DR:	[00:00] I'm DR and this is Telco in 20. Jambo from beautiful Diani Beach, Kenya. I'm here attending the NOVACOM 1-1 Telco Summit, where I've met Ali Hussein Kassim, the host of the Ali Talks Tech podcast. In case you don't know about it focuses on Africa's changing technical landscape. Ali Talks Tech has over a thousand subscribers on YouTube and a whopping 65,000 followers on LinkedIn. He's here at the summit too and has invited me to join him on his podcast to talk about my latest favorite project at Totogi…
	[00:43] … the work we are doing with Zain Sudan. Some of you may know that in early February, the mobile subscribers of Zain and MTN in Sudan lost connectivity. Due to the ongoing civil war in the country. Key data centers were attacked and subscribers were without services for over a month. Zain called up Totogi because we were the only provider in the world that could help them. They needed a 100% pure public cloud system that could be up and into production super-fast and at a low, low cost without having to ship equipment or sending a team to the region. We got Zain's network up and running, restored its monetization, and connected subscribers back to the critical services they needed in only 18 days. Today, Ali is going to interview me and Abdalla Hamid, director of IT at Zain Sudan.
	[01:28] We're going to talk about how the project happened so quickly, the awesome power of the public cloud, and how Zain is now in position to start using AI with their 2G. Yes, 2G network. A special note, today's episode is a rare double drop. We're sharing the interview on both our podcasts and we're also capturing the interview on video, which you can find on my or Ali's YouTube channel. Yippee! So let's take 20.
Ali:	[01:57] Hi guys. This is Ali Hussein Kassim of Ali Talks Tech. Today we are doing episode two of season three and we are at the back of NOVACOM Summits in Diani. So in between sand, sand, and beach, we are doing a little bit of work and I am super excited today to have with me and Danielle, forgive me if I mispronounce your name.
DR:	[02:35] Yeah, no, you got it.
Ali:	[02:38] Danielle Rios Royston.
DR:	[02:39] Yes, you got it.

Ali: [02:44] Of Totogi, CEO of Totogi. And we'll talk about what Totogi is all about. And with me, Abdalla Hamid, IT director at Zain Sudan. Yes, you heard that right. Zain Sudan. We are here today to really talk about what Totogi has done to help Zain Sudan continue to operate in the situation that we know Sudan is in today.

DR: [03:18] Yes.

Ali: [03:18] But first, before we go into that conversation, just a bit of introduction. So Danielle, who's Danielle?

DR: [03:26] Who is Danielle? I'm actually DR.

Ali: [03:27] DR?

DR: [03:30] Yeah, so I'm not a doctor. Danielle Royston. Everyone calls me DR.

Ali: [03:35] From Totogi.

DR: [03:35] From Totogi.

Ali: [03:37] Okay. So, you know what, for one bit, I just stepped back a bit. You're from Texas? I just heard DR and it took me back to JR.

DR: [03:45] That's in Dallas. I come from a tech city called Austin. A lot of people know about Austin because we have this really great music conference called South by Southwest that attracts a very international audience. But I'm a Texan by birth. I went to Stanford University. I have a computer science degree, so I'm technical sometimes.

Ali: [04:06] That's okay.

DR: [04:06] But yeah, I came to telco relatively late, 2017. So I'm a baby when it comes... When you talk to telco execs, they've been telco execs for 20 years or 30 years. I've only been in telco for I guess now almost seven years. And started a startup because I saw that a lot of the tech in telco was written like we used to do things in the nineties, which obviously I'm very comfortable with, but there's been so many waves of technology, virtualization, cloud, and now AI and I saw an

opportunity to really capitalize on that. So started Totogi and off we go. Yeah.

Ali: [04:46] So that name really intrigued me, Totogi.

DR: [04:49] Yeah.

Ali: [04:50] American company in Texas. What does Totogi mean?

DR: [04:54] So we focus in an area of telco software called charging. Rating and charging. And so many people don't know what that is, but if you remember being encouraged to call nights and weekends, call your grandmother to save money.

Ali: [05:06] Yes, yes.

DR: [05:06] That is rating and that is charging. And so that's what we focus in. I am not Samoan, I am Mexican by birth, but Totogi is a Samoan word that means to charge. It means to pay.

Ali: [05:17] Interesting.

Abdalla: [05:21] Interesting, yeah.

DR: [05:21] Not many people know that, but that's what Totogi means. It's really cute. Our logo has little eyes and a smile and it's always winking. We're always up to something very interesting. So that's Totogi.

Ali: [05:32] Brilliant. Thank you so much Danielle for that introduction. Abdalla.

Abdalla: [05:35] Yes, please.

Ali: [05:38] So it's rare for me to interview two people at the same time, but the story of Totogi and Zain Sudan is quite compelling.

DR: [05:50] Yeah, it's amazing.

Ali: [05:52] It's absolutely compelling. So introduce yourself and then let's try and connect the dots why you are here with Danielle from Totogi.

Abdalla: [06:04] All right, so first of all, my name is Abdalla Isamaldin Hamid, IT director. In fact, the story it's incredible, the story. We have been, at Zain Sudan, we lost the power for all our centers, which created a humanitarian issue for the whole population and the whole country.

Ali: [06:29] [inaudible]

Abdalla: [06:32] What happened? So we were in February, we lost the data centers, all our data centers. We lost the power. Yes.

Ali: [06:40] You lost power of all your data centers.

Abdalla: [06:42] All data centers.

Ali: [06:44] Wow.

Abdalla: [06:44] Right. Then thankfully we have a plan.

Ali: [06:52] Okay

Abdalla: [06:52] With Totogi. We had a talk already on this and we placed a requirement to get our services up and running in a very, very tough and short time and timeline.

Ali: [07:05] Tough environment. Very short time.

Abdalla: [07:07] Yes.

Ali: [07:08] Okay.

DR: [07:08] Yeah.

Abdalla: [07:11] And then we made it from there with help of other, definitely partners and companies to get our Sudan again connected, enabling people to connect to their families. Also providing the basic requirement, I mean basic, what do you call them?

Ali: [07:36] Basic services?

Abdalla: [07:37] Services, exactly.

DR: [07:38] Essential service.

Abdalla: [07:38] Essential that's what I'm looking for.

DR: [07:38] Yeah.

Abdalla: [07:41] Essential service. So thanks to that, we back to connecting people and we generate again revenues for Zain Sudan.

Ali: [07:51] So how long were you down?

Abdalla: [07:53] We had been down for around 40 days.

Ali: [07:56] You were down for 40 days?

Abdalla: [07:58] Yes.

Ali: [07:58] Now for a telco, could you just give us a view. What that means for a telco and for the population that it's serving? How many subscribers did you have at that time? Or do you have?

Abdalla: [08:11] All right, so for telco, if you look at, you don't have voice, you don't have data, you have nothing.

Ali: [08:18] For 40 days. Wow.

Abdalla: [08:19] Yeah, so almost we were blind except for some areas, and we have definitely some other operators. Also, they have the same problem by then. Being without internet, being without voice call, SMS whatsoever, internet, I mean telecommunication services, does mean you are back to centuries. So you cannot survive with any situation. You cannot send money to your families, you cannot-

DR: [08:53] Find out what's going on.

Ali: [08:55] You can do anything that is-

Abdalla: [08:55] And you cannot use anything.

Ali: [08:58] Wow.

Abdalla: [09:00] Does create a humanitarian issue.

DR: [09:03] Yeah, I think it's the largest humanitarian crisis active in the world right now. And so it's just been this incredible project.

Ali: [09:11] So Danielle, we are now trying to connect the dots.

DR: [09:16] Yeah.

Ali: [09:16] So I was trying to bring myself up to speed on some of the things that we are going to be discussing today.

DR: [09:24] Absolutely.

Ali: [09:26] I'm just going to read a press release from your company, just the headlines.

DR: [09:31] Okay, got it, sure.

Ali: [09:32] And then let's have a conversation about that. Zain Sudan goes live with Totogi's Charging-as-a-Service. So that's C-A-A-S.

DR: [09:41] Yeah. CaaS.

Ali: [09:41] CaaS.

DR: [09:42] We sometimes say CaaS, yeah.

Ali: [09:47] Yes. Allowing business continuity with an alternative to its on-premise incumbent charger.

DR: [09:54] Correct.

Ali: [09:56] How did you do this and how long did that take? And as you answer that, give us a glimpse of how long traditionally that would have taken. Over to you Danielle.

DR: [10:11] Yeah, we'll start with traditional, and like I said earlier when I came to telco, it really was like the dark ages. It was like the nineties in terms of deploying software. And I had this really interesting idea, which is there's this thing called the public cloud, Amazon Web Services, Microsoft Azure, and Google Cloud. They've recently been investing in Africa, five years ago there were not regions here. Now there's three, one each. They're in Joburg and one in Cape Town. Each one of those

regions represents probably about 3 billion dollars of investment into Africa. Each region.

Ali: [10:48] Hundred percent.

DR: [10:49] And so that's a ton of money being poured into Africa. And so we built our system on top of the public cloud and we did that because it's super modern technology. They're managing all the hardware and the servers. It takes the pressure off of Zain to-

Ali: [11:05] To build their own private cloud.

DR: [11:08] It's not their own private cloud. You're literally using the servers of AWS.

Ali: [11:12] No, I'm saying it takes off.

DR: [11:15] Yes, you're right.

Ali: [11:16] It takes off that headache.

DR: [11:18] The headache of managing the hardware on prem. But just think about in Africa, most of these servers are not sourced within the continent.

Ali: [11:25] That's correct.

DR: [11:25] They're being shipped, they get stuck at customs at the port.

Ali: [11:29] Absolutely.

DR: [11:29] Can't get them. It takes months and months. Then you need the people with the talent, usually from the vendor. Sending people to a place like Sudan is very difficult. It's a hazard. I mean, they're in the middle of a war, but not with the Totogi. We're totally in the public cloud. We just need to connect the network, which takes days. And then compared to an incumbent legacy vendor, a system like this to implement would take at least six months, usually more than a year and sometimes as much as 18.

Ali: [12:00] Six months.

	[12:00] So at least six months at least. Usually more than a year. But, as you know, probably 18.
DR:	[12:08] Like Abdalla was saying, we had a plan on paper. We did not have a commercial agreement. They had been worrying about this potential situation. And so we had a plan, but it was literally on a piece of paper and the connectivity was cut in early February and they were like, okay, there's only one person..
Ali:	[12:30] Let's go.
DR:	one vendor in the whole world that can do this.
Ali:	[12:30] Who can do this…
DR:	[12:33] And it's Totogi. And they asked us, can you go live in two weeks? And I was like, you would never ask that of any vendor.
Ali:	[12:39] No, wait a minute. You just said two weeks.
DR:	Yep, 18 days.
Ali:	You've just said that you will take at least at a minimum six months. And they wanted two weeks.
DR:	[12:53] Well, for us a typical deployment is that quick, right?
Ali:	[12:56] Oh, really.
DR:	[12:56] But an incumbent vendor will usually take six months to a year. And so they ask, can you do it in two weeks? I mean, they have no revenue plus the humanitarian crisis. They're like, you don't understand how important it is to restore our services to our subscribers. And so I said, I don't know if I can do it in two weeks, but we'll try. And we did it in 18 days.
Ali:	[13:18] So just four days.
DR:	[13:21] A little bit. We were a little bit late and it was amazing. And I think the Zain team was-
Ali:	[13:27] Sure we can forgive you for four days.
DR:	[13:29] Yeah, I think so.

[13:31] We learned a lot. But it was really, again, I think helping the people of Sudan, we're so proud that it's so much more than just a technology implementation or a fast technology implementation or a public cloud implementation. It's that we're helping the people of Sudan to be able to communicate with their loved ones to get money for food. The impact is so much greater than just a technology piece.

Ali: [13:56] So Danielle, I'm just all over. Just give it to me like a six-year-old. How did you get it done so fast?

DR: [14:07] Yeah, well I think our entire team didn't sleep for weeks. Literally. I mean just people were working... I have a very global remote team. So even though I'm in Texas, I have people in India, I have people in Lebanon, I have people in the UK, I have people in New Zealand. So we take advantage of the global clock.

Ali: [14:22] The U.S, Texas, Lebanon, New Zealand,

DR: [14:26] Turkey, UK.

Ali: [14:27] UK.

Abdalla: [14:29] And don't forget the Sudan team. Zain team have played huge role in this, right?

DR: [14:35] Yeah.

Abdalla: [14:35] Because we were well prepared, preparing the information that you can deploy, right?

DR: [14:41] No, it was an absolute partnership.

Ali: [14:44] That is fantastic.

DR: [14:44] The people of the Zain IT team, we did a celebration dinner a couple of nights ago. The whole team was there. And I mean for them, this is cutting-edge technology that you typically don't see, number one in Africa, but they're a 2G network. This isn't a 5G modern thing with the latest whizbang technology. This is a 2G network. And a lot of people have the sense that you can't add new tech to an old network. And that's not true.

Ali: [15:09] Because it's legacy.

DR: [15:11] Because it's legacy. I mean 2G was developed in the 90s. I mean it's like 30 years old and we're adding public cloud technology.

Ali: [15:20] On top of it.

DR: [15:21] Yes. Latest databases, all this great new technology. And so I think in terms of the technology, the public cloud technology really helped. Totogi's designed to work in exactly this way. And I think the two teams working together were fantastic.

Ali: [15:38] Okay. So I mean this Sudan situation was and continues to be worrying to everybody, and you managed to do that under such extreme duress on time on stress on a business that, if nothing was done, was going to collapse.

DR: [16:03] Yeah.

Ali: [16:05] Now how do you take that experience, Danielle, and roll it off to other players?

DR: [16:15] Yeah, I mean we're already talking to Zain Group about applying. I mean they saw it very closely. I think the loss was north of 10 million dollars a week to Zain in lost revenue. So I mean it's important to them as a business as you said.

Ali: [16:33] Correct.

DR: [16:33] And so the group level has been watching this from afar and just, they're amazed. And so we'll take it to them. Certainly, there was another telco in the country who is still down without services. They're calling us. You probably don't want us to help them, but-

Abdalla: [16:50] You're helping people of Sudan.

Ali: [16:52] Absolutely.

DR: [16:54] But yeah, it's a whole other set. But yeah, I think the way that Totogi works is it works a lot like Salesforce, which is such a crazy concept in telco, but it's a platform. And so it's

constantly running in the public cloud software. You just log in, you get a login and you can start using it. And that's so crazy for telco concepts because it's usually these really big projects, we have to spend millions of dollars upfront. 50 people show up to deploy it. And Totogi for one penny, you can log in and get a little instant, yeah.

Ali: [17:24] So what's the cost comparison between an incumbent competitor to Totogi and yourself?

DR: [17:33] Yeah, I think it's usually about 70 to 80% lower TCO. And the way that we do that is it's not really a comparison of software cost to software cost because you have to include in the incumbents view, there's hardware costs, there's people costs, there's data center fees.

Ali: [17:50] Yes, of course.

DR: [17:51] And now that's all rolled into the one fee of Totogi. So when you look at that whole picture, we do TCO analysis all the time. It's usually 70 to 80% cheaper. And that's what makes it so great for African Opcos because a lot of the countries, there's a lot of lower ARPU, there's not a lot of extra money to spend millions of dollars.

Ali: [18:11] There isn't, there isn't. So your cost base is always crucial.

DR: [18:17] Is such a great way, to attract an African operator. And then the second thing is because we're using the latest and greatest tech, literally Zain Sudan is running now on the latest chips in the world, the most advanced chips, without having to buy a bunch of hardware, they now have performant hardware. And I think that's another really great advantage of the public cloud. AWS is just maintaining all that hardware for you, and they get to stand on the shoulders of a trillion-dollar company.

Ali: [18:53] It's amazing. Abdalla, how has the relationship been? I mean it almost sounds to me like it's not a vendor-buyer relationship. It's almost like you guys are now-

DR: [19:03] We are connected at the hip.

Ali: [19:05] Connected at the hips.

Abdalla: [19:06] So, we're partners, right?

Ali: [19:08] You're partners. I love that.

Abdalla: [19:10] And success. We're partners, we have what we have done. I mean why I love technology because it enables people to connect.

Ali: [19:19] Correct.

Abdalla: [19:20] And we feel proud of what we have achieved together with Totogi. And I think Totogi model itself, it's really interesting model. It allows you to use Totogi as an engine for charging. And you can build around this a lot of applications. You can develop your own, you can do a lot, to be honest.

DR: [19:42] Yeah, it's a really open system with a lot of APIs that we publish on our website. IT people could just go in and start coding with it. That's what Abdalla is talking about. And so it's not the typical walled garden where you get to spend a lot of money after the fact with me to get all the changes you want. His team is now learning about it. And so like I said, we did the celebration dinner and we were cutting a cake and you know at a wedding, you kind of hold hands together and you cut the cake. And I made a joke, "is this like a wedding? Are we cutting a cake at the wedding?" And the CTO of Zain Sudan says "it's more than a marriage." And that's how close we are. It really is.

Ali: [20:19] That is fantastic.

DR: [20:19] We are right there with them. And when they're suffering, we're suffering and we want to make sure that we are helping them as much as we can.

Ali: [20:33] And just to step back a bit.

DR: [20:34] Yeah.

Ali: [20:37] And tell me, Danielle, how are you doing, male-dominated section? You are supercharged, full of energy.

DR: [20:57] When I'm not working, I'm sleeping.

[21:00] No, I really am passionate about changing this industry. I see such great opportunity and it really does fuel me. And when we have great successes with Zain, it just gets me out of bed every day. I'm 53. I'm not a spring chicken, so it's kind of hard.

Ali: [21:18] You don't look it.

DR: [21:18] Oh, thank you. When I was younger, I used to work a hundred-hour weeks very much at a startup culture, weekends, nights, hanging out with the whole company. And if you told me that I would be 50 years old and starting a startup, I'd be like, no way. I can't work like that.

Ali: [21:37] So, you started this company at 50.

DR: [21:40] At 50. I'm a mom.

Ali: [21:42] There's hope for guys out there, guys. It's never too late.

DR: [21:48] It's never too late. I have the wisdom of the mistakes of my youth. I've led companies that have been in distress and had to fix them. So I've learned where other management teams have made mistakes. And so I came about it, the kind of the long way story of my life. I kind of always do things my own way. But this, like I said, seeing the successes of the product and the successes with customers and now taking it to what we really want to do is adding AI to a 2G network. We had a meeting a couple of days ago-

Ali: [22:18] How do you do that? It's almost, forgive me for this analogy, but it's almost like putting a Porsche engine into a Mini Cooper.

DR: [22:27] Yeah, yeah.

Ali: [22:28] How are you doing it?

DR: [22:28] You totally can do that. It's really putting a Tesla electric engine into an older vehicle. But you totally can do that. And so we were sharing with them the insights that we're already seeing, subscribers coming in and not having a balance. There's an opportunity to intercept that moment, send them a text message, give them a great offer, and have them top up right then. Or they have less dollars in their wallet than the plans that

are available on the website. Create a dynamic offer for them. This is something that I think the world's biggest telcos in the richest ARPU nations are trying to do. And we're going to do it with Zain Sudan and help them grow their revenue and help the people. And so yeah, you can absolutely put this, especially with generative AI.

Ali: [23:13] That is fantastic.

DR: [23:14] The stuff that's going on with the LLMs is, the pace is insane, right?

Ali: [23:19] It's crazy, right?

DR: [23:22] Those are the times where I feel very old. I open up Twitter or X or whatever we're calling it now, and every day someone's introduced a new LLM or there's a small LLM or an open-source. If someone's bought someone or a CEO has quit, you're like, what is going on? It's insane.

Ali: [23:36] It's completely insane.

DR: [23:38] It's crazy.

Ali: [23:39] Abdalla, how is the future looking like with your partnership with Totogi?

Abdalla: [23:46] Definitely the future will be looking bright with our partners, and especially Totogi because what we have seen that, and we are keen and also eager to have such solutions like enabling AI in your platform, looking at your data, predicting the terms. For example, for your subscriber and looking at changing the way we used to offer to our customers. That will definitely add to your competitive advantage. So meeting your market demands and also time to market.

DR: [24:31] Yeah. No, I had eight meetings today at the NOVACOM Summit with different-

Ali: [24:35] Eight meetings.

DR: [24:36] Eight meetings. It's kind of like speed dating, the way that the NOVACOM system works. I had eight 40-minute meetings and it's fantastic. Just a great community of telco

executives, high-level people that can make decisions. And I'm telling the story of my company and our software.

Ali: [24:54] That is fantastic.

DR: [24:56] And I would say 75% of them are on outdated software that needs to be upgraded. Their incumbent vendor is charging them millions of dollars to upgrade. They don't have the money right now. They don't want to spend it on this. And when I tell them that, yeah, it's like Salesforce, you just get upgrades all the time. Their faces are like, what? Right? And then I'm like, oh, and it's also 70 to 80% cheaper. They're like-

Ali: [25:20] No.

DR: [25:20] Where's your card? Where's your card? We need to do a demo next week. So it's been a fantastic conference for us for that reason. You should keep hearing the same message over and over again. They're like, we don't want to upgrade because it's too expensive. This is not the project we want to do.

Ali: [25:36] It's been worth the what, four, five-day travel from-

DR: [25:42] The United States.

Ali: [25:43] From Texas, from Dallas.

DR: [25:45] From Austin.

Ali: [25:46] From Austin, sorry.

DR: [25:47] I went to Austin, Dallas, London, Cairo, Nairobi to Diani Beach.

Ali: [25:54] How are you still awake?

DR: [25:57] I don't know like I said, right now my favorite position is horizontal with my eyes closed. But I am acclimated just in time to turn around and go back to Texas.

Ali: [26:05] Talking about AI, I keep on telling, I talk a lot about this new tech, as I call it, that's AI and all the other stuff coming in every day. And some guys have this thing of, "No man, all these things, this too much. It's too much. I'm not interested in

looking at this." And my take is, look, you've got to look at AI like a utility.

DR: [26:45] Yeah.

Ali: [26:47] I'm accused of it. Some will work, some won't. Personally, for example, on my day-to-day, I use AI through and through.

DR: [27:00] Every day, yeah.

Ali: [27:01] Every day.

DR: [27:02] Yeah.

Ali: [27:03] I mean things as simple as, or as complicated as, doing a presentation together, a deck, that would usually take me two, three days to think about, put stuff together that I already have somewhere in the cloud. Today I go to a platform called Gamma.app.

DR: [27:27] Okay.

Ali: [27:28] I put the topic of my presentation and in less than three minutes it gives me an outline and it gives me eight to ten slides that give me like, woah, I didn't think about that. And then I start feeding it into my stuff.

DR: [27:49] But the hardest thing in creation I think is the first draft.

Ali: [27:51] Is the first draft.

DR: [27:52] Right. Staring at that blank sheet of paper, whether it's a tough email you need to write or presentation. And I think what's so great about AI and I tell, I have a podcast as well, Telco in 20, and I tell my team, have AI come up with the questions for the guest, have AI generate the show notes, have AI do the monologue. And maybe we don't end up with that exact version.

Ali: [28:13] No, we don't.

DR: [28:13] But it's easier to edit than it is to start with a blank page. And the thing is that the draft comes out in five seconds.

Abdalla: [28:20] Yeah. Crazy.

Ali: [28:21] But also the other thing that for me is super important is how much more we learn. So there's this concern that AI will make us dumber, will make us more stupid. I'm like, actually the opposite is true. So the other day I was doing a presentation. I sit on the board of Old Mutual Investment Group, which is one of the larger investment houses in Eastern Central Africa, and they asked me to do a keynote on the effect of artificial intelligence in investments. I'm like… (everyone laughs) but I sat down, I looked at and I learned about BlackRock's AI engine called Aladdin. The first time I heard about it. And I drilled into it and I drilled in it. What does that do for me?

DR: [29:26] Yeah. Now your talk is better.

Ali: [29:28] My talk is better.

DR: [29:29] You have great examples.

Ali: [29:36] And I continuously learn. Guys, look, I mean this has been one of the most interesting conversations, it's a great story.

DR: [29:39] It's a great story. We're impacting the world.

Ali: [29:40] Absolutely.

DR: [29:41] Right? Helping people with technology. It's amazing.

Ali: [29:45] But we've got to come to the end of it. But I would definitely want to have a part two of this conference.

DR: [29:51] For sure. Let's do it.

Ali: [29:52] Great. So thank you so much for the time. Really, really appreciate that Abdalla has come all the way from Sudan.

Abdalla: [30:00] Thank you.

Ali: [30:01] Yeah. And we wish you guys all, all the best.

Abdalla: [30:05] Thank you.

Ali: [30:06] Daniella.

DR: [30:06] Yep. Thank you.

Ali: [30:07] All I can tell Daniella, sorry, not Daniella. Danielle.

DR: [30:07] Actually, when I'm in trouble, my mom calls me Daniella.

Ali: [30:07] Danielle.

DR: [30:07] Yeah, yeah.

Ali: [30:14] All I can tell you is go conquer the world.

DR: [30:16] I will. Let's go do it. Let's change the world.

Ali: [30:19] Thank you so much, guys.

DR: [30:21] Thank you so much. Take care. Yeah, thank you.