



# CXO INTERVIEW WITH SE.MP3

Patrick Vollmer: So hello Kian.

Kian Mossanen: Hello, Patrick. Thanks for having me.

Patrick Vollmer: Kian you look back on many years of executive experience, in the I.T. space. What word qualifies you? What word describes you best?

Kian Mossanen: I would call myself a passionate global digital leader who has decarbonization on top of his list, and therefore it's the perfect environment for me to have great teams around me and, you know, bringing decarbonization forward from a digital point of view.

Patrick Vollmer: And digitization is in everybody's agenda. Every day we get in touch with digitization. Do you face any challenges, any resistance?

Kian Mossanen: I mean, we all have to constantly change and learn where if not in I.T. I mean, our solutions we bring into the organization becoming obsolete after three, four or five years latest. So we need to constantly look on what is now the latest technology and latest cloud application, also software-as-a-service.

Patrick Vollmer: Ok, thank you for that. And I mean You've mentioned before that there is a higher purpose behind Siemens Energy that's acting and operating in the midst of the energy transition. What is the contribution off of Siemens Energy to work towards that goal and that lifestyle?

Kian Mossanen so, first of all, I honestly believe it always starts with us as individuals, because we as individuals have to contribute to the decarbonization. But then as a company there, the different fields. It starts with supply chain where we can optimize the raw material that we buy. Have a deeper look into that. What is the carbon footprint of chemical products? Are the materials we're using logistic processes, then it's inside of the organization. So how do we produce? how we can become carbon neutral and our target is to become carbon neutral by 2030.



Inside of Siemens Energy But even beyond it, also touching the portfolio outside of the company that goes to our end customers and helping our end customer with our digital solutions to optimize them and to decarbonize also their footprint. And then beyond that and that is where our company has an even higher impact It can be in the data center area. It can be in the energy production area. Energy. We are consuming all of us as end consumers.

Patrick Vollmer: It's so important for Europe to avoid any deindustrialization, particularly for energy ,heavy industries like steel, aluminum, paper, cement and the same that caused like over 30% of the energy. Let's talk about data. How do you see the role of data in that whole game?

Kian Mossanen: For us, data is of utmost importance because it's also the reason why Siemens Energy has achieved data officer onboard since more than a year right now, because it all starts with asset. And asset in today's world is usually data. So that means we need to better maintain our data in our own environment, our production environment especially, but even more important in the customer fleet to be able also to optimize and better digitize our customers based on the information we have.

I mean, you find a lot of very great solutions, solutions that have been developed over the last years. For example, in leak protection, in pipelines where we can help as our solutions to find a leak much earlier than you could do it as physically. We have also when it comes to any kind of energy transformation and transition with drones, for example, there's videotaping and AI to help also to analyze here if you have any area where we need to do maintenance. So it goes from the ground. It goes up in the air. It's all around. Where we can help is digital solutions to help the energy sector.

Patrick Vollmer: And you've already mentioned a couple of technologies. So I heard AI, I heard about drones. We've heard about data. What other technologies do you as a CIO have on your agenda that you see and test and deploy around the decarbonization topic?

Kian Mossanen: I think the most important thing is none of the topics that I just mentioned and how much more we do on our own. It's always a a corporation We do either of the hyperscalers or with our digital companies and organizations, either bring development, know how, or bring methodology know how. So it's always a corporation and collaboration. We do it together with our customers and other partners to be successful. So the just invented here approach from the past won't be successful at all, especially in this huge eco we're having in the energy sector.



Patrick Vollmer: How do you see the cloud in this in this space? What's the role of a cloud solutions that they can provide to you?

Kian Mossanen: Now, for us, it's absolutely important we have a clear cloud strategy because that's most of the very well known hyperscalers. We bring a lot of workload endeavor, use the functionalities and the great solutions you find there. Be able to scale up and we meet with our customers in the cloud and develop this to customers together in the cloud, the solutions of tomorrow. So therefore, without this approach, we wouldn't be where we are today.

Patrick Vollmer: What's your experience in working with different business partners, in deploying new technologies like the Cloud?

Kian Mossanen: My own experience is that most industries and most leaders fully understood over the last years that there's a lot of beauty in software because you can't scale it up and you have completely different margins compared to a hardware very often. So that means for all of us, it's important to enrich hardware, the software, I mean, we are hardware company. Our suppliers, our customers, our partners, we are all looking at how we can improve the software part to become more efficient at the end of the day. So I see a turnaround in that industry that has started already some years ago, but can be frozen, accelerate.

Patrick Vollmer: That is fantastic. So we've heard about the cloud, we've heard about A.I., we've heard about new technologies and ecosystem plays. How do you take your teams with you and help to guide them through all this change and building up the right capabilities?

Kian Mossanen: I mean, for me, first of all, it starts also with the purpose of the company. And we have so many passionate I.T. expert digital experts and just a great purpose of our organization. And we all have the Northstar to decarbonize the world for our kids and grandkids that supports you a lot of change management journey.

Patrick Vollmer: So Kian. Where do you get your passion from? Where do you get all the motivation and the inspiration every day for tackling for addressing all those topics that you have on the plate?



Kian Mossanen: First of all, it's to have so many great people around you, people you can learn from every day. And it's the family, that's the private environment also where you got a lot of energy from.

Patrick Vollmer: I thank you very much for the interview and I wish you all the best and good luck and continue with that journey at Siemens Energy.

Kian Mossanen: Thank you very much for having me, Patrick. I really enjoyed that interview.

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