Tech show branding sequence begins with montage of colorful graphics interspersed with closeups of circuit boards and hardware tools. Cut to a digital clock on a desk as it strikes midnight.

Transition to a residential garage door with the words Lenovo Late Night I.T. prominently displayed.

The garage door opens to reveal an open workspace with a relaxed environment. Show host Baratunde Thurston and his guests Stephanie Atkinson and Satya Jayadev sit at a large wooden bench in the middle of the garage. Cut to a closeup of host Baratunde Thurston speaking. The shot pans out as he turns towards his guests.

Baratunde Thurston (00:10):

Hello, people. Welcome back to Lenovo Late Night I.T., where insiders share stories straight from the trenches and by trenches, I mean cubicles and coworking spaces, maybe your backyard with a virtual background. I'm your host Baratunde Thurston and today's episode is all about edge computing. We're going to ask such important questions like, "What is edge computing?" and then deep follow ups like, "Yo seriously, what's edge computing?"

Here to help us is Stephanie Atkinson for founder and CEO of Compass Intelligence, a leading tech advisory and market research firm. For more than 20 years, Stephanie's offered strategic insights, market intelligence, and industry forecasting to tech companies, execs, and government leaders all across the globe.

Also joining us in the garage is Satya Jayadev, a senior IT executive and CIO at Skyworks Solutions, a company that manufactures state-of-the-art semiconductors. He's also a huge fan of standup comedy and is a regular at comedy clubs, so if he doesn't laugh at my jokes, you know what's up. Hello, Satya. Hello, Stephanie. Welcome to the table.

Stephanie Atkinson (01:20):

Hi. How are you?

Baratunde Thurston (01:21):

I'm good. How are you?

Stephanie Atkinson (01:21):

Very well.

Baratunde Thurston (01:23):

Satya, how are you?

Satya Jayadev (01:24):

So far, so good.

Baratunde Thurston (01:25):

So far, so good. Well, since you're so good, I'm going to start with you. What's edge computing?

Satya Jayadev (01:30):

Well, edge computing is actually computing that happens at the place where the action happens. Like your phone. When you look at your phone, it actually opens up your phone and action happens right there on the phone. That's an example of an edge computing device.

Stephanie Atkinson (01:45):

Most of those in the industry, we think about cloud versus edge and that's really the conversation that's been taking place. Cloud, you're sending that data far away. Well, edge is okay, we're going to take all of this great software and hardware, we're going to bring it as close as we can to the data collection point.

Baratunde Thurston (02:01):

Where the action happens.

Stephanie Atkinson (02:02):

Instead of moving, yeah. Yes.

Baratunde Thurston (02:04):

So give me one or two examples of edge computing at work.

Stephanie Atkinson (02:08):

Okay. I think the biggest one that a lot of those in the industry are really talking about is in the manufacturing facility. We're on a factory floor, right? We now have an outage, what are we going to do? We need real time, actionable intelligence. We've all had this history of leveraging cloud technology which doesn't really give us that real time. It's really all about real time information.

Satya Jayadev (02:32):

You could see how those edge devices could be sending a lot of data for analytics, right? But those devices have to be smart enough to also make some judgment calls. Let's say you're manufacturing these cups.

Baratunde Thurston (02:42):

Okay.

Satya Jayadev (02:43):

And one of these is faulty. I'm not going to be sending this data to the cloud and bring it back in by the time that that cup is gone. So I'm going to go make a judgment call there and say, "That's got to go out." The amount of artificial intelligence that's built into these compute devices is just phenomenal.

Baratunde Thurston (02:58):

Edge, cloud. Stephanie, is fog the new cloud?

Stephanie Atkinson (03:03):

We're going to have solutions that require some things to be pushed out to the cloud and some things are going to be in between, which is the fog. Then there's all these hybrid solutions that...

Baratunde Thurston (03:13):
Wait, fog is a real thing? I was joking.

Stephanie Atkinson (03:15):
Oh no, no.

Satya Jayadev (03:15):
It is real.

Stephanie Atkinson (03:16):
Fog computing is an actual term...

Satya Jayadev (03:18):
It is real.

Stephanie Atkinson (03:18):
...in our industry.

Baratunde Thurston (03:20):
I'm not signing up for that.

Stephanie Atkinson (03:21):
All right, you name it.

Baratunde Thurston (03:23):
I just got used to cloud computing and now we're fog computing?

Stephanie Atkinson (03:25):
Yes.

Baratunde Thurston (03:26):
What's next? Mist computing.

Stephanie Atkinson (03:27):
Mist.

Baratunde Thurston (03:28):
Wait, is mist...

Stephanie Atkinson (03:29):
Cloudy.

Baratunde Thurston (03:29):

...a real thing?

Stephanie Atkinson (03:29):

No.

Baratunde Thurston (03:30):

Okay, thank you. I found the edge of the joke.

Stephanie Atkinson (03:32):

Partial cloudy today.

Baratunde Thurston (03:35):

What industries do you think are best suited to benefit from edge computing? What do you see?

Stephanie Atkinson (03:41):

For me, the edge in edge computing first and foremost is going to kick off, it's taking off in the industrial sector.

Baratunde Thurston (03:48):

Okay.

Stephanie Atkinson (03:48):

To have visibility into our operations. So think about oil and energy, you think about manufacturing, industrial distributors, those guys that are really moving the supply chain. That's where a lot of the hub is, but some exciting and new opportunities in healthcare and medical.

Baratunde Thurston (04:05):

Okay.

Stephanie Atkinson (04:05):

When we think about remote patient care, we can't send that to the cloud. We have information that could be life threatening or very critical for disease management. But again, you think about what's happening. Is it critical? Is it real time intelligence that I need? How important is the information? How often am I pinging that data? What do I need to do with the data?

Baratunde Thurston (04:05):

Yeah.

Stephanie Atkinson (04:31):

Then who should be alerted? Like you said, which is really cool when you have artificial intelligent machine learning and all these new algorithms is that particular hardware, software is actually making a decision and acting on it...

Satya Jayadev (04:45):

Yeah.

Stephanie Atkinson (04:46):

...without human intervention. That's the cool thing.

Baratunde Thurston (04:49):

I want to rewind and just get your take, Satya, on whether you see it from an industry basis or sets of activities, where is edge computing most useful right now?

Satya Jayadev (04:59):

We are already experiencing edge computing. Even at home, just turn off your wifi and see how many devices you can't access.

Baratunde Thurston (05:06):

I will never do that. I will never do that.

Satya Jayadev (05:07):

Exactly. You cannot access your thermostat. You can't access your refrigerator. You can't access a lot of things or you can access them, but you can't remotely monitor them. You can't look at your cameras.

Baratunde Thurston (05:18):

Yeah.

Satya Jayadev (05:18):

Edge computing is starting to rule even our own homes. So from a workplace perspective, it's like, think about these in a critical valve that are controlling some processes. How would you monitor them?

Baratunde Thurston (05:31):

Yeah.

Satya Jayadev (05:31):

Those things are now having a lot of edge devices. Again, at some point they will be edge computing devices.

Baratunde Thurston (05:37):

I'm hearing a lot of talk about decisions being distributed to the edge.

Satya Jayadev (05:41):

Right.

Baratunde Thurston (05:42):

Monitoring and I'm hearing that overlap with language like, "Critical, life-threatening, lifesaving." So how do you think about not just the balance between edge and cloud, but between device made decisions and human?

Stephanie Atkinson (05:58):

Things have happened these past two years that have really disrupted the way we work but not only that we're leaning more on technology because we don't have everyone where they used to be, which was in the office where all of our operations are, where the assets are. That shift means that some people will need to be re-skilled, retrained, and moved into other positions, but those positions are going to be there. In many cases it might be that they're actually managing some of the edge solutions and technology and things that are happening because we need people, and what we need is we need analytical thinkers, people that can think about the business and what's important to the business, the bottom line, but also have a technology understanding. You don't need to know about all the widgets and the I's and O's, you don't need to have all of that, but if you understand technology and the importance of it to the business and how it really supports the operations, I think that's what we're needing.

Satya Jayadev (06:58):

Driving sometimes is a very mundane job. You're sitting, you're looking at the road, and you're driving for miles and hours together. To me, they're trying to focus humans towards more of a knowledgebase in a role. Anything that is more mundane, anything that is just driven by a force of habit will be changed to machines doing that. I really don't know why people need an autonomous car because I'm very scared of doing that. When my car makes its own turn, I'm like, "Okay, I have to be very careful with this."

Baratunde Thurston (07:33):

I thought I was the driver.

Satya Jayadev (07:34):

Exactly.

Baratunde Thurston (07:35):

What's the point of this license?

Satya Jayadev (07:36):

Right. I think we are seeing a shift in the way that things are happening around, and this shift is coming so fast that it's actually exponential.

I also heard about the smart pacemakers. Can actually send information to the doctors and the doctors can monitor you from wherever you are.

Stephanie Atkinson (07:36):

Right.

Satya Jayadev (07:52):

You are basically in an ICU unit day in, day out for 24/7, 365 days a year. That's phenomenal. That's great. But what if it sends you wrong information? What it it's supposed to do something? That's scary. But that's as scary as sitting in an autonomous car and letting the car drive you off the cliff or whatever. I think that's why ...

It's also cultural. My son is fine with that. He's like, "That's what the car is supposed to do. Let it go." That generation is now getting to this. They're going to be more trustworthy of those systems. They're going to be more trusting these systems to make those decisions. As things change, I think, as culturally, as we bring in that attitude, we're going to see a lot of things that's going to be autonomous.

Baratunde Thurston (08:31):

Yeah. That was the gentlest way to communicate the robot takeover. Cognitive abilities are going to shift between us and those robots. They trained you well, that's good. Way to work for the robots.

Satya Jayadev (08:44):

Right.

Stephanie Atkinson (08:45):

Well, I wanted to add to that because this is ... I think about, you asked the question around, why do we need our car to drive itself? It's not just about that.

Baratunde Thurston (08:45):

Okay.

Stephanie Atkinson (08:54):

So, it's very important, one of the biggest problems that major cities have is traffic.

Satya Jayadev (08:59):

And the road rage and the fighting.

Stephanie Atkinson (09:01):

All of that.

Satya Jayadev (09:02):

Yes.

Stephanie Atkinson (09:03):

Maybe they're delivering a heart transplant, a heart itself, and they need to be routed right through. There are a lot of moving factors outside so when we think about that autonomous vehicle, and then the rest of the city outfitted with different sensor systems, lighting, the traffic management, all of those things are going to be working in conjunction with each other.

Baratunde Thurston (09:24):

We're building something very complex. Humans are complex, we have a network of people making decisions every day about traffic or routing or medical decisions. But the idea that we would multiply the participants in that set of decisions by 10 or 100, all these devices now weighing in, how do you coordinate that level of networked decision making across all these intelligent edge devices?

Satya Jayadev (09:47):

It's just a matter of managing the need, the purpose in all of these edge devices that we have. Even at home, you got eight cameras, but you got one app now. The sophistication of systems are also moving along with these other devices too, so you've got all of that. The intent is to make it simple enough that you don't have to see the backend of it. The whole concept of edge devices is going towards that direction.

Baratunde Thurston (10:15):

Okay.

Satya Jayadev (10:16):

One example I can also give you is now they're actually looking at the prospect of doing surgeries remotely. You have a robot that's at the operating table and the doctor is actually putting on his augmented reality, I don't know, handsets or whatever it is.

Baratunde Thurston (10:33):

So he's far enough away that if he messes up, you can't smack him.

Satya Jayadev (10:37):

Well, you can't smack him anyway, you're on anesthesia.

Baratunde Thurston (10:39):

Right, right. Yes, of course.

Satya Jayadev (10:42):

The surgery is being operated that way, but my fear, again, I have a lot of fear with this. My fear is what if you have a disruption in your 5G network, or if you have a disruption in your cloud connection. What happens to that?

Baratunde Thurston (10:57):

Well, we're going to save more of this conversation, but I want to take a little break and do something weird and fun. Are you with me?

Stephanie Atkinson (11:02):

Uh-oh. Yeah.

Baratunde Thurston (11:05):

Here at Lenovo Late Night I.T., we think tech experts could stand to be a little better at explaining their work to the public, so we created a segment that challenges our guests to describe what they do for a living in simple terms that anybody can understand. You're going to explain your jobs to each other as if you were on a first date. You'll each have 20 seconds to impress them and if they like what they hear, you win a second date? It's time for Date Night IT.

Are y'all ready to play?

Stephanie Atkinson (11:37):

Oh my gosh, yes.

Baratunde Thurston (11:38):

Who wants to go first?

Satya Jayadev (11:40):

Ladies first.

Baratunde Thurston (11:40):

Oh.

Stephanie Atkinson (11:42):

Oh.

Baratunde Thurston (11:42):

All right, so Stephanie, you heard the assignment. In roughly 20 seconds, there's no timer. Just explain to Satya here what you do in a way that he could understand on the first date and try to secure a second one. Go for it.

Stephanie Atkinson (11:53):

I open up my computer and I do Google searches. I look at company websites and I tell companies what they need to do to make money, to do better.

Satya Jayadev (12:06):

Okay.

Stephanie Atkinson (12:07):

To save money, to be more efficient, to be more productive.

Satya Jayadev (12:13):

And then?

Stephanie Atkinson (12:14):

And then they pay me for it.

Satya Jayadev (12:17):

You look at people's watches and tell them the time?

Stephanie Atkinson (12:20):

Pretty much.

Baratunde Thurston (12:21):

Well, that's a good business. I like that.

Satya Jayadev (12:24):

Okay.

Stephanie Atkinson (12:24):

It's time for this, it's time for that. Don't do this, do this.

Baratunde Thurston (12:28):

That was you shooting your shot? I just have some outside observation. I like that you simplified, "I Google companies," and then escalate it quickly to, "I tell them what to do and how to make more money." That was kind of a boss transition there. Satya, how did you feel about Stephanie's opening first date lines?

Satya Jayadev (12:28):

I think the first part was good.

Baratunde Thurston (12:28):

Okay.

Satya Jayadev (12:46):

I lost a little bit on the second part when you started off with numbers and being late night, it makes you a little drowsy.

Baratunde Thurston (12:54):

Okay. Okay.

Satya Jayadev (12:55):

But that's ...

Stephanie Atkinson (12:56):

That's where the coffee comes in.

Satya Jayadev (12:56):

That's right.

Baratunde Thurston (12:57):

That's where the coffee comes in.

Satya Jayadev (12:58):

Yeah.

Baratunde Thurston (12:58):

All right. So we assessed that we're not going to make a decision about the second date yet. Satya, shoot your shot.

Satya Jayadev (13:03):

All right. I'm going to phrase it nicely. My job is to be the demystifying officer for my leadership team so I can explain to them what tech technologies mean to the business. On the other side, my job is to inspire my team. I have to take the role of a demystifying officer here, and a chief inspiring officer and that's a real explanation for a CIO, is a chief inspiration officer so I have to do both in one go.

Baratunde Thurston (13:33):

That's some pretty sweet game right there. You're inventing titles over here, demystifying officer, never heard of that one. The chief inspiration officer?

Satya Jayadev (13:41):

I gave that title to myself.

Baratunde Thurston (13:43):

If you don't want the second date, Stephanie, I might take you up on it. What did you think, though? This isn't about me yet.

Stephanie Atkinson (13:43):

Well, it's...

Satya Jayadev (13:48):

She didn't yawn, so that's a good thing.

Stephanie Atkinson (13:49):

Well, I actually know way too much about your industry and your role.

Baratunde Thurston (13:53):

Would you do a date night too, based on this interaction?

Satya Jayadev (13:56):

Sure, yeah. I should just show up. Yeah.

Stephanie Atkinson (13:58):

I'll give him a rose. Do I give him a rose?

Baratunde Thurston (14:01):

There you go. All right and now we're switching metaphors. I love it. Well, thank you for playing Date Night I.T. here with us and letting it get a little awkward and a lot of fun.

Satya Jayadev (14:09):

Thank you.

Baratunde Thurston (14:10):

All right, we're coming back here with Satya and Stephanie talking about edge computing and I want to focus on the computing part because the idea of remote monitoring from the edge, from a distance makes a ton of sense. But when I think about computing in the edge, I think about the supercomputer in my pocket and all the processing power that's in there now versus the first cell phone I ever had. My first cell phone could definitely not unlock with my face.

Satya Jayadev (14:36):

Right.

Baratunde Thurston (14:37):

You mentioned this example earlier. What are the implications of, or what are some other examples of computing at the edge in these devices that don't just listen, but act?

Satya Jayadev (14:46):

Right. It comes down to the business value. Edge AI is actually kind of driving all of that. As machine learning increases over time, so does the power of your AI and the cognitive skills that we spoke about, it's just amazing in terms of how those positions are being made and not just in the manufacturing industry, that also happens in the retail industry and in the healthcare industry too.

Baratunde Thurston (15:09):

Yeah.

Satya Jayadev (15:10):

But they're not there in the full spectrum that we would like to see them, but I get a feeling as these workloads are being transferred from these edge servers or from the fog service more to these edge devices, you're going to see the power of these devices grow astronomically over a period of time.

Baratunde Thurston (15:30):

What's your advice for, or what's your observations of even, how the role of CIO changes with the rise of edge computing?

Stephanie Atkinson (15:38):

That's a great question. I think one of the things that we've seen over the past two, three years, we were talking about IT versus OT is decisions.

Baratunde Thurston (15:46):

Oh, translation. OT?

Stephanie Atkinson (15:48):

Information technology, IT, OT, operational technology.

Baratunde Thurston (15:51):

Operational technology, okay.

Stephanie Atkinson (15:52):

If you rewind it back five years ago, technology decisions were always being made by IT and now, well, in some cases you have departments or department leads or business managers that are going out and buying technology on their own that causes friction with IT, but I think that more and more CIOs are now embracing that, so that we've seen that shift now and they realize that technology is such an integral part of the entire business. It's not just okay technology for the end user or for our workers or for our network itself. It's important for all of the things that we're doing across our operations, all the way to the customer experience. That's a shift. Kind of like an ecosystem, what's happening across my entire spectrum and then who are the stakeholders? What are some of the issues and challenges? Then what information could we gather and act on that is critical, important, cost saving, saves on our production line, all of those different things. Then we think about, we cannot forget the customer.

Baratunde Thurston (17:00):

Satya, what have you seen in terms of how the CIO role is changing, and any advice you'd have based in this transition?

Satya Jayadev (17:06):

On a funny note, I chose this path, sometimes I feel I should have just taught history. Nothing changes, the same old thing every day. But I think it is very interesting. When I started my career, we had to be more tech savvy, and maybe not as much business savviness, but then things have changed so much. Now a CIO should be a business leader first and then a tech leader next. Then the role that I'm also donning too, I have different cloaks that I have to wear from time to time.

Baratunde Thurston (17:36):

Are you a wizard?

Stephanie Atkinson (17:37):

Yes, yeah.

Satya Jayadev (17:39):

Sort of a wizard, but then, so I have to be the demystifying officer to my leadership team. I have to go and tell them, "What does this technology do for us? What does AI do for us? What does blockchain do for us?" When you have to sell the technology, you got to sell the technology with the business value. Selling a technology for the sake of selling it is not going to help, like these edge devices. Sometimes you've got to go see these devices in action. When these vendors reach out to me, the first thing I tell them is, "Can you show me a demo of this?" I want to go to a factory floor, and I want to see these devices in action so I can assimilate how this can help my company, so I can put on that business cloak and say, "As a business leader, what is this trying to solve?" I am happy that I'll probably retire in about 10 years' time, but then I don't know how this is going to go forward. I don't think the role of a CIO will exist as much. It might become as chief information business officer or something like that, because the CIO should have a good amount of businessman in his mind to say, "How is this technology going to help me out?"

Baratunde Thurston (18:41):

Yeah.

Satya Jayadev (18:41):

It's great, blockchain is great. Edge computing is fantastic, but how is edge computing going to help me? By the time we actually think about it, edge computing has gone up a few more notches.

Stephanie Atkinson (18:50):

Right.

Satya Jayadev (18:51):

It's becoming a very difficult world and my advice to the CIOs is that always keep an eye on the business. See what is helping the businesses out, see what you can try to do to help solve their issues, but don't bring in technology for the sake of bringing in it.

Baratunde Thurston (19:05):

It's almost like the decision making about technology in a business is shifting to the edge.

Satya Jayadev (19:11):

I like that.

Stephanie Atkinson (19:12):

Seriously.

Baratunde Thurston (19:12):

Boom.

Stephanie Atkinson (19:13):

Seriously.

Baratunde Thurston (19:13):

You're welcome.

Stephanie Atkinson (19:14):

Yep.

Baratunde Thurston (19:15):

[crosstalk 00:19:15] That's why I'm here.

We shifted a lot of our economic activity because of COVID. People sold off assets as businesses, they laid people off, they shuttered factories, and then a bunch of us out at the edge ordered a whole bunch of stuff we weren't used to ordering so we shifted demand, now we're coming back, and then we open, and we close. What's the relationship between that level of chaos and the supply chain and any application of edge computing that might help manage that chaos?

Stephanie Atkinson (19:41):

Okay, so when I think about internet of things, there are two core applications or solution areas that are so important and edge is critical as part of that, and that is asset tracking and monitoring, and fleet tracking and monitoring. When you think about supply chain, that's the core.

Baratunde Thurston (19:41):

That's the whole game, yeah.

Stephanie Atkinson (19:58):

That is the core and that's, when am I going to get my product? Where is it? You need to know where all of those assets are and where your fleet or your trucks are, or your shipping containers are. If it's cold products, supermarket goods, if that temperature drops below a certain temperature the information on the asset and the information of the shipping container, those are real time pieces of information that are so critical.

Satya Jayadev (20:24):

The whole supply chain has changed. From a pandemic perspective people are starting to use more of their laptops, more of the gaming systems, more of ...

Baratunde Thurston (20:31):

More ring lights.

Satya Jayadev (20:32):

Yeah, exactly. There is more pressure on the manufacturing space to make sure that they actually get it done right the first time. Automation is going to be very important in those areas and I think edge comes into play into many different areas. 75% of the world's data is coming out from these edge devices, so it's becoming more and more important that these edge devices will start making a revolution. They're already started to create a revolution among different industries, and it is going to increase over time.

Baratunde Thurston (21:03):

I'm hearing complexity. Management, purchasing decisions, make versus buy decisions for a company out there, and managing ecosystems rather than silos, in terms of the business. This is happening so fast. You're trying to get out of the business in 10 years. What do you know?

Satya Jayadev (21:23):

I think it's all coming down to how do we manage all of this? The ecosystems that Stephanie mentioned, how do you manage all of that from a security perspective? That to me is the biggest thing on my mind. As we inundate all of our environments with these devices, how do you manage that? How do you look at the security aspects of it? How do you make sure that somebody's not hacking into your cameras and looking at your living room or your front door?

Baratunde Thurston (21:48):

Your baby monitor, right.

Satya Jayadev (21:49):

Exactly. Now you shift that towards work and how you make sure that the products that you're making and the decisions that are being made by these edge devices are in fact true? Are in fact right and it's not being manipulated, it's not being tampered with? The role of security in any organization is going to go up by multiple notches, not just from a purely business perspective, but also from an operational technology perspective, IT, OT, the line between IT and OT is now so blurred. As that line gets more and more blurry, the intent for us is to make sure that we have security as paramount to all of the things that we do.

Baratunde Thurston (22:25):

I want to talk more about the CIO role and anyone managing technology in a business. How does edge computing affect their infrastructure choices around data centers? How does it affect their relationship with their vendors with a more complex set of technologies, like edge computing and edge devices?

Satya Jayadev (22:43):

I think like I said, we are almost looking at it as a turnkey operation. When somebody's coming to me and selling me the worthiness of a product that is going to be helping me to improve my throughput or my output within my own processes, then I would want to know what makes it stick out in a way where I'm not impeding the operationalizing of that with my decisions that I have. I may have a preference to a particular cloud or a particular infrastructure environment, but I want to make sure that that decision is not coming in there because today is an age of multi-cloud and multi-networked, multi-infrastructure vendors that are in my premise. The conversation is more shifting towards, "Give me a turnkey solution and I'm going to be focusing more on the functionality of that solution, rather than the technical aspects of that." I'm not interested in the back end of it, I'm more interested in what is it going to do to help me?

Baratunde Thurston (22:43):

Yeah.

Satya Jayadev (23:42):

How can I make that solution more and more employee friendly or more business friendly for me? That's why the CIOs are not thinking technology these days, they're thinking business and they're thinking business value. They're bringing in a lot of different providers with a lot of different solutions and at the end of the day, it's all integrated into one system and that's what matters to me. How I deliver my technology to my end customers is what matters to me at that point.

Baratunde Thurston (24:07):

It seems like a different world from back in the day where you had one provider to rule them all.

Satya Jayadev (24:12):

Exactly.

Stephanie Atkinson (24:12):

You're right about the one vendor and what's happening with a lot of the edge solutions that are out there is that they are partnering with other vendors to make it happen. In general, an enterprise will really, they still want one throat to choke, it's a common term that we say in the industry.

Baratunde Thurston (24:33):

That's very violent. I didn't expect that from the IT industry. I just need somebody to murder. That's what I really want.

Stephanie Atkinson (24:39):

One person.

Baratunde Thurston (24:40):

Who do I murder when this all goes wrong? Okay, good.

Stephanie Atkinson (24:43):

Do they need to bring in systems integrator, a consultant, maybe a different hardware, or just to make it happen? Like you said, the enterprise, they don't want it to be complex. They want to simplify the contract, the service level agreements, and the relationship itself.

Baratunde Thurston (24:43):

Yeah. Just, oh, go ahead.

Satya Jayadev (25:04):

No, and it's just that you don't want to have one vendor for everything because you want to make sure that you kind of spread your risk too. If that one vendor fails, everything fails.

Baratunde Thurston (25:13):

Right.

Satya Jayadev (25:14):

So you want to make sure that partner that you are engaging with has a good amount of redundancy in terms of what they do and we also kind of mix it up to make sure that it's not one thing going down that brings everything down.

Baratunde Thurston (25:27):

Yeah.

Satya Jayadev (25:27):

That's the intent of it.

Baratunde Thurston (25:30):

I just want to be very clear here. If you have been unsatisfied with your experience here on Late Night I.T., Satya is the throat to choke.

Stephanie Atkinson (25:39):

I'm calling HR.

Baratunde Thurston (25:39):

His throat is closer.

Satya Jayadev (25:41):

Maybe I need to sit over here.

Baratunde Thurston (25:45):

That's it for tonight. Thanks to our guests, Stephanie Atkinson and Satya Jayadev, and thanks to all of you for hanging with us on Lenovo Late Night I.T. Until next time, I'm Baratunde Thurston reminding you that IT never sleeps. And I meant to say it creepy like that.