



# Long-term partnership lifts level of business

**CASE STUDY**  
Forsikring & Pension





# Forsikring & Pension

"Sentia is not only good at raw operations but also a skilled consultant. With their Sentia cloud infrastructure for our EDI system, we have improved security as well as performance and economy. Furthermore we have experienced a significant lift of service level."

**Peder Herbo**

Head of IT

## **ORGANISATION**

Insurance & Pension is the industry association of insurance companies and pension funds with 96 members.

## **INDUSTRY**

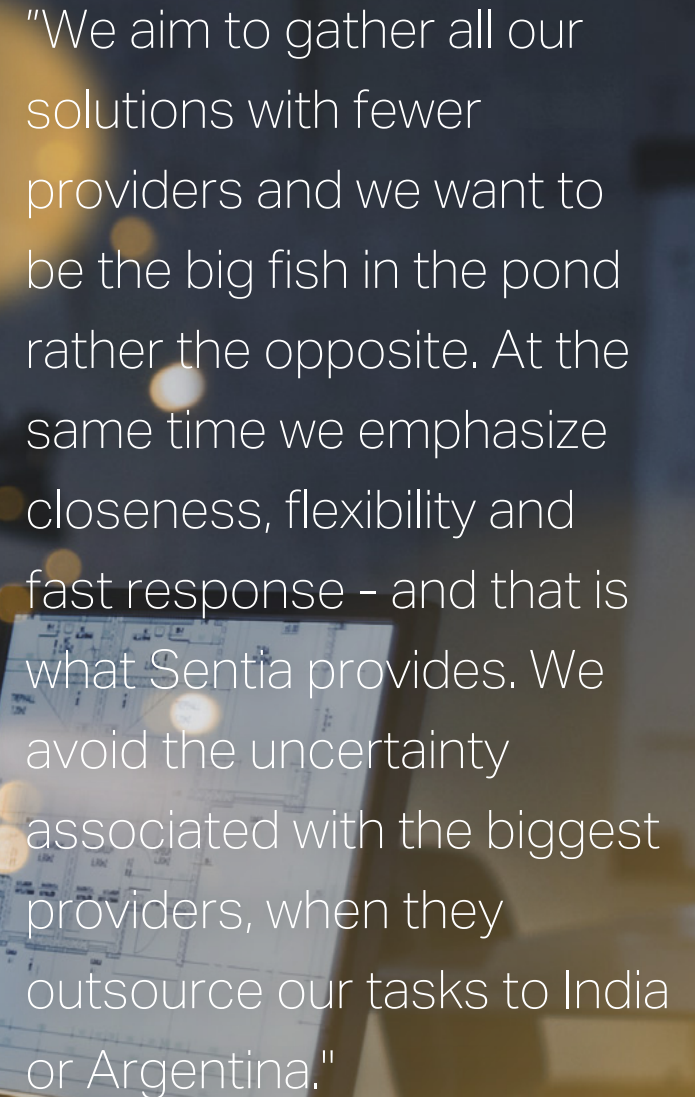
Trade Association.

## **SERVICES AT SENTIA**

Operations, support, connectivity and security.

# Secure management of transactions for billions of kroner.

As industry association, F&P is responsible for the exchange of vital data between banks, pension and insurance companies. The systems are audited demanding high levels of security. The choice of Sentia as provider was therefore a part of a wellplanned strategy.



"We aim to gather all our solutions with fewer providers and we want to be the big fish in the pond rather the opposite. At the same time we emphasize closeness, flexibility and fast response – and that is what Sentia provides. We avoid the uncertainty associated with the biggest providers, when they outsource our tasks to India or Argentina."

- Peder Herbo, IT-chef

# Important to centralise data in Denmark

When F&P began the partnership with Sentia in 2014 the proximity to servers as well as solutions and decisions was decreased significantly.

Sentia datacentres are within a few miles of F&P headquarters and if a critical situation would happen, the direct dialogue with technicians can be established immediately.



"The hourly cost is really expensive if the system goes down. Therefore it is a clear improvement to have the lightning-fast access to servers combined with Sentias agility and proactivity. We perform monthly operations meetings, where we continually optimise the system. And then there is the extra comfort of our data is retained inside Danish borders.."

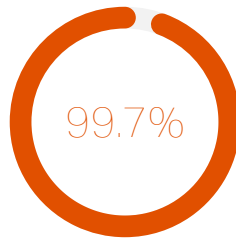
- Peder Herbo



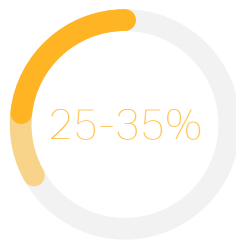
# Better performance, uptime and economy

Sentia has both designed and deployed the 2- centre setup for F&P that after year one resulted in noticeable improvements:

- More robust solution with increased performance
- Increased uptime (above the guaranteed 99,7%)
- Higher scalability
- Reduced cost (25-35% monthly savings)
- High reliability and timely provision
- Increased speed of error correction, changes and expansions



**Increased uptime**



**25-35% monthly savings**



# Several major projects on their way

"Today, Sentia establishes a VPN tunnel or Firewall with days notice while other providers would take 60-90 days. This flexibility combined with the opportunity of ongoing dialogue with direct influence on solution concepts, means that we are way more effective. We therefore see Sentia as a solid partner long-term."

- Peder Herbo



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way, so you can  
lead, your way.

We are Sentia. We offer complete managed and secure cloud solutions.

Our teams of cloud experts design, build and manage cloud services and combine these with 24/7 operations and support to guarantee performance.

We take extreme ownership of your infrastructure, applications and workplace to ensure your business is always on.

