

**Di² Summit 2020**  
**Airport Club Frankfurt, 04 March 2020**

Roundtable: **Requirements for investments in Data Centers in Germany**

Roundtable Host(s): **Heiko Schrader**, Director Business Development

**NOTE: This workshop will be held in GERMAN/ENGLISH (TBD)**

Time: **14:45 – 15:45**

Room: **Barcelona 1**



**Heiko Schrader**

Heiko Schrader has a diploma in business informatics and is in charge for Business Development at Penta Infra, a Dutch investment funds with a focal point on digital infrastructure, i.e. datacenters and fibre connectivity. Germany is currently with 4 datacenters the focus of investment. Heiko has more than 30 years experience in the IT and datacenter market, gathered at manufacturers of servers, storage and networking solutions and at providers for datacenter turnkey solutions.

**Dr. Béla Waldhauser, eco Association, Telehouse Deutschland**

Dr. Béla Waldhauser is the Chief Executive Officer of Telehouse Deutschland GmbH since 2012 and the head of the integrated operational business of KDDI and Telehouse in Germany since April 2014. For the BMBF he is involved in the development of the new strategy platform “IKT in H2020”. Béla is appointed as the spokesman for the Alliance to Strengthen the Digital Infrastructure in German since February 2018.

**Objective:** The workshop will discuss critical success factors for investments in data center infrastructure in Germany, including operational and financial aspects

**Format:**

- Interactive workshop with max. 15 participants
- One 1h session
- Presentations only support the workshop discussion. The major focus is the active participation and integration of the participants
- Chatham House rules apply for every Di² Summit Workshop and secure the high-level trustful environment

**Content of the Roundtable:**

- What does an investment in data centers differentiate from investments in office buildings or residential homes?
  - Lifetime
  - “Core & shell” vs. technical equipment
  - Replacement investments & technical innovations
  - Service Level Agreements & penalties
- Why investments in data centers in Germany?
- What to invest in? HyperScale, large colocation, regional DCs, Edge DCs?
- How to finance: Bank loan vs. private equity vs. investment funds
- What an investment partner should bring beside money
- What has to be considered when building & operating a DC (location, power availability, fibre connectivity)
  - Offered solutions (housing, hosting, managed services, cloud, IoT, 5G, connected cars etc.)
  - How to operate
  - How to market