

0412 | (Part 2) Has Silicon Valley lost its monopoly over global tech?

硅谷已失去了对全球科技的垄断吗？（后半部分）

It has also created a much more global one. In the late 1990s Silicon Valley's startup uniform of washed-out T-shirt, shorts and hairy legs was (thankfully) **confined** to the Bay Area. Today's less off-putting Silicon Valley look—**untucked** shirt, khaki trousers, white trainers—is the fashion choice of founders everywhere. Less **sartorially**, whereas as a few years ago a base in the valley was still a must for ambitious entrepreneurs, engineers and investors, now they no longer have to be *physically present* to get access to capital, talent and **know-how**. Established tech firms, too, are expanding their geographical footprint. Many are building offices in such places as Austin and New York. A few, including Hewlett Packard Enterprise and Oracle, have relocated their **headquarters** to Texas. The Brookings Institution, a **think-tank**, recently estimated that 31% of tech jobs are now offered in “superstar **metro** areas” such as Silicon Valley, down from 36% before the pandemic.

它还创造了一个全球化程度大幅提升的市场。上世纪 90 年代末，硅谷创业公司的统一着装洗到发白的 t 恤、短裤和毛烘烘的腿——还仅限于湾区（谢天谢地）。如今的硅谷装扮没那么倒人胃口了——没塞进裤子里的衬衫、卡其布裤子、白运动鞋——且已经成了各地创业者的时尚选择。和衣着上的影响力不同，雄心勃勃的企业家、工程师和投资者几年前还必须要在硅谷有个据点，而现在他们无需亲身在场就能获得资本、人才和技术诀窍。老牌科技公司也在扩大它们的地理足迹。许多公司正在奥斯汀和纽约等地建立办事处。包括惠普和甲骨文在内的一小批公司已经将总部迁到了得克萨斯。智库布鲁金斯学会最近估计，现在 31% 的技术工作是由硅谷之类的“超级巨星都市区”提供的，比疫情之前的 36% 有所下降。

VCs, for their part, have learned they do not need to drive to a startup or smell the founder to make a **lucrative** deal. Sequoia, a VC **stalwart**, no longer requires live in-person *pitch*es from entrepreneurs and is perfectly happy with pre-recorded video presentations. More of Sequoia's fellow VCs on Sand Hill Road, the historic centre of VC-dom in Palo Alto, are eyeing Europe. Venture investments across the Atlantic have shot up from less than \$40bn in 2019 to more than \$93bn last year—pulling nearly equal with Silicon Valley, according to CBInsights, another data provider. Sequoia—king of the Sand Hill, having **wrested** the crown from Kleiner Perkins, the *dotcom-era* lord—recently opened offices in London. Other VC firms are planning European **outposts**. Plenty already have Asian ones.

而风投方也已经认识到，他们不是非得开车去一家创公司看看或者考察一下创始人才能达成一笔有利可图的交易。风投老字号红杉资本(Sequoia) 已不再要求创业者现场推介，而能完全接受预先录制的视频演示。在帕洛阿尔托的沙山路（ Sand Hill Road ，风投界历史上的中心），更多红杉的风投同行正在放眼欧洲。根据另一家数据供应商 CBInsights 的数据，大西洋对岸的风险投资从 2019 年的不到 400 亿美元飙升至去年的逾 930 亿美元，几乎追平硅谷。红杉从网络泡沫时代的王者凯鹏华盈（ Kleiner Perkins ）手中夺下了沙山路之王的桂冠，最近在伦敦开设了办事处。其他风险投资公司正计划在欧洲设置前哨。很多已经进驻亚洲。

The Bay Area has lost its “geographical *monopoly*” in tech, **sums up** Phil Libin, a serial entrepreneur who runs mmhmm, a video-conferencing firm (whose investors include Sequoia). Mr Libin himself now lives in Bentonville, Arkansas, better known as the home of Walmart than as a tech **hub**.

旧金山湾区已经失去了它在科技行业里的“地理垄断”，菲尔·利宾（Phil Libin）总结道。他创办过多家公司，目前经营着一家视频会议公司 mmhmm（投资者包括红杉）。他本人现在住在阿肯色州的本顿维尔（Bentonville），那里主要以沃尔玛总部闻名，而不是什么科技中心。

Some of this **dispersion** may slow or even reverse. As covid-19 fades into **endemicity**, even *Zoom-hardened* venture capitalists would rather **interrogate** a startup founder over a bottle of a Napa **cabernet** than over a video call. They may also become more **discerning** about where to put their capital now that it is becoming costlier. This could favour nearby startups on which it is easier to keep an eye.

这种分散在一定程度上可能会放缓，甚至逆转。随着新冠肺炎逐渐变成地方性流行病，比起打视频电话，即使是对 Zoom 已十分上手的风险投资家还是更愿意就着一瓶纳帕谷的红酒，当面盘问创业公司的创始人。由于资本成本越来越高，他们也可能会更审慎地选择投资对象。这可能有利于那些离他们较近的创业公司，因为监督起来更方便。

The valley reformed

Will all this make Silicon Valley more **parochial**, and less relevant? Don't bet on it. It is true that the next trillion-dollar company may not come from Silicon Valley, the place, as most of the current crop have done. But the **odds** are that it will emerge from Silicon Valley, the **mindset**. Its **high-octane** venture capitalism and, increasingly, its capitalists and capital have **infused** technology scenes from Stockholm to Shanghai and São Paulo. That may be bad news for landlords in San Francisco, second-rate entrepreneurs in Mountain View and other rent-seekers who took advantage of the Bay Area's initial geographical monopoly. For everyone else, be it tech workers south of Market who can at last afford a flat nearby or innovators in Mumbai able to tap Silicon Valley money and **expertise**, it is a **boon**. ■

再造硅谷

这一切会让硅谷变得更闭塞、不再那么举足轻重吗？不大可能。诚然，下一个万亿美元公司可能不会像现在这一批中的大多数那样诞生在硅谷这个地方，但很可能脱胎于硅谷的思维模式。硅谷活力无限的风险资本主义，以及越来越多的硅谷投资家和资本已渗入了斯德哥尔摩、上海和圣保罗等众多地方的科技界。这对于旧金山的房东、山景城的二流企业家和其他利用湾区最初的地理垄断优势的寻租者来说可能是个坏消息。对其他所有人来说——无论是总算能买得起附近房子的市场街以南的技术工人，还是得以利用硅谷的钱和专业经验的孟买的新者——这都是一件好事。

(注：翻译来源：官网)

Notes

- **confined** /kən'faɪnd/

adj. 被限制的, 封闭的, 狭窄的

习惯用语:

confined space 密闭空间; 有限空间

confined water 承压水; 受压水

All prisoners will be confined to their cells.

所有的囚犯必须关在牢房里。

The edition is confined to 5,000 copies.

这一版书限出5000册。

- **tucked** /tʌkt/

vt. 盘(腿); 盘(头发); 使有褶裥; 使折叠; 收拢 (tuck的过去分词)

vi. 缝褶裥; 折叠 (tuck的过去分词)

习惯用语:

tucked skirt 打褶女裙

tucked blouse 车缝褶衬衫

tucked into 塞进

Meryl tucked the papers under her arm.

梅里尔把文件夹在腋下。

We tucked into the food with zest.

我们吃得津津有味。

- **sartorial** /sɑ:'tɔ:riəl/

adj. (男子)服装的, 缝纫的

习惯用语:

sartorial Betty 裁缝贝蒂

sartorial detail 裁缝的

I was ridiculed for my sartorial gaucherie.

我因为做缝纫活笨手笨脚而被人嘲笑。

John has never been known for his sartorial elegance.

约翰从来没有因为衣着讲究而出名。

- **know-how** /'nəuhau/

n. <口>技术; 实际知识; 技能; 本事; 窍门

- **headquarters** /hed'kwɔ:təz/

n. (机构, 企业等的)总部, 总店; 司令部, 指挥部

习惯用语:

general headquarters 陆军总司令部

All the commanders gathered at the headquarters.

所有的指挥官都集合在司令部。

The general headquarters is in the suburbs.

司令部设在郊区。

- **think-tank**

智库、智囊团

Robin Niblett runs Chatham House, the London think tank.

罗宾·尼布雷特是伦敦智库查塔姆研究所的负责人。

- **metro** /'metrəʊ/

n. 地铁; 大都市; 伦敦地下铁道; 麦德隆 (财富500强公司之一, 总部所在地德国, 主要经营零售)

近义词:

[n.] railway

习惯用语:

metro station 地铁站

Can you reach the park by metro?

你可以乘地铁到达那个公园吗?

This is a Metro Skyliner train bound for Shuangliu International Airport.

这是开往双流国际机场的地铁快线列车。

- **lucrative** /'lu:kɹətɪv/

adj. 获利多的, 赚钱的

近义词:

[adj.] profitable

反义词:

[n.] unprofitable

习惯用语:

lucrative business 有利可图的生意; 赚钱的买卖;

lucrative export market 出口市场

lucrative post 旧指收入多的官职; 肥缺

lucrative profit 暴利

She has a lucrative business selling leather goods.

她做皮货生意, 利润丰厚。

He decided to turn his hobby into a lucrative sideline.

他决定把自己的爱好变成赚钱的副业。

- **stalwart** /'stɔ:lwɜ:t/

n. 忠实拥护者

adj. 强壮的, 结实的, 坚定的

习惯用语:

Let me introduce Bob, one of the club's stalwart.

让我来介绍鲍伯, 俱乐部的忠实拥护者。

Stalwart policemen stood guard outside.

强壮的警察在外面警戒。

- **wrest** /rest/

vt. 用力拧; 强夺; 歪曲

n. 扭, 拧

习惯用语:

Chinese wrestling 中国式摔跤

wrest facts 曲解事实; 翻译; 曲解事实英语;

The usurper wrested the power from the king.

篡位者从国王手里夺取了权力。

Leila tried to wrest her arm from his hold.

利拉用力扭动手臂, 试图挣脱他的箝制。

- **outposts** /'aʊt,post/

n. 前哨站; 警戒部队 (outpost的复数形式)

习惯用语:

march outpost 行军前哨

The commandos attacked the outpost at dawn.

突击队员于拂晓时袭击了前哨基地。

Some soldiers waited at an outpost deep in the forest.

一些士兵在森林深处的一个前哨基地等候。

- **sum up** 总结; 概述; 计算...的总数

- **hub** /hʌb/

n. 中心; 毂; 木片

习惯用语

wheel hub 轮毂

Chicago is a hub of airline traffic.

芝加哥是航运中心。

In the war the magazine was antifascist from hub to tire.

在战争期间, 这个杂志始终是反法西斯的。

- **dispersion** /dɪ'spɜːʃ(ə)n/

n. 散布, 驱散, 传播, 散射; 离差, 差量

近义词:

[n.] spread

习惯用语:

dispersion relation 色散关系; 分散关系; 频散关系

chromatic dispersion [医]色散

dispersion degree 分散度, 离散程度

heat dispersion 热散射; 热分散

This is essentially a development of thorium dispersion strengthened nickel alloys.

这基本上是用二氧化钍弥散强度化的镍基合金。

- **endemicity** /ˌendiˈmisəti/

n. 地方的特性, 风土性

习惯用语:

endemicity fluorosis 地方性氟中毒

dynamics on endemicity 疫情动态

As a part of the folk song's language, the extra words have strengthened the popularity and endemicity of the lyric language, and have enhanced the expression of the music language.

衬词作为民歌语言的一部分, 加强了歌词语言的民间性、地方性, 增强了音乐语言的表现性。

Endemicity is described as the measure of disease prevalence in a region.

地方性是衡量一个地区疾病流行度的标准。

- **interrogate** /ɪnˈterəgeɪt/

vt. 询问, 审问, 质问

习惯用语:

interrogate criminal suspect 询问犯罪嫌疑人

interrogating signal 询问信号

stern interrogate 严厉审讯

The suspects were called in and interrogated by detectives.

嫌疑犯被叫了进来, 侦探对他们进行审问。

The lawyer took a long time to interrogate the witness fully.

律师花了很长时间仔细询问目击者。

- **Cabernet** /ˈkæbərneɪ/

n. 红葡萄酒

近义词:

[n.] red wine

习惯用语:

Corder also found that some grapes, such as cabernet sauvignon, helped make wines that are rich in procyanidins.

科德还发现，有些葡萄（如赤霞珠解百纳）有助于酿造富含原花青素的葡萄酒。

- **discerning** /dɪ'sɜ:nɪŋ/

adj. 有识别力的;有眼力的;有洞察力的

- **discern** /dɪ'sɜ:n/

vt. 识别; 领悟, 认识 vi. 看清楚, 辨别

习惯用语:

discerning methods 识别方法

pattern discerning 模式识别

discerning fuzzily 模糊识别

discerning pseudoscience 识别伪科学

She has a discerning palate.

她的味觉很敏锐。

- **parochial** /pə'reʊkiəl/

adj. 教区的; 范围有限的; 狭小的; 狭隘的

n. 教区制度; 地方观念; 眼界狭小

vt. 使成教区; 使地方化; 使眼界狭小

习惯用语:

parochial school 教区学校

parochial thinking 狭隘观点

parochial nationalism 狭隘民族主义

parochial outlook 狭隘的眼界

Officials tend to tilt toward secrecy from a parochial view of their responsibilities.

官吏出于狭隘的责任观念往往倾向于保密。

- **odds** /ɒdz/

n. 不平等; 几率; 胜算; 差别

近义词:

[n.] likelihood, likeliness, ratio

习惯用语:

at odds with 与...争执, 意见不一致; 与...不和; 差异

odds and ends 零星物品, 零碎东西

against all odds 困难重重

odds ratio 优势率; 让步比

against all the odds 尽管有极大的困难; 尽管极为不利

the odds are that 很可能...; 大约...

long odds 极不均等的赌注; 极为偶然的机

She is at odds with her boss.

她与上司不和。

We can't hope to prevail against such overwhelming odds.

我们不能希望战胜这种势不可挡的力量。

- **mindset** /'maɪndset/

n. 心态; 倾向; 习惯; 精神状态

近义词:

[n.] attitude, mental attitude

习惯用语:

global mindset 全球思维

growth mindset 成长型思维; 成长心态;

fixed mindset 僵固式思维模式; 固定心态;

- **high-octane** /'haɪ'ɒkteɪn/

adj. 强烈的, 极新颖的, 高辛烷值的, 高能量的

习惯用语:

What with pre-nuptial arrangements, palimony, child custody, we have become accustomed to the short-lived, high octane relationships on which glossy magazines feed.

婚前筹备, 生活费, 孩子的抚养权——对于这些八卦杂志热衷的短暂而充斥着火药味的关系, 我们逐渐习以为常。

- **infuse** /ɪn'fju:z/

vt. 灌输, 加入(一种特性)

vt. & vi. 沏(茶), 泡(草药); 把(某种素质)注入...; 在...中注入(某种素质)

近义词:

[v.] drill, fill

习惯用语:

infuse into 灌输给; 注入;

infuse with 灌输

crazy infuse 疯狂灌水

His arrival infused new life and energy into the team.

他的到来为这支队伍注入了新的生命力和活力。

Her work is infused with anger.

她的作品充满了激愤。

- **expertise** /ˌekspɜ:'ti:z/

n. 专门知识或技能

习惯用语:

technical expertise 专业技术

MPs may lack the necessary expertise to scrutinise legislation effectively.

议员可能缺乏严格审查立法所必备的专业知识。

We were amazed at his expertise on the ski slopes.

他斜坡滑雪的技能使我们赞叹不已。

- **boon** /bu:n/

n. 恩惠；利益；福利

adj. 愉快的；慷慨的

习惯用语：

boon companion 愉快的伙伴，好友

Radio is a boon to the blind.

收音机对盲人来说受益匪浅。