

Siemens and TD SYNnex embark on global partnership to accelerate IT/OT convergence and physical AI adoption

- **The global partnership aims to bring together Siemens' technology and industrial domain expertise with TD SYNnex's global IT ecosystem to drive the software defined future and adoption of physical AI**
- **The relationship is intended to broaden access to Siemens technology across industries, enterprises and small and medium-sized businesses leveraging TD SYNnex's global expertise in scaling complex technology solutions and delivering customer outcomes**

Siemens and TD SYNnex, one of the world's leading technology distributor and solution aggregators, have agreed on a joint framework to establish a global distribution partnership. Operating across more than 100 countries, TD SYNnex connects a broad ecosystem of technology vendors and partners through specialist expertise, enablement, services and digital platforms.

The partnership aims to bring together Siemens' technology and domain expertise with TD SYNnex's extensive IT ecosystem, creating new opportunities for technology partners as physical AI emerges and IT/OT convergence accelerates.

TD SYNnex's ecosystem spans technology providers, solution providers, systems integrators, hyperscalers, independent software vendors (ISVs) Managed Service Providers (MSPs), providing a platform to connect and aggregate complementary technologies and capabilities. This relationship is designed to broaden access to solutions spanning industrial automation, software and AI, cybersecurity, intelligent infrastructure and electrification.

“With the incredible pace of change driven by AI, bringing IT and OT closer together has never been more important,” said Alastair Borissow, Head of Global Distribution Sales, Siemens. “By combining our established and highly capable global OT distribution network with TD SYNnex’s complementary strengths in IT distribution, scale and ecosystem we intend to create new opportunities for our entire distribution channel. Together, we have the opportunity to deliver end-to-end capabilities for customers across the entire Siemens technology portfolio.”

“IT and OT convergence is creating significant opportunities for partners to connect enterprise technology with the systems that power industries, infrastructure and buildings,” said Cheryl Day, senior vice president, New Vendor Acquisition & Global Solutions, TD SYNnex. “By combining Siemens’ industrial technology expertise with TD SYNnex’s global partner ecosystem, enablement capabilities and value-added services, we can help partners access new markets, develop new skills and address emerging opportunities in areas such as industrial AI, automation, cybersecurity and digital infrastructure.”

“This is about far more than the distribution of technology - it is about connecting the industrial and IT worlds at unprecedented scale – by combining Siemens’ deep industrial technology with TD SYNnex’s extraordinary reach across the global IT ecosystem - from hyperscalers and technology providers to thousands of specialist partners,” said Dion Smith, head of Global Partner Ecosystem, Siemens. “We aim to create new routes to market, engage new buying centers within existing customers and reach entirely new customers, while accelerating the convergence of IT and OT. Together, we have the opportunity to unlock a trillion-dollar market and make secure industrial digitalization more accessible, scalable and impactful worldwide.”

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This press release can be found at: <https://press.siemens.com/global/en/pressrelease/siemens-and-td-synnex-embark-global-partnership-accelerate-itot-convergence-and>

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Siemens Digital Industries (DI) empowers companies of all sizes within the process and discrete manufacturing industries to accelerate their digital and sustainability transformation across the entire value chain. Siemens' cutting-edge automation and software portfolio revolutionizes the design, realization and optimization of products and production. And with Siemens Xcelerator – the open digital business platform – this process is made even easier, faster, and scalable. Together with our partners and ecosystem, Siemens Digital Industries enables customers to become a Digital Enterprise. Siemens Digital Industries has a workforce of around 70,000 people worldwide.

Siemens AG (Berlin and Munich) is a leading technology company focused on industry, infrastructure, mobility, and healthcare. The company's purpose is to create technology to transform the everyday, for everyone. By combining the real and the digital worlds, Siemens empowers customers to accelerate their digital and sustainability transformations, making factories more efficient, cities more livable, and transportation more sustainable. A leader in industrial AI, Siemens leverages its deep domain know-how to apply AI – including generative AI – to real-world applications, making AI accessible and impactful for customers across diverse industries. Siemens also owns a majority stake in the publicly listed company Siemens Healthineers, a leading global medical technology provider pioneering breakthroughs in healthcare. For everyone. Everywhere. Sustainably.

In fiscal 2025, which ended on September 30, 2025, the Siemens Group generated revenue of €78.9 billion and net income of €10.4 billion. As of September 30, 2025, the company employed around 318,000 people worldwide on the basis of continuing operations. Further information is available on the Internet at www.siemens.com.