

# DATA CENTER DEVELOPMENT STRATEGIES

## SUMMARY RESULTS



December 2025

# EXECUTIVE SUMMARY

- We surveyed leaders across data center construction, engineering, operations, and procurement, representing a range of organizations from global contractors and REITs to hyperscale operators—to understand how they plan, build, and support data center development at scale.
- To uncover the true barriers impacting growth and delivery, we asked about the challenges they face across the development lifecycle. Respondents highlighted labor shortages, permitting delays, and fragmented processes as major obstacles, reinforcing the need for cohesive tools that improve visibility, coordination, and execution.
- Ease of use, seamless integration, and stronger alignment across teams emerged as the most critical factors when adopting new technology, key capabilities that can help accelerate project delivery, reduce risk, and enable scalable, repeatable development across expanding pipelines.

# WHO DID WE SURVEY?



Between October and December 2025, Gatepoint Research invited selected executives to participate in a survey themed *Data Center Development Strategies*.

Candidates from several industries were invited via email and 50 executives have participated to date.

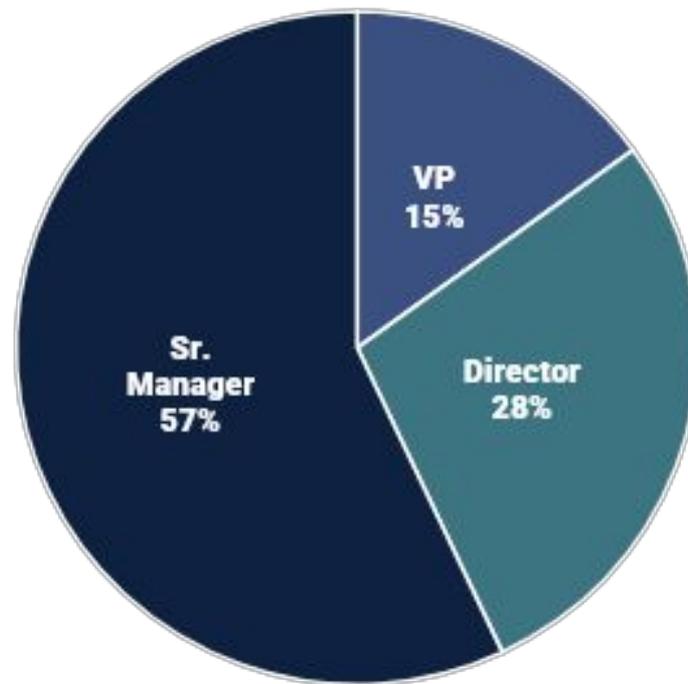
Management levels represented include: 15% who are VPs, 28% directors, 57% senior or department managers.

Responders work for firms with revenue levels ranging from Fortune 1000 companies to small companies with less than \$250 million in revenues.

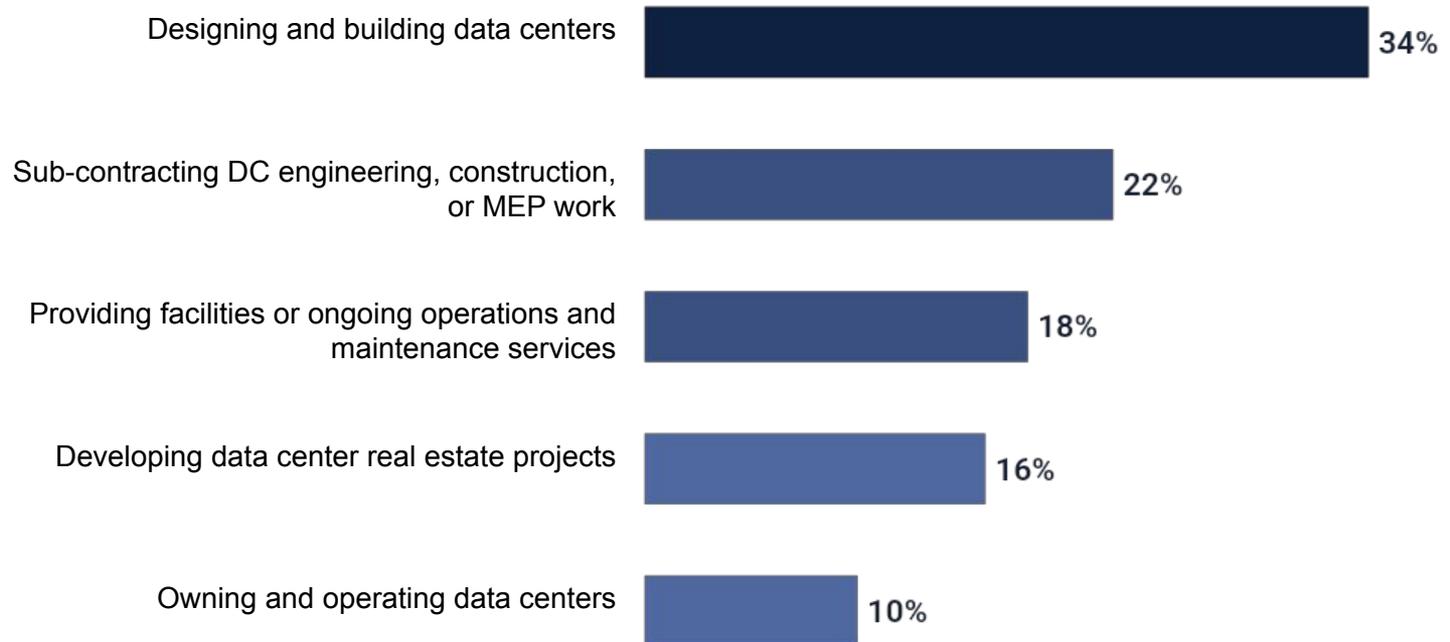
# JOB LEVEL



*43% of respondents to this survey hold executive or director-level positions in their organization.*

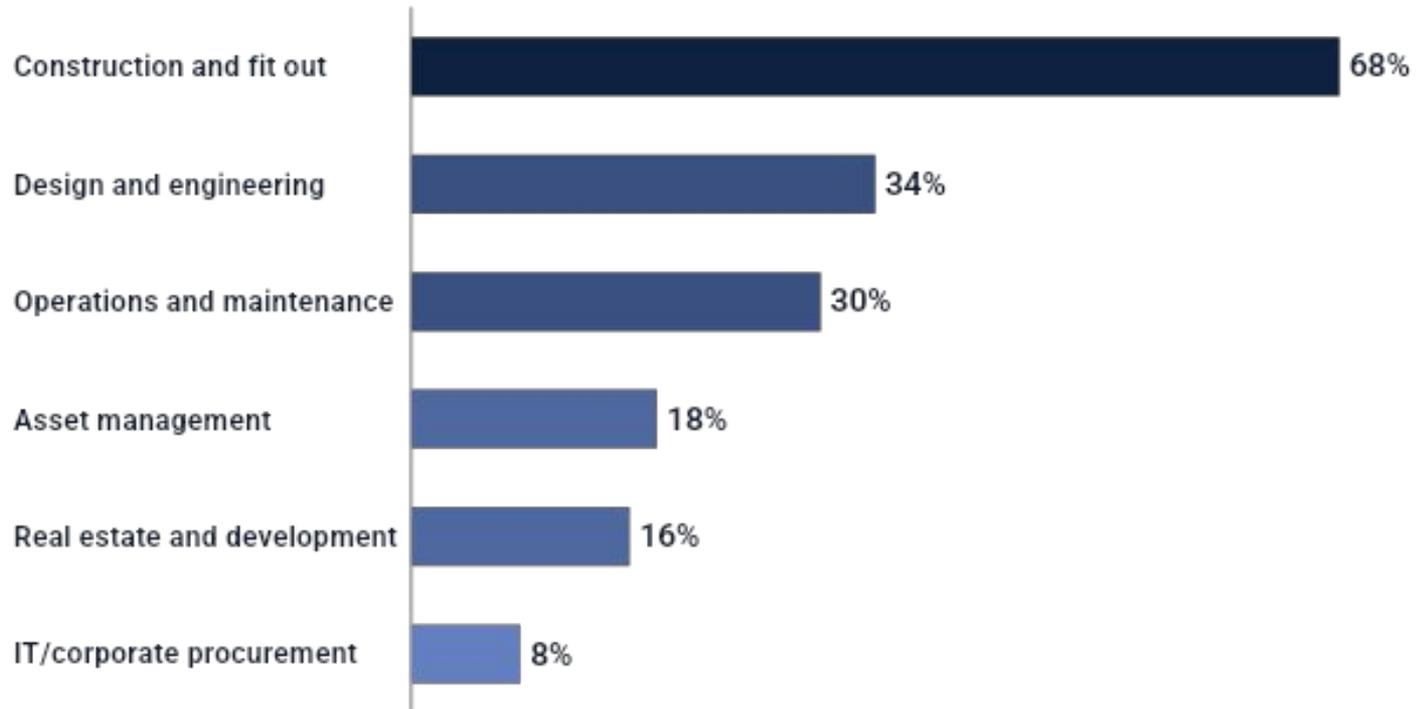


# Define your company's PRIMARY business.



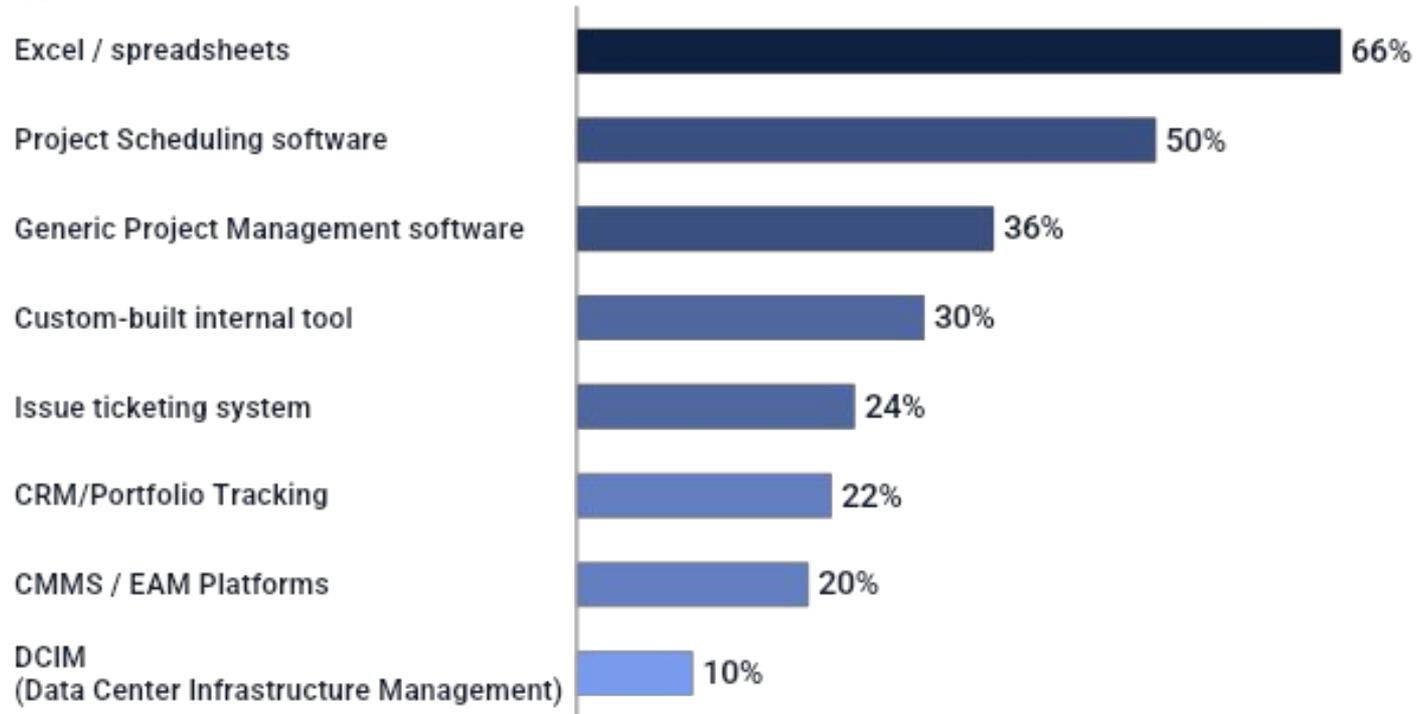
*Respondents primarily represent firms that design and build data centers (34%), with the remainder spread across subcontracting (22%), operations and maintenance (18%), development (16%), and ownership (10%).*

# Which part(s) of the data center lifecycle do you support?



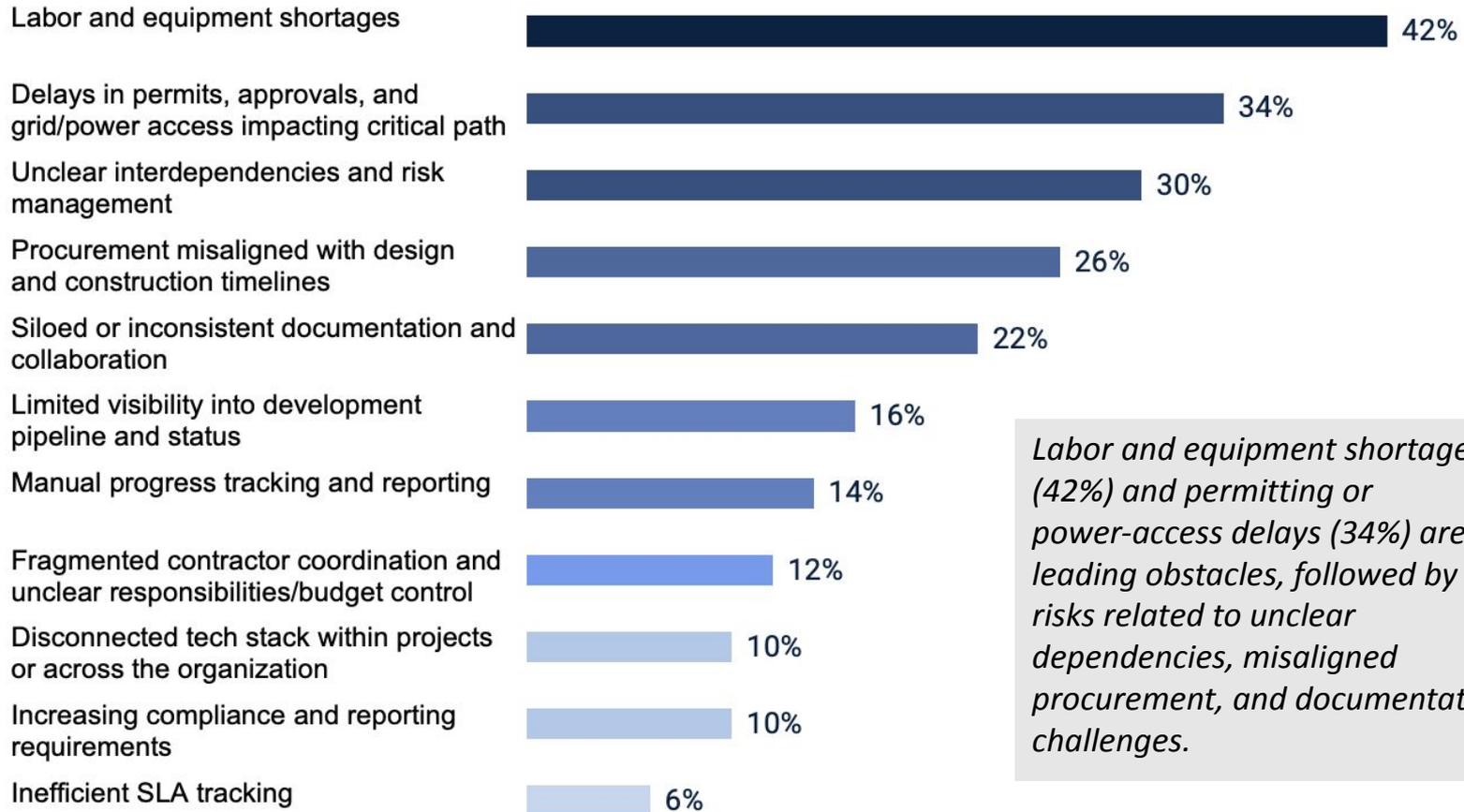
*Most respondents support construction and fit-out (68%), while fewer participate in design and engineering (34%), operations (30%), or asset management and development functions.*

# What software systems do you use to manage your data center development pipeline and in-service assets?



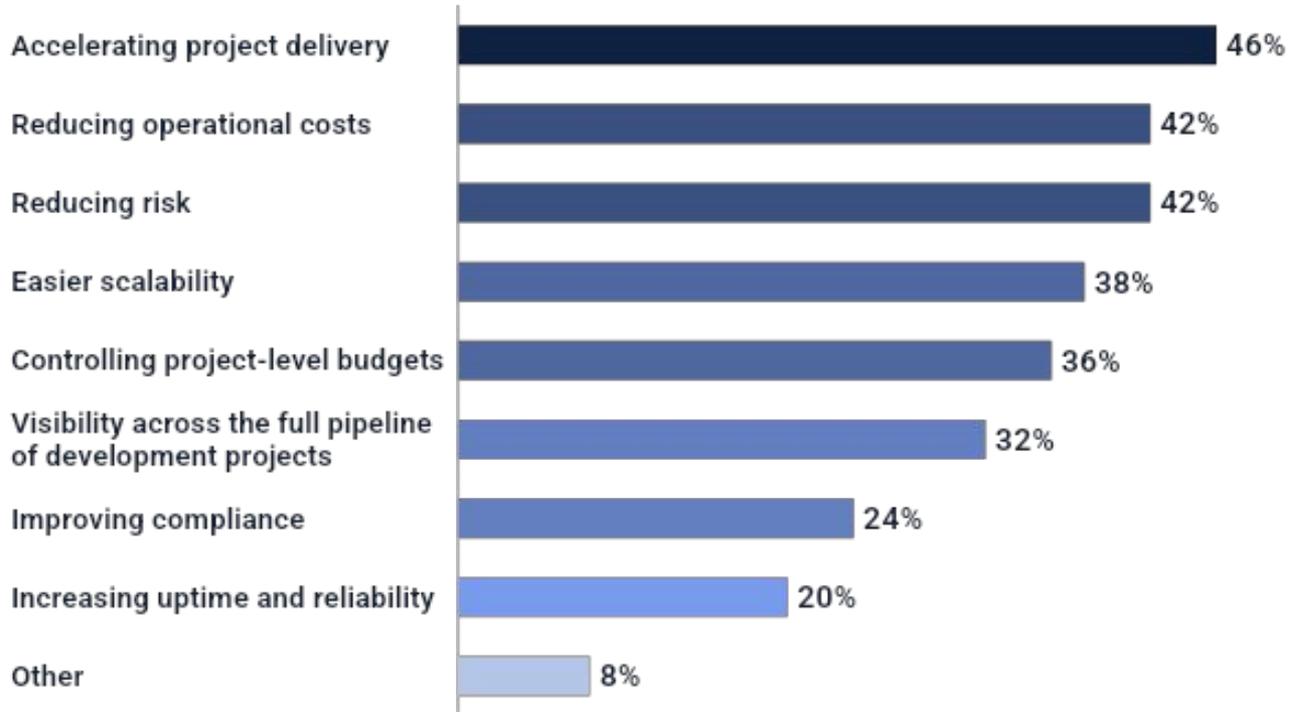
*Teams rely heavily on spreadsheets (66%) and scheduling tools (50%), with moderate use of generic project management software (36%) and custom-built tools (30%).*

# What are the top barriers to your growth or scalability plans?



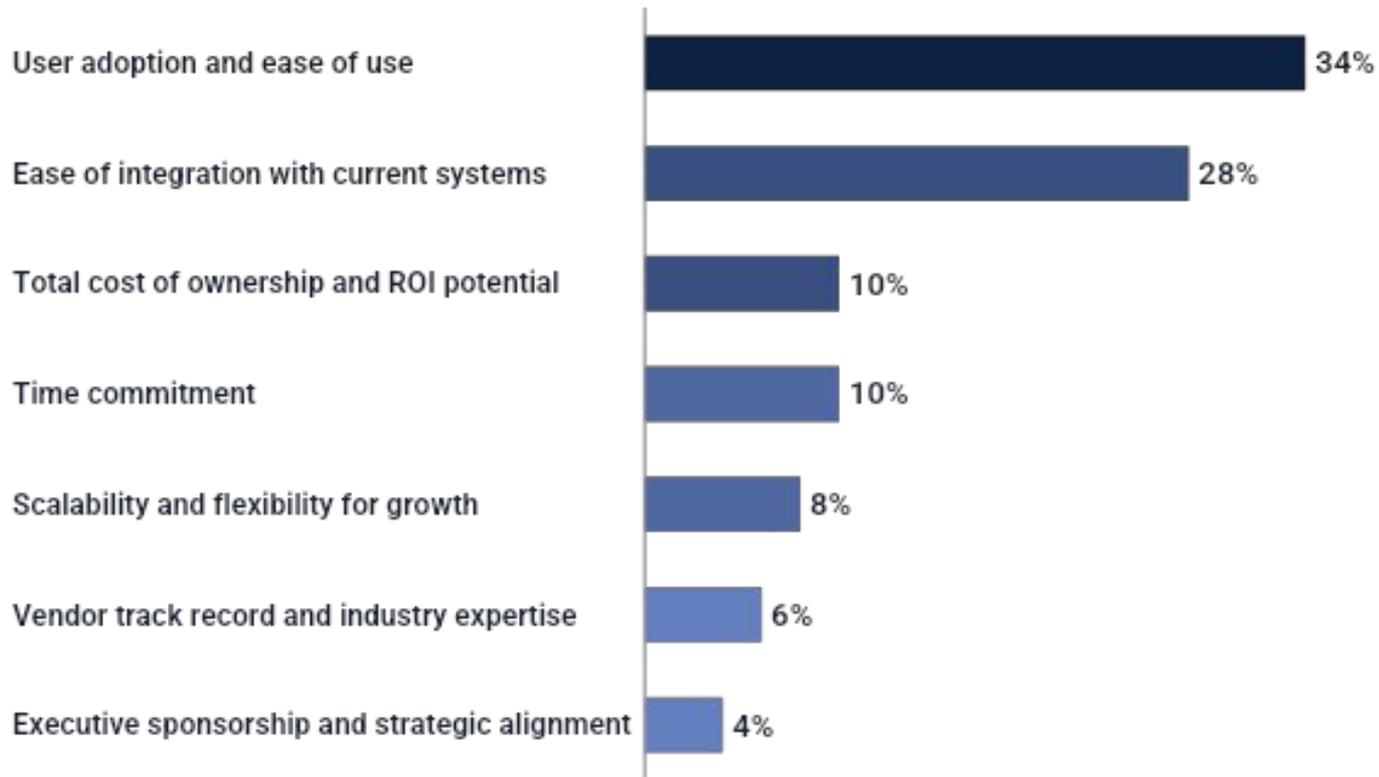
*Labor and equipment shortages (42%) and permitting or power-access delays (34%) are the leading obstacles, followed by risks related to unclear dependencies, misaligned procurement, and documentation challenges.*

# Which of these improvements would be most beneficial to implement in the next 6 to 9 months?



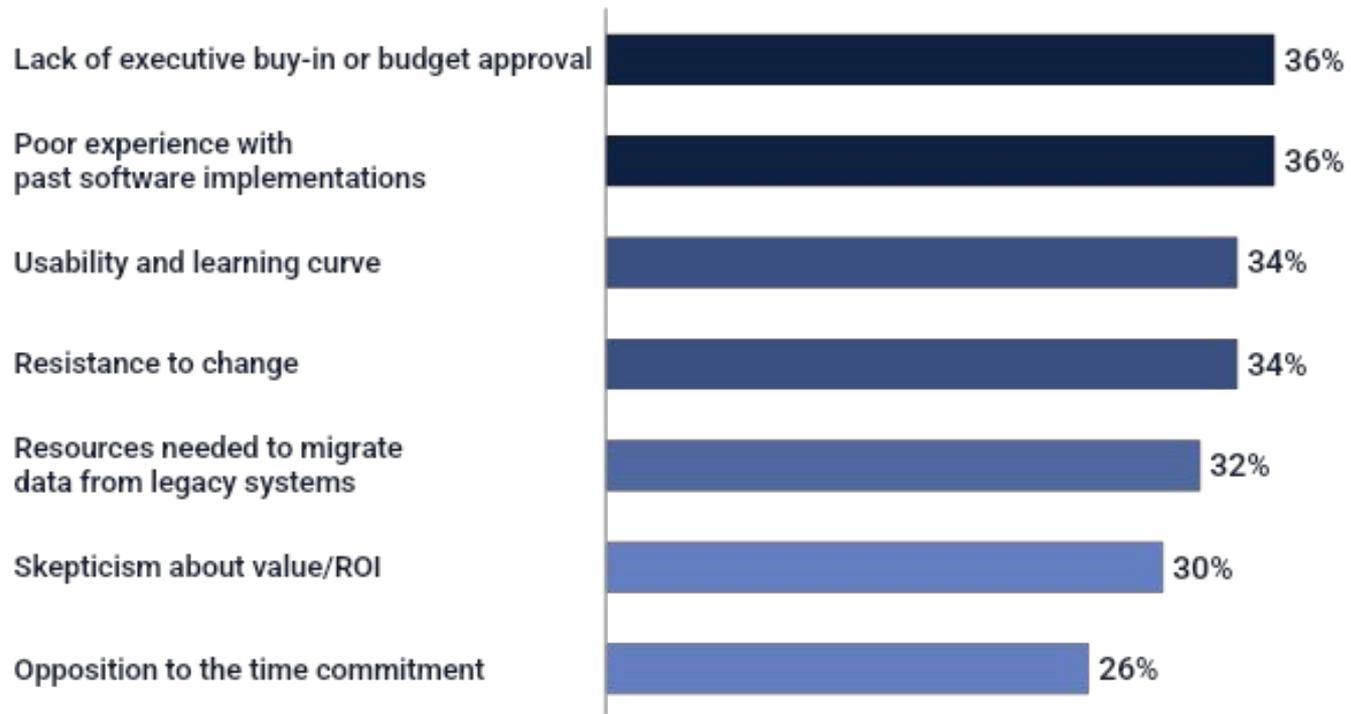
*Organizations are most eager to accelerate project delivery (46%) and reduce costs and risk (42% each), alongside enhancing scalability, budget control, and pipeline visibility.*

# What makes potential new technology most appealing to you?



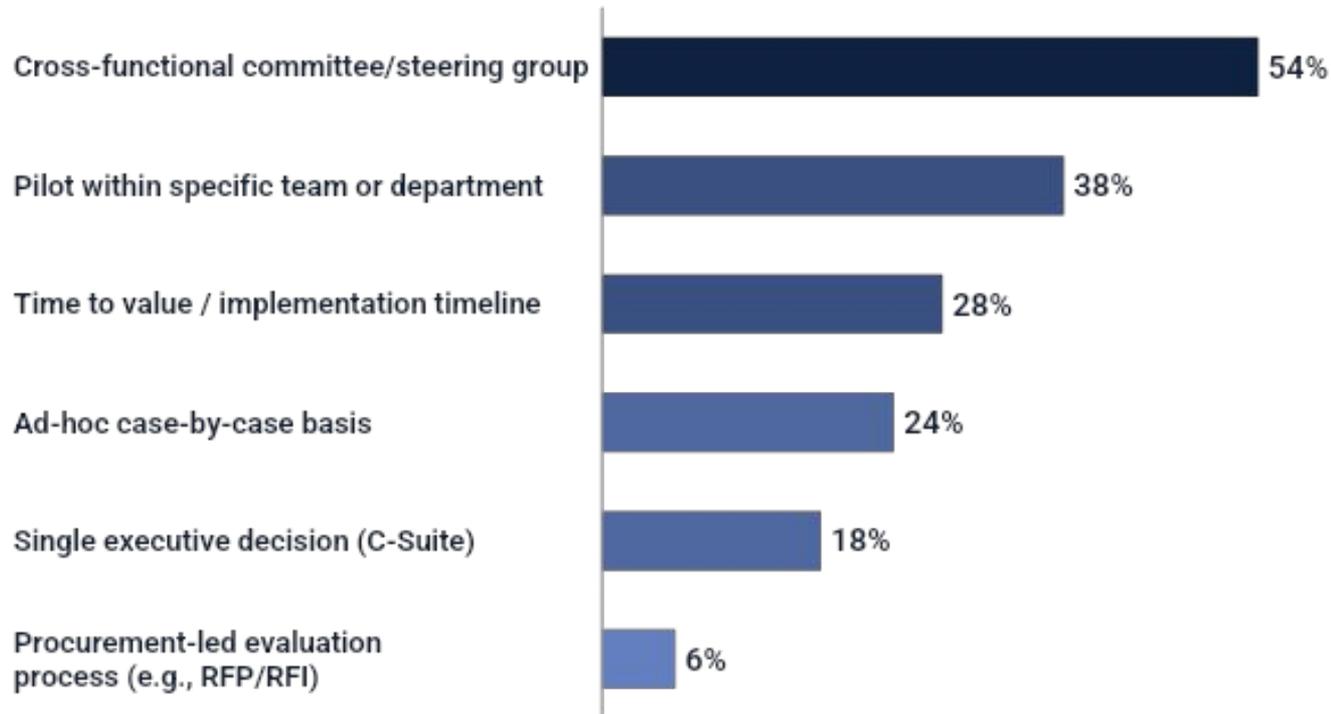
*Ease of use and strong user adoption (34%) is the top driver of interest in new technology, with integration capability (28%) also weighing heavily in decision-making.*

# What organizational challenges could make adoption of new technology difficult?



*Lack of executive buy-in, budget approval, or past negative implementation experiences (36% each) pose the biggest hurdles, while several other factors trail closely, signaling broader hesitation to commit resources.*

# How does your organization typically make decisions about new technology?



*New technology decisions are most often handled through cross-functional committees (54%) or departmental pilots (38%), with less reliance on executive-only decisions or formal procurement processes.*

# SITETRACKER

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## About Sitetracker

Sitracker empowers owners, operators, contractors, and other stakeholders to streamline and optimize the end-to-end asset lifecycle of critical infrastructure. By delivering operational excellence and full transparency, Sitracker supports industries such as digital infrastructure, renewables, EV charging, utilities, and real estate - driving safe, efficient teams, ensuring healthy projects, and enabling organizations to manage scale, growth, and complexity. Trusted by hundreds of industry leaders, Sitracker advances a more connected and sustainable future across the world.

**Manage What's Critical, with Sitracker.**

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