks power to maximize its own utility, given current interference and channel gain.
- Results in $p_{n}=P_{n}^{\max }$ for all $n$.
- Can be far from optimal.


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- Each user picks power to maximize its own utility, given current interference and channel gain.
- Results in $p_{n}=P_{n}^{\max }$ for all $n$.
- Can be far from optimal.
- We propose algorithm with limited information exchange.
- Have nice interpretation as distributed Pigovian taxation.
- Analyze its behavior using supermodular game theory.


## ADP Algorithm: Asynchronous Distributed Pricing

- Price Announcing: user $n$ announces "price" (per unit interference):

$$
\pi_{n}=\left|\frac{\partial U_{n}\left(\gamma_{n}\right)}{\partial I_{n}}\right|=\frac{\partial U_{n}\left(\gamma_{n}\right)}{\partial \gamma_{n}} \frac{\gamma_{n}^{2}}{p_{n} h_{n, n}} .
$$

- Power Updating: user $n$ updates power $p_{n}$ to maximize surplus:

$$
S_{n}=U_{n}\left(\gamma_{n}\right)-p_{n} \sum_{m \neq n} \pi_{m} h_{m, n}
$$

- Repeat two phases asynchronously across users.
- Scalable and distributed: only need to announce single price, and know limited channel gains $\left(h_{m, n}\right)$.


## ADP Algorithm

- Interpretation of prices: Pigovian taxation


## ADP Algorithm

- Interpretation of prices: Pigovian taxation
- ADP algorithm: distributed discovery of Pigovian taxes
- When does it converge?
- What does it converge to?
- Will it solve Problem NUM?
- How fast does it converge?


## Convergence

- Depends on the utility functions.


## Convergence

- Depends on the utility functions.
- Coefficient of relative Risk Aversion (CRA) of $U(\gamma)$ :

$$
C R A(\gamma)=-\frac{\gamma U^{\prime \prime}(\gamma)}{U^{\prime}(\gamma)}
$$

- larger CRA $\Rightarrow$ "more concave" $U$.


## Convergence

- Depends on the utility functions.
- Coefficient of relative Risk Aversion (CRA) of $U(\gamma)$ :

$$
C R A(\gamma)=-\frac{\gamma U^{\prime \prime}(\gamma)}{U^{\prime}(\gamma)}
$$

- larger CRA $\Rightarrow$ "more concave" $U$.
- Theorem: If each user $n$ has a positive minimum transmission power and $C R A\left(\gamma_{n}\right) \in[1,2]$, then there is a unique optimal solution of Problem 1-SC, and the ADP algorithm globally converges to it.
- Proof: relating this algorithm to a fictitious supermodular game.


## Supermodular Games

- A class of games with strategic complementaries
- Strategy sets are compact subsets of $\mathbb{R}$; and each player's pay-off $S_{n}$ has increasing differences:

$$
\frac{\partial^{2} S_{n}}{\partial x_{n} \partial x_{m}}>0, \forall n, m .
$$

- Key properties:
- A PNE exists.
- If the PNE is unique, then the asynchronous best response updates will globally converge to it.


## Convergence Speed



- 10 users, log utilities
- ADP algorithm converges much faster than a gradient-based method


## Cellular Network Upgrade

( L. Duan, J. Huang, and J. Walrand, "Economic Analysis of 4G Network Upgrade," IEEE INFOCOM, Turin, Italy, April 2013


## When To Upgrade From 3G to 4G?

- Early upgrade:
- More expensive, as cost decreases over time
- Starts with few users, hence a small initial revenue
- Late upgrade:
- Leads to a smaller market share
- Delays 4G revenues
- Need a model that
- Capture the above tradeoffs
- Consider the dynamics of users adopting 4G and switching providers
- Understand the upgrade timing between competing cellular providers


## Duopoly Model

- Two competing operators
- Initially both using 3G technology
- Operator $i$ decides to upgrade to 4G at time $T_{i}$
- Each operator wants to maximize its long-term profit
- What will be the equilibrium of $\left(T_{1}^{*}, T_{2}^{*}\right)$ ?


## Users Switching

- W.L.O.G., assume $T_{1}<T_{2}$
- Three time periods: $\left[0, T_{1}\right],\left(T_{1}, T_{2}\right]$, and $\left(T_{2}, \infty\right)$


## Users Switching

- W.L.O.G., assume $T_{1}<T_{2}$
- Three time periods: $\left[0, T_{1}\right],\left(T_{1}, T_{2}\right]$, and $\left(T_{2}, \infty\right)$
- When $t \in\left[0, T_{1}\right]$ : No user switching.


## Users Switching

- When $t \in\left(T_{1}, T_{2}\right]$ : both inter- and intra- operator user switching



## Users Switching

- When $t \in\left(T_{1}, T_{2}\right]$ : both inter- and intra- operator user switching

- When $t \in\left(T_{2}, \infty\right)$ : only intra-operator user switching



## Network Value (Revenue)

- Network value depends on the number of subscribers
- Assume that operator $i$ has $N_{i} 4 \mathrm{G}$ users, $i=1,2$
- Total 4G network value is $\left(N_{1}+N_{2}\right) \log \left(N_{1}+N_{2}\right)$
- Operator i's network value (revenue) is $N_{i} \log \left(N_{1}+N_{2}\right)$


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- Later upgrade $\Rightarrow$ take advantage of existing 4G population
- The revenue for 3G network is similar, with an coefficient $\gamma \in(0,1)$


## Revenue and Market Share



## Upgrade Cost and Time Discount

- One-time upgrade cost:
- $K$ at time $t=0$
- Discounted over time: $K \exp (-U t)$
- Revenue is also discounted over time by $\exp (-S t)$
- Earlier upgrade $\Rightarrow$ larger revenue and larger cost


## Equilibrium Timings



## Equilibrium Profits



## More Information: NCEL.ie.cuhk.edu.hk



