

SAMM SACKS

EXPERIENCE

YALE LAW SCHOOL PAUL TSAI CHINA CENTER, New Haven, CT 2020 - present
Senior Fellow

- Recognized expert on China information and communication technology (ICT) policy, testifying before Congress and writing widely cited commentaries on China's data governance regime, the geopolitics of global data flows, and the US-China technology relationship (*See lists of publications below).
- Convene and lead private discussion series on data policy, bringing together drafters of China's data laws with leading experts in the United States to inform understanding of recent developments and implications in Beijing and Washington.
- Coauthored translations and commentaries with influential Chinese academics involved with shaping the build out of China's data governance regime.
- Founded and convene U.S.-China Women's Tech Summit, bringing together dozens of women thought leaders from China, the United States, Europe, and Australia and spanning corporate, investment, government, and research fields for virtual discussions on issues, including: data policy, export controls, trade and investment (recent speakers included women from Qualcomm, Sinovation, *The New York Times*, *The FT*, Renmin University, Google, Yale Law School, Fudan University, J.P. Morgan Chase, the United Nations, etc).

NEW AMERICA, Washington, DC 2018 - present
Senior Fellow, International Security Program

- Publish translation and analysis of developments related to cross border data transfer, data privacy and security regulation, and examines China's data regime in global context.
- Testifies before Senate and House committee hearings and regularly invited to speak to U.S. policymakers in the administration on issues related to China and technology.
- Frequently cited in print media (*Axios*, *Bloomberg*, *the Financial Times*, *The New York Times*, *Politico*, *Reuters*, *Wall Street Journal*, *The Washington Post*) and appear as a guest commentator on *National Public Radio*, *CNN*, *Bloomberg TV*, *CNBC*; articles published by *Foreign Affairs*, *The Atlantic*, *MIT Tech Review*, among other outlets.
- Pitched and secured funding from corporate donors and wrote successful grant applications to support research program.

SIEMENS, Washington, DC 2016 - 2017
Manager, Global Cyber Strategy & Product Development (Asia)

- Created corporate strategy for and launched industrial cybersecurity business in Asia (China, Japan, Korea).
- Pitched Siemens offerings to senior leadership at major Asia-based energy and manufacturing companies.
- Developed and implemented advocacy, regulatory, and partnership strategies to accelerate business growth.
- Analyzed risk and investment data to drive the development of cybersecurity offers tailored to Asian markets.
- Collaborated with government stakeholders and industry partners to execute outreach strategies.
- Provided leadership to senior internal stakeholders to build alignment across geographies and businesses units.

EURASIA GROUP, New York, NY/Washington, DC
Senior Analyst, China (2013-2016)/Senior Advisor, Geotechnology (2022-present)

- Advise multinational companies and investors on growth and regulatory strategies in ICT, financial, and industrial sectors.

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- Write research notes on Chinese political leadership, China's tech ambitions, and cybersecurity policies.
- Consult on China strategy, assessing partners and business model.
- Provided risk assessment to US bank on acquisition targets of Chinese outbound M&A in semiconductor sector.
- Advised leadership team of major US retail and consumer sector company in Shanghai on their digital strategy.
- Created government stakeholder maps and messaging for Japan and China-based government affairs teams.

BOOZ ALLEN HAMILTON, Ft. Meade, MD

2011 - 2012

Senior Analyst, China

- Held TS/SCI clearance with poly; conducted translations from Mandarin/analysis and provided briefings to senior US government officials on a range of technology issues to support offensive counterintelligence operations (OFCO).
- Analyzed national security implications of cross-border M&A for multinational company, assessed CFIUS risks.

DEFENSE GROUP INC., Washington, DC

2009 - 2011

Analyst-Linguist, Center for Intelligence Research and Analysis

Translated primary source Chinese policy and industry documents to inform analysis of China's defense industry and military-civil fusion strategy, provided regular briefings to senior US government officials on national security matters.

COUNCIL ON FOREIGN RELATIONS, New York, NY

2005-2007

Research support for Task Force on U.S.-China relations

U.S. FULBRIGHT PROGRAM, Beijing, China

2004-2005

Fulbright Scholar

EDUCATION

Yale University, M.A. in International Relations (Full tuition fellowship), May 2009

Brown University, A.B., magna cum laude, Comparative Literature (Chinese language), May 2004

LANGUAGE

Leverage advanced Mandarin skills to conduct primary and secondary source research, conduct interviews, and travel

CONGRESSIONAL TESTIMONY

Senate Judiciary, Subcommittee on Privacy, Technology, and the Law: Protecting Americans' Private Information from Hostile Foreign Powers, September 14, 2022,

<https://www.judiciary.senate.gov/meetings/protecting-americans-private-information-from-hostile-foreign-powers>.

Senate Finance Subcommittee on Fiscal Responsibility and Economic Growth: Promoting Competition, Growth, and Privacy Protection in the Technology Sector, December 7, 2021,

<https://www.finance.senate.gov/imo/media/doc/Samm%20Sacks%20Testimony%20-%20Senate%20Finance%20-%20December%207%202021.pdf>.

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Senate Judiciary Committee: Dangerous Partners: Big Tech & Beijing, March 4, 2020, <https://www.judiciary.senate.gov/imo/media/doc/Sacks%20Testimony.pdf>.

House Foreign Affairs Committee: Smart Competition: Adapting US Policy Toward China at 40 Years, May 10, 2019, <https://www.newamerica.org/cybersecurity-initiative/digichina/blog/samm-sacks-testifies-house-foreign-affairs-committee-smart-competition-china/>.

Senate Commerce Subcommittee on Security: China's Challenges to U.S. Commerce, March 7, 2019, <https://www.commerce.senate.gov/services/files/7109ED0E-7D00-4DDC-998E-B99B2D19449A>.

House Energy & Commerce Committee, Subcommittee on Communications & Technology: Telecommunications, Global Competitiveness, and National Security, May 16, 2018, <https://energycommerce.house.gov/committee-activity/hearings/hearing-on-telecommunications-global-competitiveness-and-national>.

SELECT RECENT PUBLICATIONS

“Project Texas: The Details of TikTok’s Plan to Remain Operational in the United States,” *Lawfare*, <https://www.lawfareblog.com/project-texas-details-tiktoks-plan-remain-operational-united-states>.

“After 5 Years, China's Cybersecurity Rules for Critical Infrastructure Come Into Focus,” *DigiChina* <https://digichina.stanford.edu/news/after-5-years-chinas-cybersecurity-rules-critical-infrastructure-come-focus>

“Translation: Critical Information Infrastructure Security Protection Regulations (Effective Sept. 1, 2021),” *DigiChina* <https://digichina.stanford.edu/news/translation-critical-information-infrastructure-security-protection-regulations-effective-sept>

“Shifting Narratives and Emergent Trends in Data-Governance Policy: Developments in China, India, and the EU,” *AI Now* (with Amba Kak) <https://ainowinstitute.org/Shifting%20Narratives-5-FINAL.pdf>

“With Auto Data, China Buckles In for Security and Opens Up for Future Tech: Detailed new automotive Provisions could be a model for data classification in dozens of sectors,” *DigiChina* (with Kendra Schaefer and Xiaomeng Lu) <https://digichina.stanford.edu/news/auto-data-china-buckles-security-and-opens-future-tech>

“Changing the Face of U.S.-China Relations” *Project Syndicate* (with Anne-Marie Slaughter) <https://www.project-syndicate.org/commentary/us-china-alaska-summit-diplomacy-women-by-anne-marie-slaughter-and-samm-sacks-2021-04>

“Mapping U.S.–China Technology Decoupling: How Disparate Policies are Unraveling a Complex Ecosystem,” (with Yan Luo, Naomi Wilson, and Abigail Coplin) *DigiChina* <https://www.newamerica.org/cybersecurity-initiative/digichina/blog/mapping-uschina-technology-decoupling>

“A Sharper, Shrewder Strategy for Chinese Tech Firms” *Foreign Affairs* <https://www.foreignaffairs.com/articles/united-states/2021-02-19/sharper-shrewder-us-policy-chinese-tech-firms>

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“Balkanization of the Cloud is Bad for Everyone” *MIT Tech Review*

<https://www.technologyreview.com/2020/12/17/1014967/balkanization-cloud-computing-bad-everyone/>

“Chinese Tech Platforms Operating in the United States: Assessing the Threat,” *Hoover Institution* (with Jennifer Daskal among others)

https://www.hoover.org/sites/default/files/research/docs/chinesetechplatforms_webreadypdf.pdf

“Addressing the Data Security Risks of U.S.-China Tech Entanglement,” part of a collection of policy recommendations for the Biden administration published jointly by *Brookings Institution and Yale Law School*

<https://www.brookings.edu/wp-content/uploads/2020/11/Samm-Sacks.pdf>

“The Global Data War Heats Up,” *The Atlantic*, June 26, 2019.

“The Myth of China’s Big AI Advantage,” *Slate*, June 13, 2019.

“Translation: China’s Cybersecurity Review Measures,” *New America*, May 24, 2019.

“The Trump Administration’s Approach to Huawei Risks Repeating China’s Own Mistakes,” *Slate*, May 23, 2019.

“Three Chinese Digital Policies at Stake in the U.S.-China Talks,” *New America*, April 2, 2019.

“The Evolution of China’s Data Protection Regime: A Timeline,” *New America*, February 8, 2019.

“Translation: Personal Information Security Specification,” *New America*, February 8, 2019.

“China’s Privacy Conundrum,” *Slate*, February 7, 2019.

“Is an Iron Curtain Falling Across Digital Tech?” *Foreign Policy/China File Conversation*, February 4, 2019.

“The Right Way to Protect America’s Innovation Advantage,” *Foreign Affairs*, October 23, 2018.

“Decoding the Bombshell China Hack Story,” *CSIS/The Lowy Institute*, October 16, 2018.

“What I Learned at the Alibaba Data Security Summit,” *CSIS Commentary*, October 11, 2018.

“How Chinese Cybersecurity Standards Impact Doing Business in China,” *CSIS Report*, August 2, 2018.

“Progress, Pauses, and Power Shifts in China’s Cybersecurity Law Regime,” *New America Cybersecurity Initiative*, July 18, 2018.

“Beyond the Whiplash of a ZTE Deal,” *CSIS Commentary*, July 8, 2018.

“China’s Social Credit System,” *Peterson Institute for International Economics*, June 2018.

“Beijing Wants to Rewrite the Rules of the Internet,” *The Atlantic*, June 18, 2018.

“China’s Interests Take a Big Seat at the AI Governance Table,” *New America Cybersecurity Initiative*, June 20, 2018.

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“What the Facebook Scandal Means in a World without Facebook: A Look at China’s Burgeoning Data Protection Regime,” *CSIS Commentary*, April 25, 2018.

“How Will China Retaliate Beyond Tariffs?,” *CSIS Commentary*, March 29, 2018.

“China’s Emerging Data Privacy System and GDPR,” *CSIS Commentary*, March 9, 2018.

“Disruptors, Innovators, and Thieves: Innovation in China’s Digital Economy,” *CSIS Report*, January 8, 2018.

“China’s Emerging Cybersecurity Regime,” *CSIS (iLabs)*, December 2018.

“China’s Cybersecurity Law One Year On,” *New America Cybersecurity Initiative*, Nov 30, 2017.

“Cyber Policy and the 19th Party Congress,” *CSIS Critical Questions*, October 26, 2017.

“Shrinking Anonymity in Chinese Cyberspace,” *CSIS Commentary*, September 26, 2017.

“China’s Strategic Thinking on Building a Great Power in Cyberspace,” *New America Cybersecurity Initiative*, September 25, 2017.