

A low-angle photograph of a modern building with a complex, geometric facade of white and blue panels, set against a blue sky with white clouds.

## Public cloud connectivity Made easy for KMD's customers

A long-term provider of IT solutions to Denmark's public sector, KMD also counts private-sector companies throughout the Nordics among its customers. They all come to KMD for its experience in delivering complex IT projects, its expertise in digitalisation, and its ability to build hybrid cloud solutions.

Denmark today has one of the most efficient and digitised public sectors in the world. Over the past 45 years, KMD has been a key contributor to that transformation. It develops and operates hundreds of IT systems that support the Danish welfare sector. In addition, it provides a great deal of the public digital infrastructure that connects local, regional and national government.

For KMD and its public sector customers, digitalisation — incorporating automation and self-service — is a way to meet the challenge of doing more with less budget and fewer resources. Facing similar challenges, private sector companies also look to digital transformation to boost efficiency, innovation and competitiveness.

### KMD partnerships

#### Microsoft Gold and Silver partner.

Microsoft standard platforms are among the cornerstones in KMD's development of software and other solutions; Microsoft Azure technology powers its cloud solution.

#### Full-service SAP partner and

Denmark's largest SAP provider. KMD has built a HANA private cloud in Ballerup and collaborates with SAP on a HANA Centre of Excellence.

## About Interxion

Interxion (NYSE: INXN) is a leading provider of carrier and cloud-neutral colocation data centre services in Europe, serving a wide range of customers through over 50 data centres in 11 European countries. Interxion's uniformly designed, energy efficient data centres offer customers extensive security and uptime for their mission-critical applications. With over 700 connectivity providers, 21 European Internet exchanges, and most leading cloud and digital media platforms across its footprint, Interxion has created connectivity, cloud, content and finance hubs that foster growing customer communities of interest.

For more information, please visit [www.interxion.com](http://www.interxion.com)

## Partnerships pay off

As well as offering packaged applications to meet payroll, workforce management and other defined needs, KMD works creatively and collaboratively with customers on individual solutions. It draws on a wealth of IT consultancy, development, implementation, operation, maintenance and support skills; as well as partnerships with Microsoft, SAP and other technology companies.

"To help us deliver the solutions our customers want, we depend on partnerships with specialists in key areas," says Poul Erik Boeberg, Service & Solution Executive in KMD's Network Services division.

What KMD's customers increasingly want is hybrid cloud solutions. They're looking for the flexibility, scalability and cost-efficiencies of public cloud, combined with the data sovereignty assurances of private infrastructure. KMD's long association with the Danish public sector gives customers confidence in the company's ability to build secure, effective cloud solutions.

"Customers know they can trust us when it comes to the cloud," says Boeberg.

## Cloud connectivity made simple

For the public cloud connectivity that's critical to hybrid clouds, KMD partners with Interxion. "Interxion's Cloud Connect service is an enabler for our hybrid cloud solutions," says Boeberg. "It gives us a fast, easy, secure way to connect our customers directly to multiple public clouds such as Azure, AWS, Oracle, IBM and others."

Service integration and management, security consultancy, configuration of firewalls and other security appliances — hybrid cloud customers can take advantage of KMD's expertise in these and many other areas. "Whatever a customer needs to get the best from their hybrid cloud, we're here to help," says Boeberg.

KMD manages its customers' connectivity to the public clouds via the user-friendly Interxion Cloud Connect portal. "Thanks to Cloud Connect, any customer that's connected to KMD is only one step away from the big public clouds," says Boeberg.

Many KMD customers colocate their primary infrastructure at Interxion data centres; others use Interxion facilities as secondary data centres. "We work with Interxion in many different ways, to ensure our customers get the right solution for their particular needs," says Boeberg. "Cloud Connect is a vital piece of the hybrid cloud jigsaw."



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**Cofounder:** Uptime Institute EMEA chapter. **Founding member:** European Data Centre Association. **Patron:** European Internet Exchange Association. **Member:** The Green Grid, with role on Advisory Council and Technical Committee. **Contributor:** EC Joint Research Centre on Sustainability. **Member:** EuroCloud.

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