

# Citrus Consulting accelerates digital transformation for their customers with Cloud Insights



With NetApp technology, Citrus Consulting manages their customers' environments with complete visibility and real-time reporting.

Citrus Consulting provides customers with secure, reliable cloud data solutions and cloud data management consulting. As a leading provider in New Zealand, they specialize in data management for hybrid clouds, offering cloud consulting services for customers who want a comprehensive data strategy with a focus on hybrid cloud or multicloud environments.

As directors at Citrus Consulting, Adrian Hall and Kevin Rapson continually adapt their business to meet customer demand, leverage industry trends, and broaden their market share. Delivering best-in-class solutions to help their customers requires leading enterprise-class technology.



**Citrus Consulting Group**



## Up and running in <15 minutes

“It’s useful straightaway.”

Adrian Hall, director at Citrus Consulting

As a longtime NetApp partner, Citrus works with NetApp to help customers accelerate digital transformation by developing a next-generation, cloud-architected infrastructure. This infrastructure must manage data and services as one integrated resource supporting a customer’s existing on-premises, hybrid cloud, or full cloud data center.

### Solution

After discovering NetApp® Cloud Insights during a hosted partner event, Hall and Rapson knew that bringing in Cloud Insights would be the differentiator they needed to deliver the ultimate service for a complex market. Managing dozens of customer environments requires simple-to-deploy and easy-to-use enterprise-grade software. With Cloud Insights, Citrus gets complete visibility into their customers’ environments; rapid and streamlined identification of potential issues; and unified, real-time reporting.

In less than 15 minutes, Citrus Consulting can get Cloud Insights up and running in a customer environment—literally delivering value in minutes. “It’s useful straightaway,” said Hall. Showing the customer the root cause of performance issues, such as the culprit servers with rogue applications, is just as easy with dashboards and topological mapping.

Further, Citrus Consulting can immediately arm their customers with an array of valuable information about their environments, with real-time reporting on data usage, inactive data that could be moved, hot virtual machines (VMs), and more. All of this is all visible in live dashboards that enable their customers to see what’s happening in their environments at that very moment.

With Cloud Insights, Citrus Consulting is prepared for any customer environment. They’ve found a way to be forewarned and forearmed to easily discover, predict, and resolve issues in on-premises, cloud, or even hybrid or multicloud environments. Whether a customer has NetApp solutions in their data center, or no NetApp at all, vendor-agnostic Cloud Insights brings fast, valuable insight to the equation.

### Benefits

- **Find problems faster.** With Cloud Insights, Citrus gets to the root of customers’ problems faster to resolve them before they affect the business.
- **Discover with ease.** Vendor-agnostic monitoring means that Citrus is prepared for any customer environment—whether it’s a multivendor on-premises, hybrid cloud, or multicloud environment.
- **Get real-time reporting.** No more PDFs and PowerPoints that are instantly out of date. With real-time dashboards, Citrus can point to live-reported data in conversations with their customers.

### NetApp products

[NetApp Cloud Insights](#)



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### About NetApp

In a world full of generalists, NetApp is a specialist. We’re focused on one thing, helping your business get the most out of your data. NetApp brings the enterprise-grade data services you rely on into the cloud, and the simple flexibility of cloud into the data center. Our industry-leading solutions work across diverse customer environments and the world’s biggest public clouds.

As a cloud-led, data-centric software company, only NetApp can help build your unique data fabric, simplify and connect your cloud, and securely deliver the right data, services and applications to the right people—anytime, anywhere. To learn more, visit [www.netapp.com](http://www.netapp.com)



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