

Citrix Cloud solutions secure Kaizen Approach and its customers

Technology driven growth

Security is of paramount importance to IT departments of all sizes. Kaizen Approach knows this well – it provides security consulting services to government and commercial customers to help maintain a strong security posture. This 2009 startup company, owned by service-disabled veterans, has steadily grown to ten times its initial size. Citrix helps fuel its growth and success with innovative cloud offerings.

“We had a desire to put most of our IT in the cloud, being a small company. So, we naturally gravitated toward a company that we felt had good fundamentals – security, reliability.” explains Melissa McCoy, Chief Technology Officer at Kaizen Approach. That company was Citrix.

Securing data and access

Kaizen migrated from its existing data collaboration platform to Citrix ShareFile. McCoy initially had some concerns around infrastructure control moving to the cloud, though ShareFile quickly showed its value, allowing the team to do things they would not otherwise be able to.

“The advantage that the cloud gives to smaller companies is you can leverage all of that expertise and be a very small company and have the same type of sophisticated enterprise tools that just weren’t available 20 years ago,” says McCoy.

Kaizen Approach also uses [Citrix Secure Workspace Access](#) for secure single sign-on access to its SaaS (Software as a Service) applications. Upon seeing a demo of Citrix Workspace and the new platform, McCoy said that employees at Kaizen were excited about the simplicity. She’s been migrating users over with a rollout of one app at a time – one digital workspace where all important applications live.



Industry
Consulting

Location
USA

Citrix products

- [Citrix Content Collaboration](#)
- [Citrix Secure Workspace Access](#)
- [Citrix Analytics for Security](#)

Key Benefits

- Securing data and access

The glue that binds things together

McCoy and her team have seen significant value from Citrix ShareFile and Citrix Secure Workspace Access – but we haven't yet mentioned her favorite Citrix product.

“**Citrix Analytics for Security** is my current favorite product,” says McCoy. She uses it to set up conditions and define actions to take based on those conditions – working proactively instead of reactively across the cloud-based Citrix services that she uses. It showed its value when an employee took an international vacation and tried to access data in ShareFile. McCoy had defined a policy to detect logins from outside the U.S. and block them. Everything worked as expected with a full audit trail available in Citrix Analytics.

Kaizen Approach is also very pleased with Citrix field teams and technical support as well as product management and engineering teams listening to and implementing product feedback.

“I was actually able to sit and talk with the developers and tell them what was important, what I was looking for, and they made those changes for me and I'm very grateful. This is really becoming an important product for us,” said McCoy referring to Citrix Analytics.

The road ahead

Moving forward, Kaizen Approach realizes that it needs to continue building a proactive, protected layer around its cloud and IT services. Technology is core to its business and that of its customers. McCoy says that Kaizen will continue working with ‘forward-thinking vendors like Citrix’ as a key element of its IT strategy.

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Melissa McCoy
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