

Nordea Finance is the leading finance company in the Nordic and Baltic region and a fully-owned subsidiary of Nordea Bank.

Nordea Finance operates in all Nordic and Baltic countries and Poland. We provide customers with solutions to finance investments, improve cash flow, save costs and increase sales through a full range of asset based finance solutions and factoring. We work in close cooperation with Nordea Bank and our vendor partners.

Nordea Finance has 1100 employees and the balance sheet totalled to 16.4 billion euros in 2012.

The public sector has been a focus area for us for many years. We have people dedicated to serve the public sector, to develop and provide solutions that fit the specific needs and requirements of the public sector. The main solution is Asset Master, an asset lifecycle solution that enables investing in ICT and healthcare equipment in a flexible and cost efficient way, making it easier to budget and plan the investments in an environment that is constantly under cost pressure.

Best value for municipalities

North Karelia ICT-Center Ltd. (NKIC) is a non profit service provider dedicated to supporting regional municipalities. The company was established to develop and secure the availability, quality and cost efficiency of ICT solutions to the 14 municipalities and 4 Joint municipalities in that region.

Challenge to the Client

The company is a service provider, who takes care of the acquisitions and maintenance of the ICT environment for its public sector owners.

It is very important that this company demonstrates value for money and ensures the most cost effective solutions are provided to the municipalities. This is done by placing their contracts out to tender for open competition.

Whether they choose residual value leasing and/or financial leasing with an asset management system, the assets must be placed through the same procurement process, which ensures best value to the municipalities.

Often other services are included, for example data wiping, packing, collecting, insurances

Solution to Client

An AssetMaster agreement with a residual value for all ICT acquisitions combined with an asset management online system tool was provided. AssetMaster combined with a fluent, flexible, high quality of customer service resulted in a solution that met requirements. In addition the solution provides an environmental friendly disposal strategy compliant with EU directives.

ICT in North Karelia

- 14 municipalities and 4 joint municipalities
- 17,000 officials/users
- ICT personnel 140 (NKIC 115)
- Budget 21 mio Euros in 2011 (NKIC 15.6 mio Euros)
- 663 municipality specific systems and 50 common systems
- 15,000 work stations, 4,000 printers, 1,000 network printers, 440 servers

Benefits to Client

- Real cost savings for the municipalities.
- On-line asset management tool implemented to reflect different cost centres.
- Establishing a common platform for 20 different organisations ensuring consistency and standardisation, which offers greater management control of the ICT estate.

North Karelia ICT-Center

NKIC has been a forerunner in this sphere. Many of the initiatives in the public sector are similar and typically have separate resources to support each municipality. By NKIC acting as a central competence centre for developing ICT processes, common solutions and services as well as implementing and maintaining the structure the municipalities have been able to achieve significant cost savings, a more efficient service and demonstrate best value. In addition to ICT NKIC

can also handle other assets that require services and administration.

NKIC has proven that by consolidating the running of an ICT infrastructure they can secure a more cost efficient solution than municipalities could independently achieve. The process for public contracts is onerous and requires special expertise. Combining the expertise and concentrating the knowledge to one centre will ease the administration of the municipalities, as well as enhancing the service.

A key performance indicator to NKIC in the development of the public ICT structure is to optimise the input and output performance ratio and any initiatives and solutions that can enhance this area are embraced.