Announcer: Welcome to another episode of Human Potential at Work, brought to you by Ruh Global Impact. Your host is Debra Ruh, CEO of Ruh Global Impact. We now continue the conversation with Huawei Technologies company. Enjoy the Episode.

Tim Danks: Huawei is working with our partners and if we look at what we’re doing with our partners and industry and government in Europe, we’re working with them on understanding supply chain risk. Really understanding that through risk-based approaches and models where we can understand you know, what are the context. So, all of these players, all… as I said earlier, are manufacturing the same places. Buying the same components. You know, literally have you know, manufacturing facilities almost next door to each other in various different countries.

 So, how do we… how do we look at this from a pragmatic standpoint and really pull back and say, “okay. What’s the global issue here?” Because you know, this flag of origin thing that we talked about earlier…

Debra Ruh: Right.

Tim: Is really giving us a false sense of security by saying that, “if we keep these guys out, we’re good.” But it doesn’t work that way because again, we all share. And so, we really need to get to the heart of it and understand each other. And that’s developing standards for understanding the risks in you know, supply chain. That’s also potentially putting in third party certification or verification of products and solutions.

 In the old days, we could trust somebody because we were their partner for years or we trust them because of the country that their equipment is manufactured in or whatever. But those days are gone because in the global ICT global supply chain, essentially what we see is that there’s so many partners. There’s so many bits and pieces of software from so many places all of which can be let’s say, can become vulnerabilities or exploitations then we have to make sure that we’re securing our entire infrastructure from a holistic standpoint. Not just focusing on one flag or another. And that’s kind of… that’s kind of it in a nutshell.

Debra: Well, and… I have a billion questions but, I won’t throw them all at you at once. But I understand what’s being said but… so, the United States, 5G has figured out how to solve all those problems and left down on that so that the end devices aren’t going to cause problems from us? Which I know is not true. No.

Tim: No. Go ahead. No. It’s okay.

Debra: And you’ve been working for this corporation for 10 years along beside many, many other Americans. And then once again, you talked about the supply chain that includes the Americans and I… I just… it’s so confusing to me because like you said, we’re so interconnected and it’s not as if… if you could even try to unsort. Because the US corporations also are using all of these providers.

 I mean, you mentioned Eriksson and… I mean, we’re all… we’re all so imbedded and this is a good thing. We need to

Tim: Yes.

Debra: Be embedded. And Americans need jobs. And we need good jobs. And we need whopping jobs. And it’s… we’re already so intertwined and then once again just say…

Tim: The competition…

Debra: Right. Because you have a different flag. I’m sorry. Go ahead, Tim but…

Tim: No. Sorry. Sorry. I…

Debra: It doesn’t make sense to me.

Tim: Yes. I get where you’re going. I think, you know, one of the things I’d like to say is that you know, competition breathes innovation.

Debra: Yes.

Tim: It breathes you know, cause competitiveness. It breathes… you know, the entire tech industry is based and built on competition. And you know, saying that we’re not able to compete so let’s block somebody or ban somebody just doesn’t make any sense.

 I mean, in fact, as you’ve probably heard, our founder’s extended to license our entire 5G stock to an American company if there’s a you know, interest out there. Meaning that, we’re actually trying to create another competitor. Which doesn’t make… it doesn’t seem to make a lot of sense but, in the big picture, if you look at Huawei, Huawei rarely takes… it’s aggressive. It’s so aggressive to try and take an entire market share in a particular country or in a particular area because we believe in sharing in that competition, in that innovation because it makes everyone stronger.

Debra: Yes. I’ve heard him speak. I was actually was in China last week and I was at the event in Ren, the CEO and founder of Huawei was speaking in. He had a gentleman from Singapore and there was another gentleman from Germany and then of course, I love diversity.

 So, he had one of the executives that was a woman and she was speaking too. And I think she was in the security. And I loved what Ren said about the United States. He… I just… you know, at heart… just part of my DNA.

 I am an American. I really am proud to be an American but, a global citizen too. And he… I’ve read a lot of his books. I’ve really done my homework and he really admire America. The American ingenuity, oh, I can’t say it. He…

 I was talking to one of the Americans that worked there for a long time and he said that when he first went to… He went to training. The first training, he was so surprised at how pro American they were and he’s like, “uhm. Are they doing all these just because I’m in the class? Because I’m an American.” And they said, “no. Ren really, really appreciates and values what the United States has done and who they are.” And he was thanking on stage his American partners.

 And I will also say this Tim, maybe you can address all of these and I apologize for throwing… I always throw so much at you but, he also… we also are noticing that Microsoft has stood up and said, “no. No. No. We don’t want to do this.” And Google is supporting Huawei. And I know Bill Gates talked about it.

 So, you have a lot of American corporations that are saying, “no. We don’t want… no. no. no. We don’t want to go down this path.” This is a dangerous path for all of us because if we do this, if we do this to Huawei and other Chinese company, this is going to hurt America. And then other countries could say, “well. If they’re going to close their boarders; we’re closing our boarders too.” This is going to hurt everybody and these… we’re all global companies.

Tim: Right. Right. And I think there is a great concern that what’s happening right now could result in a… in two systems or two internet or decoupling of the global tech industry. And I don’t think that that’s a positive thing for anybody.

Debra: Right.

Tim: In fact, more… it’s more likely very negative for the entire globe. In fact, I don’t think that every country is going to necessarily fall where one or everybody thinks they may fall. And that’s another question you know.

 If we look at Europe, Europe is very torn. They want to take a risk-based pragmatic approach and so far, they’re pretty much allowing us in and I think that’s… you know, we’ve been there for a long time. We’re trusted and we… you know, we haven’t had a security incident in 30 years of our operations.

 And so, you know, it’s… we have the proof. We have the thing but, on the other aspects, we have to look at you know, how is this going to affect the global economy. The global tech industry on a long-term basis. If we look at you know, segregated internet, you know, what does that mean? I don’t even think we can… we can even consider or understand what those implications could be down you know, 10 years from now.

Debra: Yes. It’s really frightening to see this happening. And who’s going to lose? A lot of people are going to lose. Including people that are already disenfranchised. And I know that you all done some really… once again, Huawei seems to go into the areas that nobody else wants because it’s rural and there’s not enough populous. You’re not going to make a lot of money doing it but, we all need access to the Wi-Fi. Technology has changed…

Tim: Right.

Debra: Everything for us.

Tim: Right.

Debra: We all need access and we need good access. I know in my neighborhood, once again, just 25-minute drive to the capital of Virginia, one of the wealthiest states in the United States. You know, we boarder DC. And we… it is hurting our property values out here.

Tim: Right.

Debra: Our houses are not selling. It has hurt our property values and we’re like yelling at our politicians because it’s hurting our property values that we don’t have access to the internet.

Tim: Right.

Debra: I mean, I wish I have 4G. I pray for 4G. I barely get 3G most days.

Tim: Right.

Debra: And it’s… and I’m proud to be… Verizon is my provider and I like Verizon. But Verizon says that they don’t… it’s not all the way across the United States, they’re still pockets. And they said, “Debra. You’re like in this little… this little hill or…” I don’t know, “this little block spot.”

Tim: Yes.

Debra: Just because of the topography, I guess. Once again, I don’t understand this much.

Tim: There’s a variety of… there’s a variety of reasons that the larger players don’t go into rural areas. There’s cost. Very expensive.

 You also have to understand you know, how to navigate those areas. There’s environmental considerations. There’s a variety of different things. And then of course, from a subscriber perspective.

 I mean, the revenue, the revenue streams are not nearly as liquid. So, a lot of times they rely on these rural providers to you know, cover them and… you know, you roam with the various different companies. Well, Huawei’s, because of our experience in the rural China, we’ve been able to bring that as we said earlier, Belice and developing countries but also, to rural America.

 Where our products are scalable. Our solutions are flexible. Our services are flexible so that we can adapt to find the right price points and the right needs to support these rural American operators.

 Basically, you know, working with them instead of just saying you know, “here’s the solution that we offer. You know, take it or leave it.” We offer flexible solutions that work with their budgets and their time constraints. Whether it’s a… time constraints are not necessarily you know, short time constraints.

 Often times, it’s a long time to do a small project. It takes a long time because they can only access certain sites per part of the year. Or they can only you know, climb towers for part of the year because the wind is so strong.

 You know, the thing is that we’ve been adaptable. And that’s part of because of where we came from originally but also, understanding… from understanding the needs of these rural and being so customer focused. I mean, everything that is done in Huawei is driven focused on the customer and that’s the most important thing. I think we’ve spent a lot of time making sure that we find the right solutions for our customers. So.

Debra: I know. And I know that there’s… I saw a commercial that you did from the rural area in Pennsylvania and it just… it just touched my heart every time I see the commercial. It really touches my heart because Pennsylvania is my neighboring state. I think that there’s a lot of misunderstanding from Americans that… Huawei once again is part of the American system.

 They have American partners. They have American employees. They’re supporting the rural areas in America. It’s not just in other countries.

 You have a really cool program that you did to bring the… to bring Wi-Fi to northern Canada which is really cool But, it’s just really impressive. Huawei seems to want to help the people that nobody else wants to help because it’s not liquid or even profitable enough for them and yet…

Tim: Yes.

Debra: Huawei is doing it. And aren’t doing it just as a promotion; they have been doing it since the beginning. And also, I want to say, one thing that I also thought was interesting is that as large as Huawei is, they have a hundred thousand employees. Now, just as a reference point, I have customers…

Tim: It’s 190,000 employees.

Debra: A 190,000. So, almost 200 but, I work with a lot of other corporations that have 465,000 and 500 and so I thought, how can you be accomplishing all of these with so few employees? And I keep hearing the same word over and over and over again and I have really met a lot of Huawei team members and done a lot of presentations. It’s about partners. Partners.

Tim: Partners. Absolutely. Huawei believes in partners. We believe in the global supply chain. That’s why we’re… you know, we have global supply from the US. We have them from Europe. We have from all different countries around the globe. And it’s key to work with partners.

 You know, Huawei has primarily developed over the years organically. We haven’t done a lot of mergers and acquisitions. We’ve done a few here and there but, pretty small in comparison to some of the other companies or some of our other competitors.

 So, it’s very organic. So, our culture has continue to evolve from a grassroots level but, you have to bring… you have to have partners and the external ecosystems to really leverage and to be competitive in this space. And it doesn’t mean always you know, just buying the partners or just buying technology and incorporating it because to some degree, innovation dies a little bit sometimes when you try and merge some company into a larger company.

 So, we need to… you know, we believe in promoting the small guy and promoting our partners big or small and working with them. If you look at some… you know, you talked about Google for example. Huawei has been… you know, initially, when we’re in the early days of developing our first smart phones, we were just a buyer of licenses. But today and over the years, we’ve been key contributor to developing and evolving the android platform with Google. Not just being a you know, we buy from them supplier but, a partner relationship where we’re supporting and providing feedback and input in improvements to the entire ecosystem.

 So, it’s these kinds of things and these kinds of partnerships that helped bring tech for good to everyone and be able to connect you know the three billion plus people that we connect on a daily basis across the globe. So.

Debra: Which is amazing. Three billion. And I know that when I was in China, the first time I went to Shanghai, I was talking to a couple of your product developers and one of the gentlemen, thank goodness spoke perfect English. I’m so bad, I can only speak English. And the other gentleman he spoke a little bit of English but, the one gentleman was translating back and forth. And at one point I was asking about accessibility. Because we really are very concerned of everybody getting access to the internet including people with disabilities that are often disenfranchised and other disenfranchised people like refugees and things like that.

 And so, I was asking about the accessibility efforts that Huawei had made. And I was asking different questions and it got to a point where there was confusion. I could tell there was confusion but, I couldn’t figure out where the confusion was with the question I’d asked. And I didn’t know if it was because I don’t speak Chinese.

 And finally, what it was was, they were confused about the question I was asking because I was asking about accessibility. Making sure everybody was included and they said, “but, we have… you know, there’s one billion four hundred million plus people in China and we need everybody in China for example to be included and we want everybody in the world to be included. So, why would you leave anybody else?” They didn’t even understand my question.

Tim: Right. They didn’t understand the differentiation.

Debra: What?

Tim: Yes.

Debra: And I’m like, “but, I deal with companies all the time that are like, ‘oh. it’s too hard to include people with disabilities Debra. It’s too hard.’” And it makes me furious and I…

Tim: Yes.

Debra: Try to be, “be calm. Be calm. Be calm.” And here is this company that’s like, “well, why would we… we’re not going to leave anybody out, Debra. This is why we made…” Huawei has always been about including people that nobody else wanted to include. And that’s rural people.

 You know, nobody wants to include us because I can’t make enough money. And that is just my reality in the United States and many, many others…

Tim: Right.

Debra: And so, Huawei’s entire existence has been about making sure that people who are not being included were being included. So, I was fascinated with that. And I’ve talked to so many Americans about it and they’re like, “I know. Why are we leaving anybody out?”

Tim: Right.

Debra: So, once again, we’re connected as a world. And it is going to hurt the entire world if we keep bullying. The United States Bullies corporations like Huawei. Which is once again already American because we have Americans working for Huawei. We have partners. We are benefiting from the rural activities we’re making.

Tim: Absolutely.

Debra: They… Huawei… and I think this is why some people are mad is because Huawei, they just are being a little bit too good. And so, they figured out how to do 5G in a way that’s more affordable. And you can take it into places. I’m amazed by the pole and stuff that you’re… that…

Tim: Yes.

Debra: And once again, don’t know all the black magic you all do. That anybody does with 5G. But it is so impressive to see you know, what you did in Pennsylvania and what you’re doing in you know, Canada. Where nobody is going to go to the deep north of Canada to put in Wi-Fi but, Huawei did.

Tim: Right.

Announcer: Thank you for listening to this episode of Human Potential at Work. Join us as the conversation continues in the next episode.