

# Customer Reference

## Statnett

Standardisation of AV and meeting room solutions  
within Statnett

“Communication is very important in everything we do. With headquarters in Oslo, and operations and development spread across the country, this year we will be standardising all of our meeting room solutions to the same standard across all locations so that we can interact better, save time, avoid travelling and have more efficient virtual meetings.”

**Britt Seljesæter**

Senior Advisor at Statnett SF

# Customer Reference

## Statnett

**Company:**

Statnett

**Size:**

1400 employees in Norway

**Industry:**

Operator of the Norwegian national power grid

**About the company:**

Statnett is the operator in the Norwegian power system. They manage and maintain around 11,000 kilometers of high-voltage lines and 150 stations across the country. Their key objective is to ensure the safe and stable supply of electricity by coordinating production and consumption every hour, every day, throughout the year.

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**Challenge**

Operating approximately 11,000 kilometers of high-voltage lines and 150 stations across Norway, Statnett will soon complete a large-scale upgrade of the main power grid, where a total of 50-70 billion NOK has been invested to ensure a secure power supply across the whole country.

In June 2017, Statnett entered into a multi year agreement with Kinly to be a supplier of AV equipment and meeting room solutions. The new framework agreement has a duration of four years and the potential for two more, with a total value of up to 50 million NOK.

**Solution**

The goal is to create defined standards for meeting room solutions across Statnett's locations throughout Norway, simplifying communications across the hundreds of locations. A key criteria was that meetings should be streamlined by minimizing the start-up time for both video and virtual meetings.

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In the process of further developing existing standards,

a project has been ongoing over interactive telecommunication and the introduction of interactive screens in meeting rooms and quiet rooms. During this period, Kinly has tested a number of solutions in collaboration with Statnett. As a result, work is now underway to introduce a new room standard based on a three-screen solution, where the possibility of interactive collaboration is introduced.

In addition to standard AV and video conferencing solutions, Kinly delivers advanced integrated solutions, including control rooms and simulator rooms.

**Result**

In the period 2017-2019, over 250 meeting rooms have been delivered across the country, standardised by Cisco video conferencing solutions. On the computers, Microsoft tools and clients come as standard. That's why, with the goal of being able to get meetings underway faster, a communication platform has also been delivered that provides a seamless user experience, both for Statnett internally and in communication externally. Kinly is a comprehensive supplier for consulting, planning, implementation, service, support and operation of meeting rooms and communication solutions for Statnett.

"Kinly has been an important adviser and partner of Statnett for several years. Our good cooperation with Kinly has helped Statnett provide a total telecommunication service for our employees," says Seljesæter.