



**ABOUT NORLYS**  
*Norlys supplies more than 1 million addresses with electricity and internet – both in the cities and on the outer country roads. With 800,000 shareholders, approximately 1.7 million customer relationships and 3,000 employees, Norlys is Denmark's largest integrated energy and telecommunications group.*

# NORLYS

[www.norlys.dk](http://www.norlys.dk)

## Strategic partnership based on Azure

*Norlys' journey from on-prem to cloud has been underway for a few years, as Norlys changed gears in the spring of 2022 and intensified its work with cloud. This happens, among other things, with the establishment of the CCoE, Cloud Center of Excellence, the purchase of shares in IT companies and entering into strategic partnerships.*

*”We want to offer a concept and a platform that makes it easy for developers to get started with the cloud, and that supports the business that wants to take off with new solutions.”*

**JARI BØG LARSEN**

LEADER AND SENIOR MANAGER FOR THE CLOUD CENTER OF EXCELLENCE AT NORLYS

*”Before the establishment of CCoE, we had worked with the cloud in several places in the organization, both on existing installations and by building new ones around the cloud. We had spent a few years working our way into the cloud from several sides, both internally in the organization and in collaboration with Automize,” begins Jari Bøg Larsen, leader and Senior Manager for the Cloud Center of Excellence at Norlys.*

”We are establishing the CCoE in the spring of 2022 to get things together. You could probably say that we are going from the cloud being a part-time occupation for many of us to a full-time occupation for a few of us,” says Jari Bøg Larsen.

#### **CCOE CREATES UNITY AND DIRECTION FOR THE CLOUD**

Automize had been involved in the journey towards the cloud as a CSP and had also been involved in both

operation and development and implementation of the infrastructure. It is therefore natural that Automize will be involved in the further cloud journey under the auspices of the new CCoE.

”To create unity and direction for the cloud, we are starting to create a plan for CCoE and, together with Automize, we are developing our Enterprise Scale Landing Zone as a platform for our developers,” says Jari Bøg Larsen.

”We want to offer a concept and a platform that makes it easy for developers to get started with the cloud, and that supports the business that wants to take off with new solutions,” he elaborates.

#### **EXTENDS OUR REACH IN RELATION TO OUR OWN SKILLS AND TIME**

”Automize onboards the given Azure resources for us and keep an eye on them continuously. It is obvious to transfer the operational responsibility to Automize, they are experts in this area,” says Jari Bøg Larsen.

”Automize can deliver their IT Service Management service 24/7. If we were to carry out the task without Automize, we would either have to establish a function ourselves or hire someone for the task. We buy the service from Automize and extend our reach in relation to our own skills and time,” states Jari Bøg Larsen.

*”Of course, the price matters when choosing an operating partner. In addition, in our deliberations we have emphasized that we trust Automize, they have the skills and can deliver, and they have a pragmatic approach to things.”*

**JARI BØG LARSEN**

LEADER AND SENIOR MANAGER FOR THE CLOUD CENTER OF EXCELLENCE AT NORLYS

### TRUST, COMPETENCES, AND A PRAGMATIC APPROACH TO THINGS

Jari Bøg Larsen says that Norlys has several operating partners on Azure, but that Automize has been chosen as the primary partner.

”Of course, the price matters when choosing an operating partner. In addition, in our deliberations we have emphasized that we trust Automize, they have the skills and can deliver, and they have a pragmatic approach to things,” says Jari Bøg Larsen.

### STRATEGIC PARTNERSHIPS ARE THE FUTURE

In the autumn of 2022, Norlys acquired 60% of Automize as part of the digitization that is taking place in the group.

”Our considerations behind choosing Automize as a primary partner on Azure have become even more relevant after Automize has become part of our IT ecosystem in terms of our ownership,” says Jari Bøg Larsen.

”Through our IT ecosystem with an ownership stake in Automize, we can enter into strategic partnerships, where we can partly expand our coverage as an IT department, and partly help develop services that can exist on commercial terms. It opens up some very interesting opportunities and perspectives for both parties,” concludes Jari Bøg Larsen.

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