

Contact

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(LinkedIn)
www.nnit.com (Company)

Top Skills

Management
Outsourcing
IT Strategy

Certifications

CCSP 2011 for Virtual Computing
ITIL Foundation V2
PRINCE2 Foundation
Siemens IT Solutions Outsourcing
Framework
Citrix Administrator (CCA -
Presentation Server 4)

Michael Krogh

Associate Vice President, Head of IT Platform Services at NNIT
Copenhagen

Summary

I am an innovative business manager that knows how to create result in the IT industry. Over the past 20 years I have a proven track record from both startups and big global organizations delivering IT solution that create value to the customers' business.

I have 15 years of experience in people management, leading technical staff, IT specialists and 10 years of experience in motivation of other leaders.

During the last ten years I have participated in several major IT outsourcing deals and international projects with different roles, this has been as executive sponsor, manager, presales, solution architect, business development, project manager.

My goal is to use my enthusiasm and passion to create result and make a difference for the people and the companies I work with.

Specialties: Major Outsourcing deals, Financial control, Cloud Computing, Presales, Customer relation, IT Management, IT Strategy, Business development, Innovation management and Service development.

Experience

NNIT

10 years 4 months

Associate Vice President, Head of IT Platform Services
April 2020 - Present (1 year)
Copenhagen, Capital Region, Denmark

Director, Head of IT Infrastructure & Platform Services
March 2019 - April 2020 (1 year 2 months)
Copenhagen Area, Capital Region, Denmark

Global Lead of NNIT IT Infrastructure & Platform Services covering Data center, Network, Storage, Backup, Servers, Databases, Containers, Middleware and Integration:

- Financial responsible for developing, operating and maintain Infrastructure & Platform Services
- Service development and optimization in a Hybrid Cloud environment (IaaS, PaaS)
- Service Lifecycle Management
- Service Management (with focus on Automation, Compliance & Security)
- Partner & Vendor Management
- People Management of +10 Global IT Service Architect

Director, Head of IT Platform Services

January 2017 - February 2019 (2 years 2 months)

Copenhagen Area, Denmark

Global Lead of NNIT IT Platform Services covering Servers, Databases and Middelware:

- Full Profit Lost (P/L) for developing, operating and maintain NNIT's IT Platform Services
- Service Lifecycle Management
- Service development and optimization
- Vendor Management
- People Management of IT Service Architect

Director, Head of Solution Architects

April 2016 - December 2016 (9 months)

Copenhagen Area, Denmark

• Global Head of the Architecture & Solution Design in NNIT IT Operation. A business unit that consist of +40 International Solution Architects who create value to IT organization delivering: New IT Solutions, improved IT security, stable IT Outsourcing, and agile Cloud Solutions and IT continuity.

• Direct People management of 25 employees and two local managers in China and Czech Republic

• Driving, develop and standardizing our Global Solution Architecture skill within Advisory services, Agile delivery (Cloud & DevOps), SAP Hana, IT continuity and IT Transition to support out global delivery model within Solution Architecture.

- P/L responsible for the business unit delivering a large two-digit million yearly revenue while increasing revenue and deliver stable profit margin.

- Focus on Public, Finance and Enterprise segments which include working close with Sales, Customers, Delivery and Technology office to create new services and offering that create value.

Manager, Head of Solution Architects

January 2014 - March 2016 (2 years 3 months)

Copenhagen Area, Denmark

- Global Head of the Architecture & Solution Design in NNIT IT Operation. A business unit that consist of +40 International Solution Architects who create value to IT organization delivering: New IT Solutions, improved IT security, stable IT Outsourcing, and agile Cloud Solutions and IT continuity.

- Direct People management of 25 employees and two local managers in China and Czech Republic

- Growing the Architecture & Solution Design from 20 Danish Solution Architect to +40 Global Solution Architect working in a global integrated team across four locations

- P/L responsible for the business unit delivering a large two-digit million yearly revenue while increase the profit from 9 to 26%

- Proposing and driving several strategic initiatives including Windows 2003 End of Support offering, Cloud Advisory services improving agility and compliance

- Working close with Sales, Customers, Delivery and Technology office to create new services and offering that create value.

- Worked closely with the CTO during my executive MBA which including strategic issue like how to improve innovation management and create value utilizing public cloud infrastructure.

Solution Manager

December 2010 - December 2013 (3 years 1 month)

- Solution Manager in connection with the preparation of the business case, project agreement and subsequent operation contract for Global Microsoft Lync solution for a Danish Life Science company (+30.000 seats)
- Solution Manager in connection with the 5-year operating contract for data center services to a company within the finance sector
- Key person in connection with the preparation and improvement of NNIT's concepts for Desktop Virtualization (VDI), Unified Communications (Lync) and IT work places Services (Windows 7)
- Sparring partner and architect in the improvement of NNIT service catalogue. Worked as a supervisor in relation to the description of the benefits and coaching on commercialization
- Primary Solution Manager through 18 months of company within the finance sector, which has improved the conditions for transition project and improved the relationship with the customer
- Primary Solution Manager through 12 months of company within the healthcare industry. Was responsible for the planning and organization of two inspired days, concerning: Dynamic Data Center, Identity Management and Mobility
- Works as a substitute for immediate manager (Director), in his absence
- Winner of NNIT Innovation Competition (innovation Jive 2011) and selected for NNIT Senior Specialist Program for high performers (2012)

Master Dive

Diving Instructor

November 2006 - December 2016 (10 years 2 months)

Copenhagen Area, Denmark

- PADI Open Water Diving Instructor in 2006 and was promoted to Master Scuba Instructor Trainer later the same year.
- In 2009 I upgraded my skill in order to be able to educate new Diving Instructors and was promoted to IDC Staff Instructor.

- 2010 was the year i was trained as a PADI Tec Trimix diver and now I am able to help as a certified assistant on dive as deep at 75 meters (246 feet).

Siemens IT Solutions and Services

Senior Solution Manager

September 2008 - November 2010 (2 years 3 months)

- Head Architect in the preparation of solution design for recycling of 5-year IT outsourcing contract for the transport sector - estimated at hundreds of millions DKK
- Main Architect of approval to SKI framework 02.22 for IT operations capacity (public frame contract)
- Technical Project Manager on the implementation of the operational concept for the operation of systems restrict by national security, at Siemens IT Solutions and Services
- Head Architect in the preparation of solution design to IT outsourcing contract for large Danish wholesaler to grocery market, with the acquisition of 30 employees
- Main Architect of updating Siemens IT Solutions and Services Danish standard services in relation to the global delivery, including the development of cost model for calculating deals
- Project manager for the design and implementation of standard operating concept for Unified Communications and Desktop Virtualization in Denmark

Dandanell Systemrådgivning A/S

13 years 10 months

Sales Executive and Partner

May 2004 - August 2008 (4 years 4 months)

- Business Management - responsible for Dandanells growth strategy
- Introduction of financial management in Dandanell, which secured an annual growth of 25-30 percent and a profit of 20 percent
- Contributed to the development of sales network BNI in Denmark, which amounted to approx. 25% of Dandanells turnover and ensured the annual growth

- Concept of automatic monitoring of IT installations and hosting of SMB companies servers in a central data center
- Developed close relationships with Microsoft Denmark which developed Dandanell to become a Microsoft Gold Partner. Dandanell was nominated for the year's Microsoft Partner in Denmark in 2007 and won the title in 2008
- Lecturer at several Microsoft events for other Microsoft partners, resulting in Dandanell got leads directly from Microsoft

Boardmember

May 2004 - May 2008 (4 years 1 month)

Member of the board - holding 20% share of Dandanell Systemrådgivning A/S

Head of IT operations

January 1996 - April 2004 (8 years 4 months)

Copenhagen Area, Denmark

- Developing the service concept "rent your IT department" this consists in Dandanell assisting small and medium business with installation, operation and maintenance of their IT
- Manager of 5 technicians in the IT operations department
- Contributed to building different experience exchange network in the IT industry such as Microsoft Small Business Community.
- Implemented competency and certification concepts for employees, which resulted in faster troubleshooting, more specialist tasks and greater job
- Responsible for the design of IT infrastructure solutions, including project management of the implementation
- Responsible for certification of Dandanell as a partner with Microsoft, IBM, HP, Citrix, SonicWall and TDC

IT consultant

November 1994 - December 1995 (1 year 2 months)

- Establishment of new business in Dandanell (IT services)

- Installation, operation and maintenance of computer systems from 1-150 users.
- Installation and maintenance of IT infrastructure solutions based on Microsoft and Novell technology.

Jægerspris Continuation School

Educator

August 1994 - April 1996 (1 year 9 months)

- Education of adolescents aged 14-18 years in computer
- Arranged computer hits for the young

Helsingør Kommune

Office Trainee

August 1992 - October 1994 (2 years 3 months)

- Super User - Windows, Word and Excel
- Installation of new computers in public schools and nursing homes
- Public education office - Legal Department - National Register - Nursing office - Emigrants Office
- Participated in the planning and execution of election - Nationals and European

Education

University of California, Berkeley

Innovation Leadership, Innovation Leadership · (2013 - 2013)

Danmarks Tekniske Universitet / DTU

Executive MBA, Master in Management of Technology · (2013 - 2015)

Copenhagen Business School

Graduate Diploma in Business Administration (HD 2. Del), Management Accounting & Process Management · (2005 - 2008)

Copenhagen Business School

Microsoft Sales Academy, Sales · (2007 - 2007)

PADI Instructor (OWSI)

PADI OSWI, Diving · (2006 - 2006)