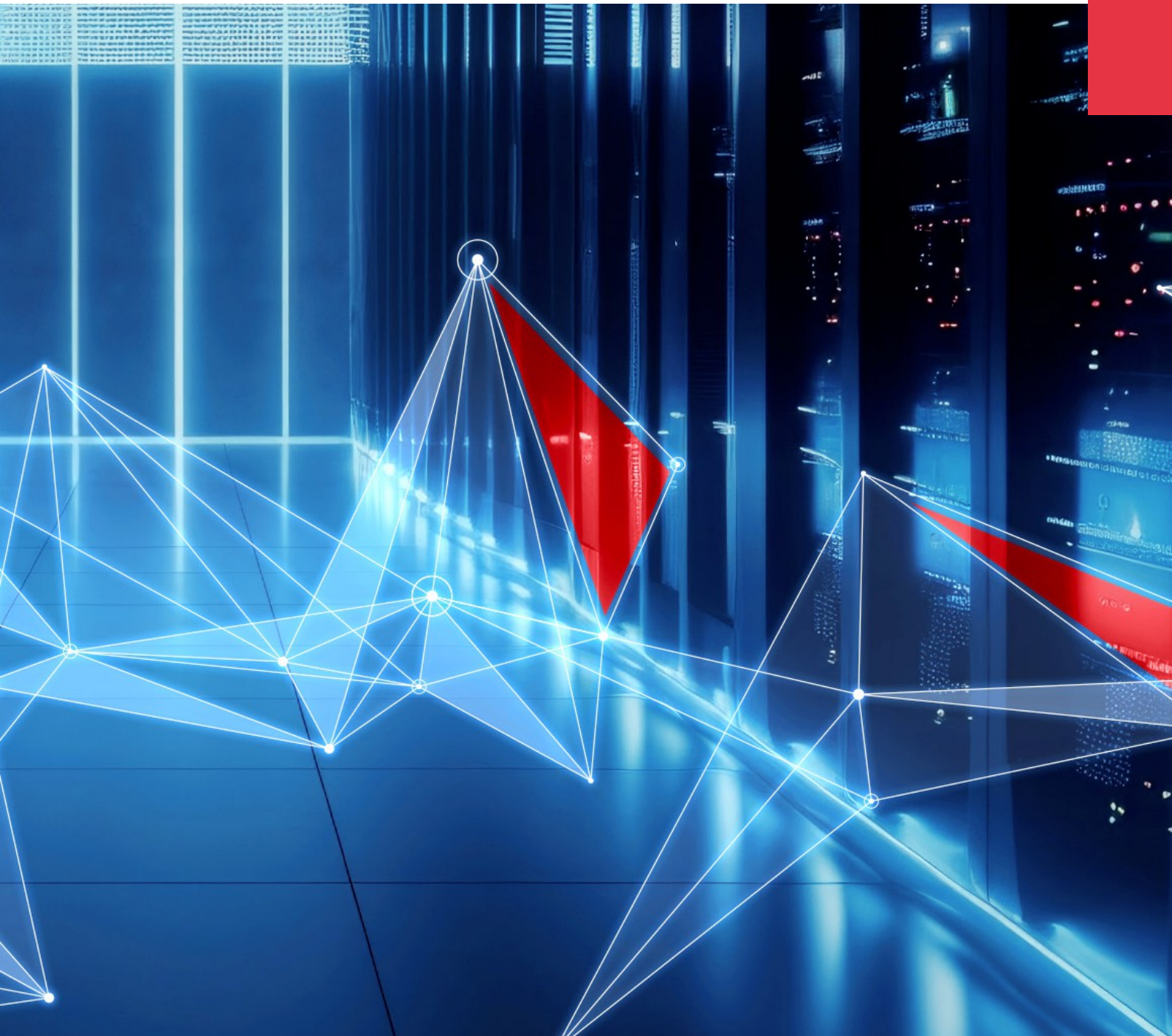


# SWISS DATACENTER ASSOCIATION

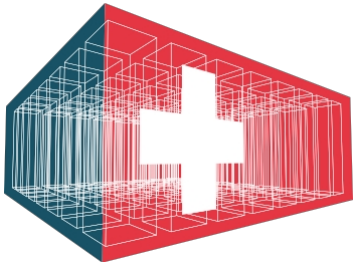
Interview



## INTERVIEW

# Tobias Spilker, Siemens Switzerland Ltd

From planning to operation: Siemens strengthens data center infrastructure.



**SWISS**  
**DATACENTER**  
**ASSOCIATION**

## Siemens – an integrative partner for sustainable data centers

### 5 questions for Tobias Spilker, Data Center Vertical Market Manager Switzerland

AI, energy prices, and security of supply are presenting data centers with new challenges. In this interview, Siemens explains how holistic infrastructure and automation solutions are strengthening Switzerland as a data center location.



#### **TOBIAS SPILKER IN INTERVIEW:**

"I see great potential in faster approval procedures and more flexible use of waste heat. At the same time, grid bottlenecks and high energy prices remain key challenges that Siemens can help address with efficient hardware and software solutions."

**SIEMENS**

**1. Siemens has been active in Switzerland's energy and infrastructure landscape for many years. How do your solutions specifically contribute to making data centers more energy-efficient and sustainable?**

For both new construction and existing buildings, Siemens can provide support as an integrated partner, from planning all the way through to operation.

This includes electrification and energy management for medium and low voltage, as well as building automation, including AI-powered cooling optimization for and within white spaces. Through targeted partnerships, we have recently added PV and BESS solutions to our portfolio and successfully installed and commissioned them for customers.

Thanks to their modular design, all solutions can be utilized by our customers individually or as an integrated system.

**2. Digitalization and automation are changing the requirements for modern data centers. Which trends and technologies do you currently see as particularly groundbreaking?**

The big and obvious trend is, of course, AI. The innovation cycles for chips and their developmental leaps will essentially determine the depreciation periods. I expect there to be a few surprises here. With newer chip generations, air-cooled solutions are increasingly being pushed back in white space. This opens up a wide range of opportunities, particularly among suppliers. I believe that server owners will face disproportionately high financial uncertainties in the near future. It is to be hoped that many of the targeted business models will prove viable.

**3. Partnership and cooperation are core values within the SDCA community. How does Siemens work with operators and partners to create innovative and secure infrastructures?**

The solution is multi-layered – both on a global level, for example with reference architectures for AI data centers – as well as at the local level, for example through consortia – we develop reliable, state-of-the-art solution packages that are highly attractive to our customers in terms of both delivery time and price point.

**4. Resilience and security of supply are becoming increasingly important in Switzerland. How does Siemens support its customers in ensuring stable and future-proof data center environments?**

Years ago, by aligning ourselves with focus markets like the data center market, we already established the necessary organizational structures. These now allow us to create a closed information and excellence loop, from portfolio development and customer support throughout the entire lifecycle to reporting. This loop is accompanied by continuous improvement in added value and innovation for our customers.

**5. Looking ahead, what opportunities and challenges do you see for the Swiss data center industry over the next five years—and what role would Siemens like to play in this?**

I see opportunities particularly in two areas: first, the approval processes regarding what is possible and their speed, and second, the stronger and more flexible integration of waste heat for industry and households. We anticipate challenges in the form of grid bottlenecks, approval durations, and high energy prices. Siemens can support here with tailored and efficiency-promoting solutions at both the hardware and software levels.



## We are shaping the future of Switzerland's digital infrastructure.

SDCA is the association of all Swiss data centers in all regions of Switzerland. SDCA represents the interests of its members, in particular data centers, vis-à-vis political authorities.

Through industry-specific events and active public relations work, we aim to improve the perception of the industry in society and politics.



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