**Different Ideas About Self-Driving Cars**

**前瞻自动驾驶技术的不同发展方向**

Many businesses are considering different plans to make automotive artificial intelligence profitable.

现如今很多企业都在想方设法利用汽车行业的人工智能来盈利。

The founders of Argo AI – along with automaker partners Ford Motor Company and Volkswagen AG - believe their plan will work. It is different from those of some of their more highly valued rivals.

阿尔戈无人驾驶汽车公司的创始大佬们及其两大合伙商——福特汽车公司和大众汽车公司，相信他们的计划会获得成功。他们的设想与一些重要竞争对手的大相径庭。

Argo AI wants to get customers that will use robot vehicles for many purposes, including transporting goods and people.

阿尔戈公司着眼于吸引那些希望将智能驾驶技术用于多种用途的客户，包括货物运输和载客。

Background and business plan

背景及商业规划

Bryan Salesky, the leader of Argo AI, started developing automated vehicles 12 years ago, in a competition.

阿尔戈的首席执行官布莱恩•塞莱斯基在12年前的一场竞赛中就已开始研发自动驾驶技术。

The self-driving systems developer is now at the center of a multibillion-dollar investment. Argo AI and its partners think that self-driving vehicle technology must be good for more than just replacing taxi drivers.

这位自动驾驶系统开发者目前已是一项数十亿美元投资项目的核心人物。阿尔戈及其合作方认为汽车自动驾驶技术的好处肯定不止于取代出租车司机。

"I hate the word robotaxi," Salesky said in a rare interview at Argo's Pittsburgh headquarters. "There are so many applications and businesses to be built."

塞莱斯基曾在阿尔戈匹兹堡总部一次为数不多的采访中说到：“我讨厌‘自动驾驶出租车’这个词。这个行业还有非常多的应用程序和商业价值有待开发。”

A profit-sharing deal is at the heart of The Argo business plan. Ford and VW will pay Argo fees based on the distance traveled by vehicles equipped with Argo's technology. Details of that deal have not been reported until now, notes the Reuters news agency.

利润分享协议是阿尔戈商业计划的核心。福特和大众两家公司会根据配备了阿尔戈技术的车辆所行驶的里程来向阿尔戈支付费用。据路透社报道，该交易的细节目前尚未公布。

Among the possible uses of Argo's technology: Long-distance trucking for e-commerce.

阿尔戈技术的应用前景还涵盖了:电子商务货物的长途卡车运输。

Argo's plan is to provide self-driving systems that Ford will launch in late 2021 in three U.S. cities.

阿尔戈的目标是向福特提供其将于2021年底在美国三个城市推出的自动驾驶系统。

VW leaders told Reuters they expect to follow in 2022 or 2023 with a VW-designed all-electric vehicle.

大众高层向路透社透露，他们预计在2022年或2023年也随之推出一款由大众设计的全电动汽车。

Competition

竞争

Some rivals are not persuaded that Argo has any lead.

一些竞争对手并不相信阿尔戈的技术有什么领先优势。

Glen De Vos is chief technology officer of Aptiv, which recently bought self-driving startups nuTonomy and Ottomatika.

格伦•德•沃斯是安波福的首席技术官，该公司最近收购了自动驾驶初创公司驽拓迈和奥拓迈卡。

He noted Aptiv's partnership with the ride-sharing company Lyft. He said the companies are testing self-driving vehicles, and added that Argo "doesn't have the component engineering capability that Aptiv has."

他提到了安波福与拼车公司来福车的合作，并表示正与合作公司测试汽车自动驾驶技术。他还补充说，阿尔戈“并不具备安波福拥有的构件工程的能力。”

Investors so far see less value in Argo than companies whose work centers on robotaxis. For example, the company Waymo is valued at $105 billion. Another, Cruise, is valued at $19 billion.

到目前为止，投资者观察到阿尔戈的价值要低于那些旨在研发“自动驾驶出租车”的公司。比如，谷歌无人驾驶公司Waymo市值1050亿美元。另一家克鲁斯公司市值也已达190亿美元。

Argo's value is estimated at $7.25 billion following Volkswagen's $1.9 billion investment.

在大众注资19亿美元之后，阿尔戈的估值才达到72.5亿美元。

I'm John Russell.

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