


Event:  
Date:  
Place:

**Technical Seminar**  
Wednesday February 12, 2020



<b>#</b>	<b>Giuseppe Leto</b>	
Title:	Global Portfolio Manager Data Center at Siemens	
email:	<a href="mailto:giuseppe.letto@siemens.com">giuseppe.letto@siemens.com</a>	•
Phone number:	+41 79 527 4691	•
Paper/Presentation:	<a href="#">Presentation</a>	•
Present. duration:	<b>30 min (including a 5 min Q&amp;A)</b>	•
PC/Mac	<a href="#">MS PowerPoint 365 should be installed in the pc/laptop</a>	•
Requirements:	<a href="#">None</a>	•
Presentation title:	<a href="#">Energy efficiency solution for Data Centers</a>	
Short CV:	<p>Giuseppe Leto is Global Portfolio Manager at Siemens. He is responsible for the Data Center vertical market and manages the portfolio strategy including evolution, positioning and promotion of solutions and services.</p> <p>Giuseppe has a long experience within the data center market and has deep insight into the needs and trends of industry.</p> <p>Giuseppe has two master's degrees and currently lives with his family in Switzerland.</p>	
CV:	<p>Giuseppe Leto is Global Portfolio Manager of the Vertical Market Data Center at Siemens HQ located in Zug, Switzerland, where he has been employed since beg of 2018. Previously he has held different technical and sales roles in leading companies of the data center industry where he achieved a proven track record of successful results, including product development initiatives with significant impact on the sales side; design and engineering of hundreds of data center projects. He holds two master' degrees in Telecommunication Engineer and Information Technology from Politecnico di Milano and CEFRIEL (Milano).</p> <p>At Siemens, he manages value proposition for Data Center vertical market encompassing Siemens Data Center related offerings as well as ecosystem partner offerings. According to customer requirements, market trends, and competitive analysis, he defines portfolio</p>	

Event:

## Technical Seminar

Date:

Wednesday February 12, 2020

Place:



strategies, evolution, positioning and promotion. He is responsible for growth & profit strategies, business planning and road mapping.

He establishes and manages a cross functional team to realize development of products, solutions and/or services; he drives business performance of solutions over whole lifecycle in cooperation with all partners over the whole process chain; he supports DC account management and target regions during rollout activities and important customer visits.

His interests span over decarbonization, sustainable use of natural resources, artificial intelligence, robotics, liquid cooling, autonomous data centers and others. He is a public speaker and author of publications and opinion contributes.