No. 02 | 2025 | Customer Magazine Datwyler IT Infra

DATA:01





CONTENTS



Proven solution for FTTH development - page 12



Innovations for AI data centres – page 20



New patch cable range - page 34

Imprint

Publisher and editorial responsibility:
Editors:
Authors:

Translation: Layout: Printing: Circulation: Publishing frequency: Sources of images:

Reproduction of articles:

EDITORIAL

03 High tech and shaking hands

REFERENZPROJEKTE

- **04** RCMC Headquarters, Mecca: For innovation and connectivity
- **06** Defence company, Baden-Württemberg: Two from one while still operating
- **08** Soma Bay Development Co., Cairo: The digital foundation for modern living
- 10 Zhejiang Rongsheng Holding Group, Hangzhou: Chinese speed, Swiss quality
- **12** TBS Strom AG, Suhr: **Proven solution for FTTH development**
- **14** Hydac Co. Ltd., Funabashi: **Global expertise in action**

MARKT

- **16** Egypt: Seminar with Eelaf and Sky in Cairo
- 17 Mexico: Automotive trade fair in Querétaro Switzerland: New 5G and Al innovation hub
- 18 Oman: Seminar days in Muscat
- 19 China: Focus on innovation in airport construction
- 20 China: Innovations for AI data centres
- 21 China: Exchange with system integrators in Beijing
- 22 Austria: "Critical infrastructure" a complete success
- 23 China: Insights into the future of airport construction
- 24 China: Debut at semiconductor exhibition in Shenzhen
- 25 Middle East and Africa: Datwyler and DeepSolve focus on agentic Al
- **26** Saudi Arabia: **Seminar for system integrators**

KNOWHOW

- 27 Artificial intelligence: "Al ist like a booster for everyone's brain"
 Interview with Prof. Dr. Pero Mićić, CEO of the FutureManagementGroup AG
- 30 Infrastructure: From "smart" to autonomous
 Interview with Diaa Shqairat, founder of DeepSolve Tech Limited
- 32 IT solutions: The opportunities of hybrid computing for SMEs Interview with Thomas Jäggi, Managing Director IT Solutions Europe at Datwyler IT Infra

INNOVATION

- **34** Copper data technology: New patch cable range
- **35** Fibre optic networks: Trunk cables with optimised dividers Copper data technology: Flexibility meets performance

Dätwyler IT Infra AG,
6460 Altdorf / Switzerland, datwyler-itinfra.com
Dieter Rieken, Marco Müller, Chen Chen, Nemy Gapangada
Mutaz Alwohoush, Chen Chen, Ivan Corsini, Ralf Fischinger, Nemy Gapangada, Andreas Klodner, Heiko Knell, Enrique Lampatzer, Mai Mansour, Marco Müller,
Raymond Ng, Joël Portmann, Daniel Pranjes, Dieter Rieken, Bob Song, Jackie Wang, Ella Zhang
TTC wetranslate Ltd., Dieter Rieken

Kathrin Müller

johnen-druck GmbH & Co. KG, 54470 Bernkastel-Kues / Germany

8,000 copies German / English / Chinese

emi-annual

DeepSolve Tech Limited, FutureManagementGroup AG, Nokia, Pero Mićić, Royal Commission for Makkah City and Holy Sites (RCMC), Soma Bay Development,

TBS Strom AG, Datwyler picture library Permitted only with attribution to © 2025 Datwyler

HIGH TECH AND SHAKING HANDS

Dear Customers and Partners,

Our world is more digitally connected than ever. Data travel at the speed of light, cloud systems connect sites across continents and artificial intelligence is changing how we work, learn and communicate. But with all globalisation, one thing remains key: real strength arises when technology comes together with trust – and that usually begins close to home.

For us in the IT and infrastructure sectors, this means that we are shaping the future with technologies that can be used across the world, but still assuming regional responsibility. Our clients depend on the fact that their systems will operate reliably – securely, efficiently and sustainably. This dependability comes not from somewhere within the digital realm, but from people in situ, from qualified teams who know their region, the needs of their customers who are based there and can speak the users' language.

In a time where a lot of things have become "remote", being nearby has new significance. Personal service, direct contacts, short paths – these are values that remain crucial, even in a globalised IT world. Because digitalisation needs not just data centres and fibre optics but also connection, understanding and responsibility.

So we are specifically investing in reinforcing our regional sites, in good training and a skilled workforce, in a sustainable infrastructure and in long-term partnerships. We can then create a network that offers stability – with local roots but an international outlook.

For us, regional strength does not mean drawing boundaries but creating confidence. That's the basis on which innovation can grow. If we want to be successful as a company in a global industry, that's



exactly the balance we need, high tech and shaking hands, in the cloud and close to the customer, automation and being human.

Many thanks for your trust and collaboration. Together we are building the digital future – reliable, responsible and with strong roots in our particular regions.

Adrian Bolliger, CEO Datwyler IT Infra

C. LSMey-

2 Datwyler IT Infra panorama 3 Datwyler IT Infra



At its new headquarters, the Royal Commission for Makkah City and the Holy Sites uses a pioneering IT infrastructure solution, entirely supplied by Datwyler.

Last year, the Royal Commission for Makkah City and Holy Sites (RCMC) opened a new headquarters in the Saudi pilgrimage city. To ensure smooth operations and lay the foundation for advanced digital services, a comprehensive IT infrastructure solution was installed in the building.

For an organisation responsible for the management and preservation of the Holy City, it was essential to have a robust, secure and efficient IT backbone at its head-

quarters. The Royal Commission needed a solution that not only met its current operational requirements but also supported future expansion and the integration of new technologies.

Datwyler IT Infra was commissioned to design and implement a high-performance passive communications network and a future-proof data centre. The latter is a 40 kVA Smart Modular Data Centre (SMDC) consisting of eight IT racks, two in-row coolers and one rack each for the power supply and batteries. A single-rack 3 kVA SMDC was also installed in the technical room as a secondary network distribution node.

To ensure seamless connectivity and fast, uninterrupted data transmission throughout the building, high-performance copper and fibre optic cabling – entirely from Datwyler – was also installed. The Wi-Fi access points and all security-relevant

systems are now integrated into the network.

Foundation for digital transformation

The project also included a management and monitoring solution. The choice fell on Datwyler's Smart Service Platform (SSP), which enables continuous monitoring and control of the SMDCs.

This platform ensures efficient and reliable operation, enables proactive maintenance and provides the Royal Commission with a solid foundation for its future digital initiatives.

Sustainability and future viability

The Datwyler team worked closely with representatives of the Commis-

The Smart Modular Data Centres – the digital heart of the RCMC headquarters – were equipped with integrated cooling and power systems to optimise system performance and efficiency.

Thanks to the modular design of the data centre solution, the Royal Commission can easily adapt its data processing capacities to increasing demands at any time.

In this respect, the SMDCs represent a long-term investment in the future.

Flexibility and security

Since its handover in July 2024, the IT infrastructure has been operating smoothly. This allows the RCMC to fully focus on its core mission, the efficient, sustainable and innovative development of the city of Mecca and its holy sites.



The Smart Modular Data Centre at the new RCMC headquarters in Mecca

today, and we are well positioned for the upcoming digital transformation," confirms Abdulrahman Al-Shomrani, Head of IT at the RCMC.

Their expertise and solutions provide us with the flexibility and security we need today, and we are well positioned for the upcoming digital transformation.

Abdulrahman Al-Shomrani, Head of IT at the RCMC

sion and the system integrator, Fine Mark Expo, throughout the project to ensure a smooth implementation process. The focus of those responsible was on reliability, security, scalability and sustainability.

"The collaboration with Datwyler IT Infra has provided us with a strong and reliable IT backbone for our new headquarters. Their expertise and solutions provide us with the flexibility and security we need



Mutaz Alwohoush Sales Manager KSA Saudi Arabia

panorama | 4 | Datwyler IT Infra panorama | 5 | Datwyler IT Infra

The main data centre location, expanded and upgraded



Two from one – WHILE STILL OPERATING

For a company that had to sell one of its divisions, Datwyler recently split the existing IT infrastructure into two completely autonomous systems.

A multinational company operating in Germany, mainly in the fields of Public Security and Defence, recently divested one of its business areas. A consequence of this step was that the premises at its headquarters in Baden-Württemberg had to be divided. The network and data

centre infrastructure also had to be completely separated physically.

At the end of September 2024, the owner of the building complex gave Datwyler IT Infra in Hattersheim the con-

tract to create two separate, completely autonomous IT infrastructures for the existing tenant and for the new occupant – without stopping operations.

The order went to Datwyler, because there was a need for swift action and the team in Hattersheim was already familiar with the technical conditions – in particular the special backbone cabling. This consists of a flexible conduit system with air-injected fibre optics, some of which extends to the workstations. Datwyler had installed this solution itself in 2013/2014, at that time as a subcontractor, at the request of the end customer – and everyone involved was extremely satisfied with the service provided.

Expansion of computing capacities

The company's data centre was spread over three sites within the building com-

plex. The racks inside were supplied with electricity and cooling through the raised floor.

The company retained two of these data centres, the main site and one backup site.

Datwyler expanded the main site by four racks to create capacity for future growth. Because there was enough space, the raised floor and cold aisle containment could be extended without any problems. Greater power and cooling capacities were also needed. New outputs were provided and the existing busbars in the raised floor were given additional fuses.

Instead of 14, the company now has 18 racks available, two of which are data racks with patch panels. Some of the additional space was used for active compo-

nents that were originally installed at the other sites.

The new tenant, who took over the divested division, now uses the third data centre site, which Datwyler has also up-

graded. It consists of 16 enclosed racks with circulating air cooling – and is completely autonomous.

Separating the IT network

When the network within the building complex was separated, it was still possible to keep using the existing data distribution rooms (floor distributors). Two of them remain with the original user and one was handed over to the new tenant.

To connect the workstations on the one side and the data centre on the other, in places Datwyler used the existing tubing system and in places new fibre optic and copper cables were laid.

Datwyler carried out the work between February and October 2025, without interrupting operations.

Top security requirements

During the whole physical separation of the IT infrastructure, as well as all of the upgrading and expansion work, the strict security requirements that are normal for a company in the defence field, applied: a lot of the work could only be carried out after 5 pm or at weekends; the teams involved could only move within the building under supervision; and "normal" work, such as drilling and hammering, could only be carried out

Copper and fibre optic panels in a data distribution room

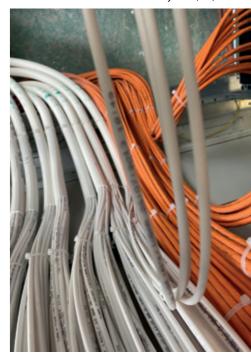


when the security systems were turned off because, otherwise, the slightest amount of dust or the slightest vibration would have triggered the alarm.

Not a day's downtime, no problems

Nevertheless, Datwyler and the subcontractors involved were able to complete the contract on time and according to specifi-

The fibre optics are air-blown into a flexible tube system (left).



cation – with only one false alarm, for which they were not to blame.

Since then, the systems installed have been running smoothly on both sides. Small jobs on the various storeys should be completed by the end of 2025. The client is accordingly satisfied. Not a day's downtime and no problems – as well as new capacities for the future. Follow-on contracts have already been awarded to Datwyler.



Heiko Knell Head of Sales, Member of the Management Team Germany

anorama | 6 | Datwyler IT Infra panorama | 7 | Datwyler IT Infra



The digital foundation FOR MODERN LIVING

Soma Bay Development has appointed Datwyler as its exclusive IT infrastructure partner for the Red Sea resort.

Soma Bay, located 20 minutes from Hurghada International Airport, is a premier holiday destination on Egypt's Red Sea coast. Surrounded by the sea on three sides, the ten-square-kilometre project comprises five luxury resorts, a unique portfolio of vacation rentals and residences and numerous leisure, recreation, and sports facilities.

From the outset, the Soma Bay Development Company – also known as Abu Soma Development – envisioned creating a future-ready, fully connected and sustainable community on the site. As part of this vision, the real estate and project developer sought a trusted partner to implement a robust, high-performance cabling back-

After a thorough review, the company commissioned Datwyler Middle East to develop and implement the IT infrastructure for all residential and commercial projects in the bay.

Strong foundation for digitalisation

In collaboration with systems integrator Conserv, Datwyler implemented a robust infrastructure backbone for more than 5,000 residential and commercial units in Soma Bay. The rollout included over 15,000 data connection points, 150 kilometres of Category 6_A cables and components for high-speed transmission, 400 kilometres of Category 6 cables and connection technology for Wi-Fi coverage and 80 kilometres of fibre optic cables to ensure scalability and reliability.

The result is a digital infrastructure that enables uninterrupted communications,

Cabling infrastructure in the Zayed Office building



comprehensive wired and wireless connectivity and a wide range of smart ser-

With this solution, Soma Bay Development is not only able to accommodate the modern digital lifestyle but also has the capacity for continuous innovation.

High standard of living

"At Soma Bay, we are continuously seeking premium partners to improve the standard of living across every aspect of our community," explains Ibrahim El-Missiri, CEO of Soma Bay Development Company. "Our collaboration with Datwyler is a key step in providing a reliable digital infrastructure that supports our long-term vision and ensures smart solutions for residents, visitors and partners."

Ing. Micheal Keriakos, Information Systems and Technology Services Director at Soma Bay Development, shares a similar view: "Reliable digital infrastructure is the backbone of modern living. By partnering with Datwyler, we are equipping Soma Bay with a scalable, resilient IT environment that supports smart services today and enables seamless living well into the future."

Commitment to the future

For Datwyler, being named exclusive IT infrastructure partner demonstrates how the right expertise and solutions create long-term value. "This collaboration has laid the foundation for a fully connected community and demonstrates how advanced infrastructure can turn visions into reality. Soma Bay now stands on a solid digital foundation – a foundation that will continue to grow and evolve," explains Asem Shadid, Managing Director of Datwyler Middle East.



Mai Mansour

Zhejiang Rongsheng Holding Group, Hangzhou:

CHINESE SPEED, SWISS QUALITY

Datwyler is supplying structured cabling from a single source for the administration building in Zhejiang Rongsheng Holding's new innovation centre in Ningbo.

Zhejiang Rongsheng Holding Group Co., Ltd. was founded in 1989 and is headquartered in the Xiaoshan District of Hangzhou. Its portfolio encompasses business areas as diverse as petrochemicals, real estate, logistics and venture capital. Today, the group is a significant player in the Chinese market, ranked 5th among the 500 largest Chinese private companies, 40th among China's top 500 companies, and 138th among the Fortune Global 500. Behind each of these rankings lies Rongsheng's strong commitment to quality, growth and innovation.

Innovation is the engine of every company's development. To consolidate its market position and drive growth, Zhejiang Rongsheng Holding has decided to build a new innovation centre in Ningbo. With this decision, the group is strengthening its presence in the fertile industrial landscape of the Yangtze Riv-

er Delta and simultaneously underscoring its commitment to high-quality development at the "Chinese speed".

A high-performance end-to-end cabling solution from Datwyler IT Infra is currently being installed in the innovation centre's administration building. This solution will contribute significantly to the group's IT modernisation.

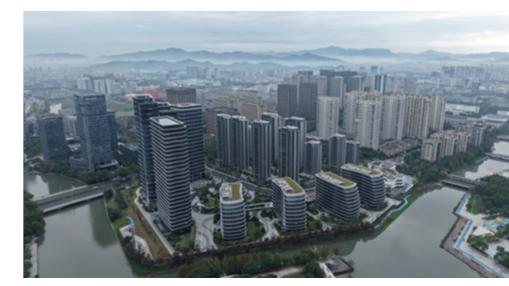
Tailor-made, customised solutions

The decision to use a Datwyler communications network was made during a meeting at the company headquarters in spring 2025. At this meeting, the Datwyler team impressed the IT department with "Swiss-quality" solutions that were precisely tailored to the current project requirements – thus clearly distinguishing themselves from strong regional competitors.

One example of this is the flexible Datwyler patch panels used in the floor distribution boards. Given the relatively small rooms, the highest demands were placed on the most efficient use of the available space in the network racks. The Datwyler technical team presented a high-quality, innovative panel from the Datwyler portfolio to the IT managers in a live demonstration, with the help of application simulations. This patch panel allows for a mix of copper and fibre optic connections as needed and, thanks to its compact design, saves considerable space in the racks. This product therefore meets one of the IT department's core requirements.

A solid foundation of trust

The sound advice, solution-oriented approach and comprehensive IT infrastructure expertise that Datwyler demonstrated at this meeting were highly appreciated by Zhejiang Rongsheng Holding.



The innovation centre in Ningbo

Furthermore, the two companies' visions overlap significantly with regard to innova-

tion and quality. This established a solid foundation of trust for future collaboration.

The installation of Datwyler's structured cabling began in July 2025 and is scheduled for completion by the end of the year.

The current contract also includes the network racks in the administration building of the innovation centre in Ningbo.

 $\label{linear linear laws} \textit{Lively exchange with the IT department at the headquarters of Zhejiang Rongsheng Holding}$





Bob SongProduct Management
Director

anorama | 10 | Datwyler IT Infra panorama | 11 | Datwyler IT Infra



The FTTH development mascot, Röbi

The Swiss municipality Suhr now has a wide-area, fast fibre optic network. The cabling solution for the outdoor area came entirely from Datwyler IT Infra in Altdorf.

TBS Strom AG is a regional utility company in the Swiss canton of Aargau. It provides the public and businesses in Suhr with a reliable supply of electricity, water and district heating and is actively involved in the development of sustainable energy solutions. It also operates a high-performance fibre optic network and supports the digital infrastructure in the region. With its customer- and future-oriented outlook, TBS is

making an important contribution to regional development.

In spring 2021 TBS began developing a wide-area fibre optic network for the municipality, in the form of a Fibre-to-the-Home network. The aim of this project was to be able to offer Internet connections of at least one gigabit per second to all users, replacing the old TV cable network, ena-

bling smart metering applications and creating a future-proof digital infrastructure.

High quality solution

The cabling solution for the network's outdoor area came entirely from Dätwyler IT Infra AG. The most important part are the FO outdoor micro cables from the Altdorfbased IT infrastructure provider. These ex-

Splice closures in the outdoor network



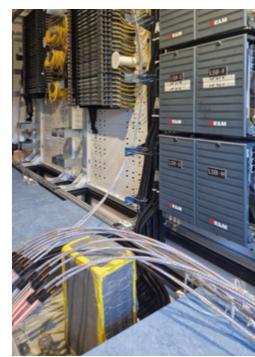
actly complied with the company's requirements for a wide-area FTTH development, for instance with regard to structure, fibre type, diameter and tensile strength. Plus the appropriate micro tubes which enabled a rapid, reliable injection of the fibre optic cable.

And so Datwyler was a key contributor to the reliable and future-proof network infrastructure in the Suhr municipality.

The fibre optic cables produced in Altdorf, in the canton of Uri, represent the highest level of reliability and quality. The range also includes mini and micro cables that have been developed specifically for the Swiss network infrastructure.

These products have been tried and tested over the years and have proven themselves in many projects. Network providers who choose Datwyler therefore have the benefit of technical know-how, tailor-made

Introduction of cables into the point of presence, the interface between the long-distance network and the access network for the service connections



products, short delivery paths and longlasting, robust solutions.

Reliable implementation

Throughout the project, Datwyler IT Infra worked closely with the client and all involved companies to ensure reliable implementation and enable the first 200 households to be connected to the FTTH network within the same year.

The entire development – including individual new constructions – was completed by the end of 2024. Today it includes around 2000 properties with 5800 utilisation units.

Switzerland



Daniel PranjesKey Account Manager
Telecom

norama | 12 | Datwyler IT Infra panorama | 13 | Datwyler IT Infra



With a fail-safe, scalable IT infrastructure solution, Datwyler ensures long-term operational reliability at Hydac's Japanese logistics centre.

Network rack with copper and fibre optic connections



Hydac is an international group of companies headquartered in Sulzbach/Saar, Germany, employing approximately 10,000 people worldwide. Hydac develops and distributes components, systems and services for industrial and mobile applications – including not only classic hydraulic products but also systems for various industries and applications, such as electromobility and hydrogen.

Its global network of companies includes a logistics centre in Funabashi, a major city in the Tokyo metropolitan area. In spring 2024,

a critical network outage temporarily halted shipping operations at the logistics centre. Since there was no on-site IT team, Hydac's German IT department contacted Datwyler IT Infra to find a solution. Hydac tasked Datwyler with resolving the issue as quickly as possible and implementing sustainable improvements at the Funabashi site to prevent similar outages in the future.

Datwyler IT Infra in Singapore was immediately brought on board. The Singapore team in turn coordinated support through a Japanese partner company. This close col-

laboration between the teams in Germany, Japan and Singapore was ultimately crucial in finding a swift and satisfactory solution for Hydac.

Future-proof IT infrastructure solution

In August 2024, Datwyler and its Japanese partner then conducted a comprehensive on-site survey of the existing network infrastructure in the logistic centre. This process identified weaknesses and led to the development of a sustainable modernisation plan.

The jointly developed concept included optimised cabling, detailed documentation of the existing hardware and the phased replacement of outdated network components. These measures aimed to minimise future risks and ensure the long-term stability of the IT infrastructure.

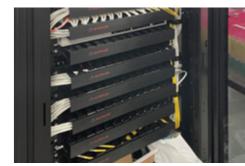
Based on the data gathered during the site survey, the Datwyler team also presented Hydac's IT department with an efficient Wi-Fi design that addresses the current and future requirements of the logistics centre. Further proposals focused on more efficient cabling, enabling Hydac to reduce cable lengths and minimise interference, as well as improved locations for power and network distribution points, which would significantly increase reliability.

The new network had to meet the company's specifications. The selection of the necessary equipment was based on its compatibility and transmission performance, and it also had to comply with Hydac's security requirements. To ensure high reliability and meet the company's business continuity standards, the IT infrastructure was designed to incorporate redundant power supplies and failover mechanisms.

Implementation during ongoing operations

A detailed schedule, encompassing all phases from material procurement to testing the installed solution, ensured successful implementation. Datwyler planned the necessary work in such a way that it would not disrupt operations at the logistics centre. Thorough testing was scheduled for each phase of implementation. Regular progress reports ensured that all deadlines were met. And there was a contingency plan in place for unforeseen challenges.

The Datwyler team in Singapore oversaw the delivery, installation and configuration of the necessary network equipment and the data network itself. Between mid-No-



One of the two distribution racks in Hydac's logistics centre in Funabashi

vember and the end of December 2024, all connections and the entire cabling system, including the outdated racks, were gradually replaced.

The new network infrastructure, which was thoroughly documented, not only resolved the immediate problems but will also prevent future outages as the Datwyler solution is designed for long-term, reliable operation.

The structured cabling consists of highquality cables and components and ensures stable connectivity for all connected IT systems and devices. Furthermore, it offers sufficient capacity for future expansion and challenges. One example is the Wi-Fi access points, which are strategically placed to handle the ever-increasing demands of IP telephony.

"This project demonstrates how Datwyler, together with strong partners, can deliver fast, efficient and sustainable IT infrastructure solutions and provide effective IT management across continents," explains the Managing Director Asia-Pacific at Datwyler IT Infra in Singapore.



Raymond NgHead of IT Sales APAC
Singapore

anorama | 14 | Datwyler IT Infra panorama | 15 | Datwyler IT Infra



Ihab Gazawi gave a presentation on the transformation of data centre infrastructure.

Egypt:

SEMINAR WITH EELAF AND SKY IN CAIRO

In April 2025, Datwyler, together with its distribution partners Eelaf and Sky, hosted a seminar in Cairo with over 100 participants, including representatives from end customers and contractors throughout Egypt. It provided guests with an ideal opportunity to gain insights into Datwyler's latest solutions and the company's strategic direction in Egypt and across the MEA region.

The seminar sparked lively discussions between speakers and participants.



A platform for knowledge and exchange

In a series of presentations, Datwyler experts showcased innovative technologies for data centres, autonomous infrastructure and high-performance cabling. Ihab Gazawi, Global Head of Data Centre Experts, informed participants about the ongoing transformation of data centre infrastructure and the role of international standards and best practices. Ahmed Abdelaleem, Head of Project Management, demonstrated how intelligent, self-managing systems can improve efficiency, sustainability and user-friendliness in a wide variety of buildings.

The event also underscored the excellent and close collaboration between Datwyler and its local partners. Representatives from Eelaf and Sky presented their companies and shared their vision with the guests on how to foster innovation in the Egyptian IT and infrastructure sector.

Lively dialogue

The seminar concluded with an open exchange between the speakers and participants, featuring lively discussions on practical applications, challenges in specific projects and future opportunities. This part of the event proved particularly engaging and informative for all involved.

The event clearly demonstrated the contribution that intelligent IT infrastructure solutions can make to the digital transformation and sustainable growth of companies and organisations. The high level of participation and strong interest reaffirmed the significance that Datwyler's innovative solutions have gained in Egypt.



Mai MansourSales Manager
Egypt



Datwyler partners at the trade fair stand: Francisco Javier Salazar Silva, Administration and Project Manager at Irius (left), with Juan Luis Uvera, Pre-Sales Engineer ICT Networks, Marathon Group

In early May 2025, Datwyler IT Infra, together with its Premium Solution Partner Irius, participated in the Expo International Automotive Industry Supply Summit in the Mexican metropolis of Querétaro. The event in central Mexico is one of the most important automotive industry trade fairs in the Americas.

In 2025, the fair attracted over 16,000 visitors and 410 exhibitors, primarily automotive manufacturers, suppliers and technology integrators. In addition to the discussions at the stands, the lecture program once again offered numerous opportu-

nities to exchange ideas on innovations, trends and collaboration possibilities.

AUTOMOTIVE TRADE

FAIR IN QUERÉTARO

Datwyler IT Infra is also one of the leading solution providers for the IT and OT infrastructures of automotive manufacturers in Mexico – currently the world's seventh-largest vehicle producer. With its products, systems and services, Datwyler and its partners are making a significant contribution to the digitalisation and secure, sustainable networking of production sites.

At the trade fair stand, the Datwyler team presented innovative system solutions and services for data centres as well as for copper and fibre optic networks, which generated considerable interest among the trade visitors.



Enrique Lampatzer
Head of Sales

Switzerland:

NEW 5G AND AI INNOVATION HUB

Together with Nokia and Intel, for a few months now, Datwyler IT Infra has been participating in the installation of an innovation centre for private 5G and real-time Al applications in Biel. Start-ups and non-profit organisations will now be able to try out

Interior view of the innovation centre



industrial applications without any infrastructure costs in the Switzerland Innovation Park Biel/Bienne (SIPBB).

The new hub is intended to speed up digitalisation in key industries and, through predictive analyses, Al assistants and secure edge connectivity, promote innovations in the areas of energy, mobility, health and production.

"With our many years of experience in edge and data centre architectures, we enable the secure, high-performance and scalable implementation of industrial 5G and Al applications. Together with SIPBB, Nokia and Intel, we are creating an infra-

structure platform that startups and research teams can use without any barriers to entry," says Pascal Walther, Head of IT/OT at Datwyler IT Infra.

"We are aiming for the hub to attract global investment and support Swiss economic growth and digital leadership," explains Michael Wendling, Co-Lead Swiss Smart Factory at SIPBB.



Dieter RiekenHead of Communications
Germany

anorama | 16 | Datwyler IT Infra panorama | 17 | Datwyler IT Infra

Oman:

SEMINAR DAYS IN MUSCAT

In May 2025, Datwyler hosted a two-day seminar in Muscat, the capital of Oman. The seminar focused on the company's latest innovations, which will shape the future of IT infrastructure. The first day was dedicated to leading system integrators from across the Sultanate while, on the second day, the Datwyler team welcomed well-known end users and consulting firms. This provided all interested parties with a platform offering precisely the content relevant to them.

Comprehensive expertise

At the outset, Soubhi Al-Aliwi, Head of Sales MEA, and Suresh Kumar, Sales Manager at Datwyler, highlighted the company's growing presence and commitment in the Sultanate.

Following this, Ihab Gazawi, Datwyler's Global Head of Data Centre Experts, presented the company's Smart Modular Data Centres (SMDCs) and explained how these scalable solutions support energy-efficient operations. Ahmed Abdelaleem, Head of Project Management, spoke about structured cabling and autonomous infrastructure technologies, emphasising the importance of future-proof infrastructures for sustainable, efficient and networked spaces.

Both seminar days demonstrated how Datwyler can support companies and organi-



The first day of the seminar was dedicated to system integrators.

sations in Oman with its integrated solutions for digital transformation, thereby contributing to sustainable growth.

Intensive exchange

The two-day format facilitated intensive exchange and productive discussions – both with the more technically minded partner companies and with business decision-makers. Datwyler now looks forward to continuing this exchange, further strengthening partnerships and supporting Oman in its pursuit of a smarter and more resilient IT infrastructure.



Nemy Gapangada
Head of
Administration & Quality
United Arab Emirates

China:

FOCUS ON INNOVATION

in airport construction



Certificate of Honor

荣誉证书

2024-2025中国机场建设优秀供应商

授予: 物粉成物 (各州) 信息技术科技有限公司

特发此证,以资表彰提验!

The team at the Datwyler stand

Since 2013, the China Airport Construction Network and the Airport Infrastructure Branch of the Chinese Society of Aeronautics, together with various partners, have been organising the China Airport Construction Annual Conference in different major Chinese cities. The aim of this annual conference is to consolidate existing expertise and create a platform for exchange within the industry. The event enjoys the support and active participation of the respective local governments, military and civil aviation authorities and many other organisations.

The 11th Annual Conference took place in Dalian from 11th to 13th June 2025. This year, it was co-hosted by the Dalian International Airport Group and co-organised by a com-

mittee of leading companies from the planning, design, consulting, construction and information technology sectors, as well as other industries.

Also for the eleventh time, the conference was accompanied by an exhibition. Among those participating in this "Excellence

Achievements in Airport Construction Exhibition" were the most important players in the Chinese aviation industry.

With its extensive experience in airport construction, Datwyler IT Infra was also represented with a stand. There, the Chinese Datwyler team informed visitors about the company's future-oriented one-stop IT infrastructure solutions, precisely tailored to the needs of airports.

Tailor-made data centre solution

The new SMDC, which Datwyler presented at its stand, attracted particular attention: a space-saving, modular, single-rack data centre with a 24-inch touchscreen – the largest in the industry to date – and intelligent magnetic door locks. Despite its compact size, the SMDC is a fully functional data centre, integrating all essential systems such as power distribution, UPS, cooling, monitoring and security.

Furthermore, Datwyler's solution is the first with Automatic Infrastructure Management (DatAIM), which visualises the structured cabling and integrates it organically into a Data Centre Infrastructure Management (DCIM) platform. Thanks to this functionality, Datwyler's SMDC can be operated very efficiently and is significantly easier to manage and maintain than other micro data centres.

Finally, at the event, Datwyler received an award from the organising committee as "Outstanding Supplier for China Airport Construction 2024–2025".



Chen ChenMarketing Specialist
China

The introduction was given by Soubhi Al-Aliwi (left) and Suresh Kumar.



anorama | 18 | Datwyler IT Infra



Interested visitors at the Datwyler stand

China:

INNOVATIONS

for AI data centres

At the end of July 2025, the annual Fin-Tech Innovation and Development Forum took place in Chengdu. This event brought together executives and experts from banks, insurance companies and technology firms across the country to exchange information on the latest trends in digital transformation, best practices and practical experience – all with the goal of jointly generating new momentum for the development of Fin-Tech and smart finance.

Against the backdrop of the intense development of the digital economy, the reform of market-oriented data allocation is also making rapid progress. Al technologies, such as large-language models, are changing the fundamental logic of financial services. This year's forum, as well as the concurrent annual conference of FinTech managers, encouraged financial institutions to deepen the integration of technology, data and business processes and to promote innovative business models, services and management systems within their organisations.

Innovations from Datwyler

At the annual conference, Datwyler presented its IT infrastructure solutions for Al data centres and engaged in a constructive exchange with key representatives of the national financial sector on the rapid development of Al technologies. The solutions presented by Datwyler included preassembled high-density cabling systems for data centres, the DatAIM cable management software, the company's Smart Modular Data Centres (SMDCs) and its DCIM platform.

Datwyler's SMDC is the first solution on the market in which automatic infrastructure management (DatAIM) is organically integrated into the data centre infrastructure management (DCIM) platform. Thanks to comprehensive visualisation, Datwyler's SMDC can be operated, managed and maintained very efficiently.

The focus for DatAIM was on the latest updates: automated batch creation of network objects and connections, automatic topology creation and Al-powered con-

nection verification to simplify network topology planning.

Automated design and verification

The Al-powered data centre floor plan recognition enables the automatic 3D simulation modelling of entire buildings as well as individual rooms, racks and cable trays. Based on network topology data (devices and connections), and combined with the 3D data centre simulation, equipment can be automatically placed in the racks, cable connections created, cable trays planned and allocated, and finally, the entire layout can be checked for errors using simulation.

This functionality, along with the automatically generated diagrams and tables, provides a solid foundation for efficient and accurate cabling implementation in Al data centres.



Jackie WangRegional Sales Manager West

China:

EXCHANGE WITH SYSTEM INTEGRATORS IN BEIJING

At the beginning of September, Datwyler invited leading system integrators from the greater Beijing area to the Crowne Plaza Sun Palace Hotel to discuss current trends in structured cabling and the topic of "Intelligent networking, shaping the future together".

Application scenarios and case studies

Datwyler used the event to present the latest generation of its high-performance copper and fibre optic cabling systems as well as the company's intelligent management software solutions. Datwyler experts explained the technological advantages of the systems to the participants, using application scenarios and case studies to demonstrate how they ensure greater efficiency and reliability in cabling projects.

The representatives from the participating system integrators actively engaged in the event and there were intensive discussions on the challenges of specific projects and the solutions they had found.

They were interested not only in the high transmission speeds, stability and reliability of Datwyler solutions, but also in their ease of installation and maintenance as well as their contribution to energy savings and environmental protection.

MARKET

Furthermore, an interactive area was available at the event where they could experience the performance of Datwyler cabling products first-hand.

At the end of the day, many system integrators stated that this exchange had not only deepened their understanding but also laid a solid foundation for future collaboration with Datwyler.



Ella ZhangRegional Sales Manager North
China

panorama | 20 | Datwyler IT Infra

Austria:

"CRITICAL INFRASTRUCTURE" -A COMPLETE SUCCESS

Datwyler, TANlock and many other well known partners organised a roadshow for technical planners and operators of critical IT and OT infrastructures. It was called "Critical Infrastructure - from data centre to outdoor cabinet" and there were three stops in Austria. The response was gratifying. 40 interested parties at Rowa Moser in Innsbruck, 70 visitors at Graz Airport and 110 attendees at Topgolf in Vienna.

The keynote speakers provided a lot of food for thought. Christoph Baumgärtner, CEO of Rechenzentrum Ostschweiz AG, reported on his "green data centre", how a dairy is using the waste heat, so that "data is being turned into cheese". Thomas Pfeiffer, Chief Information Security Officer of Linz Netz GmbH, gave some exclusive insights into the new law on the resilience of critical installations (Gesetz zur Resilienz kritischer Einrichtungen, RKEG). Stefan Höller, Chief Security Officer at SVD Büromanagement GmbH, shared stories about his fascinating experiences and the often stony but rewarding path to a high level of

There was also a special highlight at each stop. In Innsbruck it was of course the wine tasting, in Graz a guided tour of the airport hangar and in Vienna quests were able to



show off their skills on the tee line at the Topgolf centre and end the evening in a relaxed atmosphere.

Thanks to the inspiring keynotes, the fascinating specialist contributions, the lively discussions and, not least, the many personal encounters, both the organisers and the participants enjoyed an especially positive experience. The three events impressively demonstrated how important personal exchange and shared development are in the industry.



Andreas Klodner Business Manager



China:

INSIGHTS INTO THE FUTURE OF AIRPORT CONSTRUCTION

together numerous prominent companies and industry experts from the global aviation industry to discuss futureoriented trends in airport construction and expansion.

As a provider of comprehensive IT infrastructure solutions, which have been deployed in numerous airports worldwide sented at the trade fair with a stand. This year, the DatSentinel DC 1000 attracted particular attention. This smart, modular data centre, which integrates all relevant

Talking to visitors at the stand



systems such as power distribution and UPS into a single rack, features the industry's largest 24-inch touchscreen and an est version. Furthermore, Datwyler offers DatAIM. By combining cabling visualisation with a DCIM platform, this solution

stand was a great success. The technical team presented products and customised solutions to visitors, generating lively interest among aviation industry professionals and company representatives because these solutions address the specific IT requirements of airports and also simplify operations and maintenance.

Expo 2025 once again provided a highquality platform for exchange and col-Furthermore, Datwyler was able to fur-



Exhibits at the Datwyler stand

ther strengthen its partnerships with existing customers.



Chen Chen



DEBUT AT SEMICON-DUCTOR EXHIBITION IN SHENZHEN

In early September, the SEMI-e Shenzhen International Semiconductor Exhibition and the Integrated Circuit Industry Innovation Exhibition 2025 took place at the Shenzhen World Exhibition & Convention Center. With over 1,000 prominent semiconductor companies showcasing cutting-edge technologies and the latest innovations, the entire



Interested visitors at the Datwyler stand

semiconductor industry value chain was represented.

For the Chinese Datwyler team, the trade fair appearance marked a debut. The company presented its shielded cabling systems, modular racks and cabling management software – products that ensure high network stability and operational efficiency in semiconductor factories and address the need for system upgrades.

In discussions at the stand, Jack Lin, Technical Service Manager at Datwyler, repeatedly emphasised the extremely high demands placed on network stability and interference immunity in the production environment of chip factories. To meet the required millisecond response times and ensure the stability and reliability of system operation, a shielded cabling system with Category $6_{\rm A}$ products from Datwyler is an ideal solution.

Supporting transformation projects

There was also considerable interest in Datwyler's modular rack solutions with integrated power distribution, monitoring and cooling. The integrated cabling management system provides users with comprehensive functions for convenient and efficient remote control and maintenance. Furthermore, the system enables online simulations of upgrade and modernisation projects and automatically generates lists of the required materials – thus

contributing to more precise planning and execution of transformation projects in chip factories.

In addition to its hardware and software products, Datwyler offers comprehensive services in China, ranging from the complete planning of IT infrastructure – for example, in the early construction phase of a plant – to outsourcing services after commissioning.

Trending topic: Al data centres

Another topic at the trade fair stand was the current trend toward intelligent, Alpowered data centres. With its high-density systems suitable for 400G, 800G and even 1.6T applications, Datwyler is ideally positioned to support the development of these modern data centres with high-quality solutions.



Chen ChenMarketing Specialist



Strong partnership in the MEA region (from left): Diaa Shqairat, founder of DeepSolve Tech Limited, Adrian Bolliger, CEO of Datwyler IT Infra, and
Asem Shadid, Managing Director MEA at Datwyler IT Infra

Middle East and Africa:

Datwyler and DeepSolve focus on **AGENTIC AI**

Infrastructure reimagined: intelligent, autonomous infrastructures for operational excellence

At the beginning of September, Datwyler IT Infra entered into a strategic partnership with AI expert DeepSolve to offer a self-managing, agentic AI-based infrastructure in the Middle East and Africa (MEA) region. "This partnership expands our portfolio to include autonomous infrastructures that offer our customers measurable benefits – from improved efficiency and reliability to greater sustainability and resilience," emphasises Asem Shadid, Managing Director MEA at Datwyler IT Infra.

Added value for public authorities and businesses

Modern institutions – whether public or commercial – face increasingly complex challenges in providing and maintaining their infrastructure, from balancing energy efficiency and security to ensuring uninterrupted services. Datwyler's Autonomous Infrastructure is designed to meet these challenges. Through agentic AI, this solution can continuously monitor and manage multiple systems in parallel, dynamically allocate resources, respond to issues in real time and predict maintenance needs long before failures occur.

For public authorities and institutions, this means smooth processes, high operational reliability and a positive experience for citizens, employees and visitors. In companies, an autonomous infrastructure improves business continuity, optimises energy consumption and contributes to a more comfortable and productive working environment. Unlike conventional standalone solutions, Datwyler's approach is designed as a complete ecosystem in which hardware, software and services seamlessly integrate, while agentic Al autonomously makes decisions, ensures optimisation and enables predictive maintenance.

An interview with DeepSolve founder Diaa Shqairat can be found on page 30.



Nemy Gapangada Head of Administration & Quality United Arab Emirates

panorama 24 Datwyler IT Infra panorama 25 Datwyler IT Infra

Saudi Arabia:

SEMINAR FOR SYSTEM INTEGRATORS

In September, Datwyler, together with Bright Technology, its long-standing authorised distributor in Saudi Arabia, hosted a seminar in Riyadh, which was attended by over 100 representatives of leading system integrators from across the Kingdom.



In his keynote presentation, Ahmad Fattal, General Manager of Bright Technology, presented the company's expertise and his vision for continued close collaboration with Datwyler. Soubhi Al-Aliwi, General Manager of Datwyler's Saudi branch, provided an overview of the company's portfolio and highlighted how Datwyler's integrated solutions support the country's digital transformation.

Expert knowledge

Ahmed Abdelaleem, Head of Project Management, spoke about the importance of future-proof structured cabling for building intelligent infrastructures. Ihab Gazawi, Global Head of Data Centre Experts, explained the advantages of Smart Modular Data Centres (SMDCs) to the participants. And Ala'a Shqairat, Business Development Manager, presented agentic Al, underscoring the expansion of Datwyler's portfolio toward solutions for autonomous infrastructures (see pages 25 and 30). The dashboard for Datwyler's Autonomous Infrastructure was also presented.



The teams from Datwyler IT Infra and Bright Technology

Finally, the participants took the opportunity to engage in discussions with the experts, learn about practical application examples and discover how Datwyler's offerings can be tailored to meet the specific needs of companies and organisations in Saudi Arabia.

Commitment to innovation and growth

Asem Shadid, Managing Director MEA at Datwyler IT Infra, emphasised the company's commitment to innovation and digital transformation in the Kingdom. With its expanded portfolio, Datwyler has aligned itself with the Saudi "Vision 2030" and is supporting Saudi companies in achieving greater efficiency, increased resilience and long-term growth.



Mutaz Alwohoush Sales Manager Saudi Arabia

INTERVIEW WITH

PROF. DR. PERO MIĆIĆ

CEO of the FutureManagementGroup AG



anorama | 26 | Datwyler IT Infra panorama | 27 | Datwyler IT Infra

Interview with Prof. Dr. Pero Mićić, CEO of the FutureManagementGroup AG

Professor Mićić, you are always saying that managers need a positive vision of the future. What might that vision look like when it comes to the use of artificial intelligence?

Pero Mićić: An effective vision of the future with Al should generate a future to look forward to. Otherwise a crippling anxiety will take over. It should credibly show how people can have their workload lightened by Al so that they can concentrate on their strengths, creativity, empathy, leadership. It should make it clear that Al can generate a better quality of life in the long term. All activities should be aimed directly at this vision of the future.

A lot of companies still see Al as a purely technology-based investment. Afterwards, once it's implemented, how can there be a benefit for the actual business model that will then also contribute towards turnover and profit?

Al is like an amplifier for our brain. Literally everything we can do with our brain can and will be done better by Al, more creatively, more quickly, more reliably and more cheaply. By identifying and understanding customer problems and developing and implementing highly individual solutions. And essentially all processes will become more efficient and also more productive. An important point, there is no "afterwards". Al is and will continue to be an ongoing task.

FMG has developed the "Eltville Model". How can companies use the methods provided by this model to convert the uncertainty and dynamics around Al into accessible, future-proof strategies?

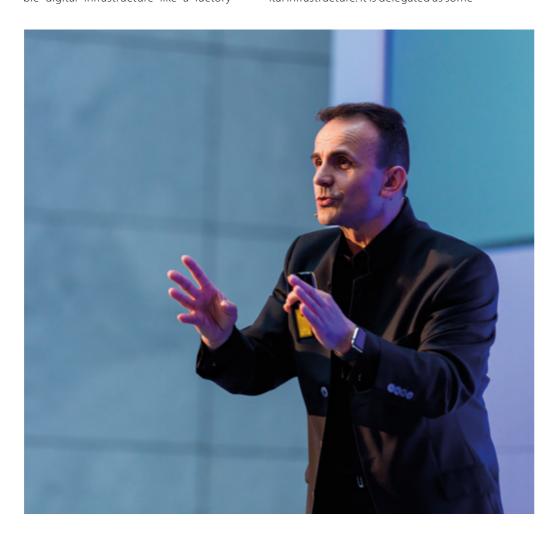
The blue "future glasses" help companies identify and understand how Al is changing their industry. The red ones, where unexpected Al risks are lurking. The green future glasses show new opportunities. The yellow ones define an Al future to be aspired to. And the violet future glasses formulate a robust strategy from it. So uncer-

tainty becomes an opportunity for shaping the future.

Al applications, especially generative Al, produce huge amounts of data that have to be processed and stored. How urgent is it for companies to future-proof their networks and data centres? Extremely urgent. Al needs a solid, scalable digital infrastructure like a factory

Al inference engines in cars will be connected to virtual Al training centres.

In your view, what is the greatest constraint faced by companies when building an Al-capable digital infrastructure? The greatest constraint is not technology, but the thinking. A lot of people underestimate the strategic significance of digital infrastructure. It is delegated as some-



needs electricity. Otherwise you won't be able to realise the full potential of Al and will fall behind the competition. There will be some fascinating innovations in this field. For example, in the future, the

thing for IT rather than being treated as a managerial task. But without a digital substructure, every Al initiative will remain incomplete. Future security always starts in the head. As does failure.

When using AI, what should companies take into account in order to retain their data sovereignty?

If you want real data security, you should run Al in hybrid or private infrastructures. Public clouds are convenient but risky. Because, for example, unfortunately, our American friends have frankly become more challenging. Not to mention cyber hackers from hostile regimes. Sensitive processes belong in private data centres or sovereign clouds.

How can companies reconcile the increasing energy consumption due to Al applications with a future-proof and responsible IT strategy?

One day photonic chips might lower energy consumption per token to a hundredth of the amount. But until then all AI resources should of course be streamlined for energy efficiency. Based on green energy, heat recovery and modular architecture. The more efficient the hardware and the algorithms, the smaller the footprint.

Which industries or areas of business that integrate Al into their value chains do you think can achieve the greatest competitive advantages?

The greatest advantages are achieved by industries with high volumes of data and a lot of knowledge work, for example health, finance, industry, logistics, consulting. Also, Al is indeed becoming "physical" in the form of Al controlled vehicles, industrial robots and humanoid robots. Considered overall, there is virtually no industry that cannot benefit massively from Al. Whether they do depends upon the particular management team.

What is the greatest organisational or cultural challenge for companies if they are to emerge as winners from the Al transition?

The greatest barrier is often human behaviour. Anyone who values old and trusted over new and better will resist Al and

Info about FMG

In 1991, the FutureManagementGroup AG was the first management consultancy in Europe to become engaged in the future management of companies and to develop scientifically-based future strategies. FMG works for business people and management as well as governments and authorities. FMG's "Eltville Model" is the only one to fully include the future, strategy, innovation and leadership. It is used by thousands of companies and taught in colleges.

www.futuremanagementgroup.com

will not get on board. Often in a way that cannot be seen from the outside. So again I would ask and recommend that the central task of the management team be to develop the company's next phase with the most professional use of Al as a vision of the future, to themselves spread the idea of a bright future and convince the team.

There are studies that say that a large part of all Al projects in companies fail. No added value is generated and no work processes are improved. What, in your view, signifies a successful Al project?

Al is neither a project nor a transformation that has an end. But, now and for ever, Al is like a booster for every brain in the company. First of all, use Al to lighten the most laborious, the most boring, the most difficult tasks for all employees. Encourage and enable each and every one to use Al for exactly that purpose. Then, use Al to create better solutions to the most burning customer problems. If it fails, it won't be the fault of Al.

If you could give companies today a key message for managing the AI future, what would it be?

Your most important task as leaders – and also the only task that you cannot delegate – is to develop a vision of the next era of your company together with your team. A company that can provide enormous customer benefits with AI will be highly productive and make work a pleasure.

That vision of the future must then become effective in every employee and generate a future to look forward to.

Thank you very much for the interesting conversation.

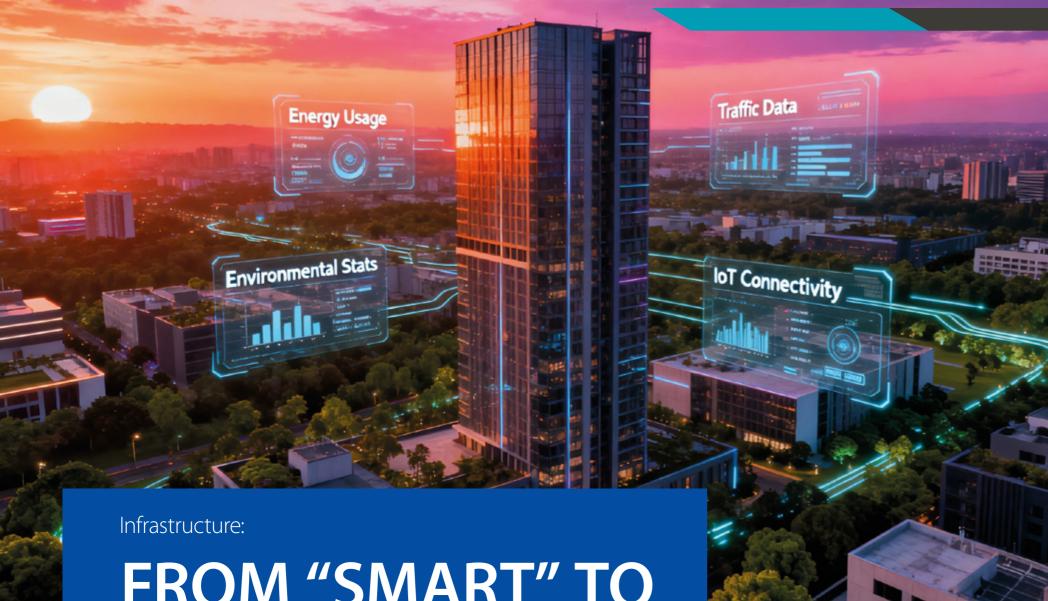


Ralf Fischinger Head of MarCom Europe Germany



Dieter RiekenHead of Communications
Germany

anorama | 28 | Datwyler IT Infra panorama | 29 | Datwyler IT Infra



FROM "SMART" TO AUTONOMOUS

Interview with Diaa Shqairat, founder of DeepSolve Tech Limited

Datwyler IT Infra has entered into a strategic partnership with AI expert Deep-Solve to offer a self-managing, agentic AI-based infrastructure in the Middle East and Africa (MEA) region. In this interview, Diaa Shqairat, the founder of Deep-Solve, explains what agentic AI specifically means for companies today.

What is the difference between agentic AI and conventional AI?

Diaa Shqairat: Agentic Al is proactive, not just reactive. It continuously learns from data, predicts problems and takes independent action to optimise performance. Think of agentic Al as a support team ensuring the efficient and reliable

operation of your facility around the clock.

How does this create an autonomous infrastructure?

An autonomous infrastructure integrates hardware, software and services into a self-optimising ecosystem. With agentic Al at

Use case of Al-based autonomous infrastructure in a building

its core, systems such as lighting, HVAC, power supply and security adapt dynamically without human intervention.

Today, automation is mostly rule-based and limited to isolated systems. Datwyler's solution is different, a full-stack, Aldriven approach enabling end-to-end transparency and proactive decision-making. This is how infrastructure transforms from "smart" to truly autonomous.

What benefits can organisations expect from this technology?

The benefits extend beyond automation, to proactive action, increased resource efficiency, minimised downtime, enhanced security and improved user experiences. An autonomous infrastructure also strengthens public trust in government services by ensuring seamless operations.

Which sectors will benefit most?

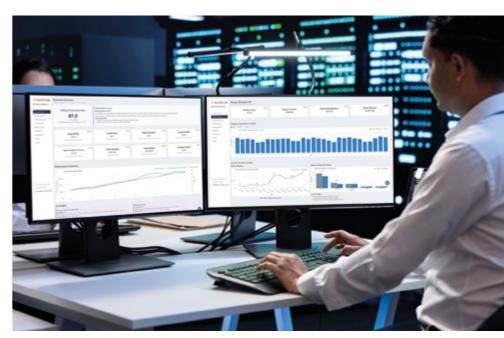
Hospitals, transportation hubs, public buildings, companies with large campuses and large commercial facilities. Any complex environment with interdependent systems will gain in efficiency, resilience and comfort.

How does agentic Al support leaders in their decision-making?

Agentic Al provides predictive analytics and actionable data that empower leaders

What is your vision for the MEA region?

We are witnessing a shift from isolated smart buildings to fully interconnected campuses and city-wide systems. Datwyler's Autonomous Infrastructure will empower organisations in the MEA region to achieve operational excellence, realise their ambitious sustainability goals and deliver best-in-class user experiences. It's not just about advancing buildings, but about shaping resilient, future-proof cities for generations to come.



The graphical user interface for Datwyler's Autonomous Infrastructure

to make better decisions regarding sustainability, risk mitigation and long-term planning. It shifts the focus of leaders from firefighting to future-proofing.

Can agentic Al also strengthen resilience against cyber and operational risks?

Yes. Agentic Al detects anomalies, anticipates risks, and takes countermeasures before disruptions can escalate. In the future, infrastructure resilience will no longer be achievable without Al as a core component.

Thank you very much for the interesting conversation.



Nemy Gapangada Head of Administration & Quality United Arab Emirates

panorama | 30 | Datwyler IT Infra



Interview with Thomas Jäggi, Managing Director IT Solutions Europe at Datwyler IT Infra

In the last decade a lot of companies have moved their systems into the cloud. But people are now having a rethink. Why?

Thomas Jäggi: There are three considerations at play here. Cost developments have raised the question that it might be cheaper for companies to host their data in their own data centres. Again, moving to their own data centre also means having digital sovereignty. And, not least, the digital transformation in production and the introduction of IoT applications is leading to large amounts of data having to be processed in real time. Control of this cannot be in the cloud because the response times would be too long – the key factor is short latency. So this has to be on-premises, close to production.

But for other applications and services there are good reasons for having them in the cloud. Especially when it comes to reliability and scalability, cloud hosting has its advantages. So the question is not cloud or local data centre, but, as an IT manager, how can I cleverly combine them so that I can get the best from both worlds? The perfect combination is hybrid computing – a hybrid infrastructure.

Isn't hybrid computing old hat?

On the contrary. Hybrid computing has rarely been so relevant. This is explained by increasing IT/OT convergence and much higher cloud costs. So a lot of SMEs have to reassess their IT situation. Hybrid computing – when correctly implemented – is a very efficient way of balancing out charges and costs without losing any security or flexibility.

Finally, though, applications and data should be kept wherever they can be best managed from a professional, technical and regulatory point of view. This might be in a public or private cloud or it might

also be in a company's own computing room or at the edge. There will then be an environment that is distributed but also interwoven and which, for users, should feel like a reliable, homogeneous platform. That is extremely attractive, especially for small and medium-sized companies.

What experience does Datwyler have in the hybrid computing business?

Datwyler IT Infra comes from the data centre sector and has implemented a lot of projects with its customer to store applications in the cloud or in edge data centres. With the establishment of our business area IT Solutions we want to expand our expertise.

What specific advantages are offered by hybrid infrastructures?

Our focus is on the management of a hybrid

IT landscape in a way that is as comprehen-

sive and transparent as possible. Then we

can gain advantage with an infrastructure management platform which has been

proven in practice – and doesn't come from an American hyperscaler. Our platform in-

creases data sovereignty and ensures maxi-

mum compliance and automation.

A company that runs on-premises applications in a local data centre or in a private cloud can move workloads between cloud and data centre relatively easily and therefore achieve the best utilisation of its own hardware while lowering cloud costs. So flexibility and scalability are retained without driving up costs too much. And security and compliance requirements can be fully observed. Nevertheless IT can quickly respond to new requirements and provide new platforms. We offer data centres for this in all shapes and sizes. From the ready pre-configured Smart Modular Data Centre, our SMDC, to the large custom-built

data centre – including our own, highly secure cloud data centres in Switzerland.

Do hybrid infrastructures have any disadvantages?

Of course a hybrid cloud infrastructure can increase complexity and management costs. But that can be kept under control with suitable management software and trained staff. A lot of our projects show that a hybrid infrastructure can save 10 to 30 percent of costs compared to a pure cloud solution. On the other hand, there is additional work involved in the operation, maintenance and integration of the local infrastructure which accounts for about 15 to 20 percent of overall costs.

How should users proceed if they want to examine and optimise their IT infrastructure?

First of all they should work out their requirements and current utilisation. What response times are needed? Is utilisation highly fluctuating? How sensitive are the data? This will show where the workloads should be. The costs can then be estimated and limited on the basis of FinOps criteria, quotations and budgets. We provide intensive support for our customers in these planning phases, working out targets with KPIs, processes and responsibilities. The result will be a future-proof hybrid infrastructure that's secure, resilient, sovereign and scalable.

Thank you very much for the interview.



Marco Müller
Vice President
Marketing & Communication
Switzerland

panorama | 32 | Datwyler IT Infra



Copper data technology:

NEW PATCH CABLE RANGE

As of January Datwyler will be offering new category 5 and 5e patch cables, characterised by their flexibility, surge voltage resistance and slim connectors. The standard range includes lengths from 0.5 to 20 metres in seven difference colours.

The CU 5502 flex 4P cable used allows data communication up to 1000 megabits per second (Mbit/s). This type of cable is extremely flexible and has an excellent screening effect thanks to high coverage copper braid.

The patch cables have been tested to DIN EN 60664-1 for surge voltages up to six kilovolts (6 kV) and meet the requirements for installation in meter panels and electrical distributors.

They are fitted at both ends with shielded RJ45 connectors and moulded boots. Measuring 11.9 millimetres wide and 15.6 millimetres high, the new connectors from Datwyler are much slimmer than their predecessors. Thanks to the optimised design, they can be plugged in and out more easily, especially in narrow

spaces (patch panels, switches) or places that are difficult to reach (back of equipment).

Efficient energy management

A current application of these patch cables is to connect smart meters. The legal specifications - for example the metering act (Messstellenbetriebsgesetz, MsbG) in Germany and the act on the energy transition digitalisation restart (Gesetz zum Neustart der Digitalisierung der Energiewende, GNDEW) in Switzerland – have recently considerably speeded up the installation of smart metering systems. Thanks to the precise measuring and monitoring, subscribers and owners can optimise energy consumption and therefore save costs. Smart technology is also helping save resources.



Ivan Corsini

Product Manager Copper Data Cabling and Industrial Europe

Fibre optic networks:

TRUNK CABLES WITH **OPTIMISED DIVIDERS**



Another advantage are the new dividers for the individual cables ("legs"): They provide

Datwyler recently introduced a new stand-

ard range of FO trunk cables with much

shorter delivery times. These pre-assembled

multiple cables consist of FO Universal ca-

bles in Euroclasses D_{ca} and E_{ca}, cut to gradu-

ated lengths and fitted with connectors. For

all trunk cables with up to 48 fibres, the de-

livery time from the factory is a maximum of

two weeks – slightly longer for more fibres.

These features of our FO trunk cables can be found in the data sheets on the Datwyler IT Infra website. Which now also include

direct fastening on mounting rails in wall

boxes and housings (up to 144 fibres).

standard trunk cables there.



Joël Portmann Product Manager Fibre Optics Switzerland

INNOVATION

Copper data technology:

FLEXIBILITY MEETS PERFORMANCE

Datwyler IT Infra is adding to its range of Category 7 copper data cables with the CU 7702 4P Proflex TC, a high quality, high performance product which meets the growing demands of modern network installations in every respect.

The newly developed, low-smoke, halogenfree sheath, (FRNC/LSZH) greatly enhances flexibility in bending. So the CU 7702 4P Proflex TC is ideal for making patch cables for installation in narrow ducts or for tough environments in buildings, data centres and industrial plants.

The new cable is produced in Switzerland with the usual Datwyler quality. As a Category 7 cable (up to 600 megahertz), it allows data transmissions up to 10 Gbit/s. The tinned copper (TC) strands provide additional corrosion protection for the copper conductors and ensure particularly durable connections. The new 5-colour coding of the wires to EIA/TIA 568A and 568B - white/ blue, white/orange, white/green, white/ brown - assist fault-free installation and network infrastructure management.

The cable also has excellent fire behaviour. The standard product meets the requirements of Euroclass D_{ca}.

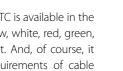
The CU 7702 4P Proflex TC is available in the colours blue, grey, yellow, white, red, green, orange, black and violet. And, of course, it meets the highest requirements of cable standards ISO/IEC 61156-6 and EN 50288-4.

Data sheets can be found on the website



Ivan Corsini Product Manager Copper Data Cabling and Industrial

Europe Switzerland





Datwyler IT Infra 35 Datwyler IT Infra

SWITZERLAND

Dätwyler IT Infra AG Gotthardstrasse 31 6460 Altdorf T +41 41 875-1268 F +41 41 875-1986 info.itinfra.ch@datwyler.com datwyler-itinfra.com

GERMANY

Dätwyler IT Infra GmbH Auf der Roos 4-12 65795 Hattersheim T +49 6190 8880-0 F +49 6190 8880-80 info.itinfra.de@datwyler.com datwyler-itinfra.com

Dätwyler IT Infra GmbH Ludwigstraße 47 85399 Hallbergmoos T +49 811 998633-0 F +49 811 998633-30 info.itinfra.de@datwyler.com

AUSTRIA

Dätwyler IT Infra GmbH
Office Austria
Liebermannstraße F08 301/5
2345 Brunn am Gebirge
T +43 1 8101641-0
F +43 1 8101641-35
info.itinfra.at@datwyler.com
datwyler-itinfra.com

ITALY

Datwyler IT Infra S.r.I.
Operational headquarters:
ComoNExT – Innovation Hub
Via Cavour, 2
22074 Lomazzo (CO)
T +39 02 36714-120
info.itinfra.it@datwyler.com
datwyler-itinfra.com

SPAIN

Datwyler IT Infra Spain, S.L. Rambla Catalunya 121, 4° 2°, Esc. Izq. 08008 Barcelona T +34 697420950 info.itinfra.es@datwyler.com datwyler-itinfra.com

CZECH REPUBLIC

Datwyler IT Infra s.r.o. Folknářská 1246/21 405 02 Děčín T +420 607 037857 info.itinfra.cz@datwyler.com datwyler-itinfra.com

CHINA

Datwyler (Suzhou) IT Infra Co., Ltd.
No. 218, East Beijing Road
Taicang Economic Development Zone
Jiangsu Province, 215413
T +86 512 3306-8066
F +86 512 3306-8049
info.itinfra.cn@datwyler.com
datwyler-itinfra.com

Datwyler (Suzhou) IT Infra Co., Ltd. Shanghai Branch Room C308, 3F, Tower C, No. 333, Suhong Road, Minhang District Shanghai, 201106 T+86 21 3253-2885 F+86 21 6813-0298 info.itinfra.cn@datwyler.com

Datwyler (Suzhou) IT Infra Co., Ltd.
Beijing Branch
Room 218, Block B, Heqiao Building
No. 8 Guanghua Rd, Chaoyang District
Beijing, 100026
T+86 10 6500-2385
sales.office.bj.cn@datwyler.com

Datwyler (Suzhou) IT Infra Co., Ltd. Guangzhou Branch A, 7 FL, Gaosheng Building No. 109, Tiyu Rd. W., Tianhe District Guangzhou, 510620 T +86 20 3879-1200 F +86 20 3879-1105 sales.office.gz.cn@datwyler.com

SINGAPORE

Datwyler IT Infra Pte. Ltd.
2 International Business Park #03-30/31
The Strategy
Singapore 609930
T +65 68631166
F +65 68978885
info.itinfra.sg@datwyler.com
datwyler-itinfra.com

UNITED ARAB EMIRATES

Datwyler Middle East FZE
LB 15, Office 210
Jabel Ali Free Zone
P.O. Box 263480
Dubai
T +971 4 4228129
F +971 4 4228096
info.itinfra.ae@datwyler.com
datwyler-itinfra.com

Datwyler IT Infra Solutions LLC
Unit 1003 – 1005, 10th Floor, IB Tower
Business Bay
Dubai
T +971 4 4228129
F +971 4 4228096
info.itinfra.ae@datwyler.com

SAUDI ARABIA

Datwyler IT Infra
Palmera Building, Office 18, 2nd floor
Prince Abdulaziz Bin Musaid Ibn Jalawi St.
Al Sulaimaniyah District
Riyadh 12223
info.itinfra.ae@datwyler.com
datwyler-itinfra.com