Telecom network services provider chooses Barracuda CloudGen Firewall for affordability, security and availability in managed SD-WAN solutions

Adapting to evolving SD-WAN requirements

Nitel creates integrated and tailored managed network solutions that deliver optimum performance, flexibility, and value for customers. Founded in 2003, Nitel provides a wide variety of secure telecommunications network services, including hybrid connectivity, broadband, 4G, satellite, private-line, SD-WAN, and managed security. Nitel's proprietary MPLS network enables coast-to-coast availability in the United States and extends, via partnerships, into Canada, Mexico, and areas of Europe and Asia.

"Over the years, customer expectations and requirements around SD-WAN changed," said Todd Miller, vice president of product at Nitel. As a result, the company sought to create a comprehensive WAN strategy built around flexibility and predictability, to help customers securely and efficiently meet their evolving needs.

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Todd Miller
Vice President, Product
Nitel

Profile
- Founded in 2003
- Based in Chicago, IL
- Provides telecommunications network services

Challenges
- Adapt service offerings to meet evolving customer requirements
- Provide a fully-secure network with centralized management and coast-to-coast availability
- Create managed, affordable, secure SD-WAN solutions for customers

Solutions
- Barracuda CloudGen Firewall
- Barracuda Firewall Control Center
- Barracuda Advanced Threat Protection

Results
- Meeting customer demands
- Offering customized, managed, secure SD-WAN solutions
- Making licensing affordable, straightforward, and without hidden fees

Managing managed security

To help their customers deal with changing business demands, including strong security requirements, Nitel began evaluating technology partners to help them create managed, secure SD-WAN solutions.

Nitel chose the Barracuda CloudGen Firewall, based on the company's strong reputation for secure solutions and the product's built-in SD-WAN feature set, to help customers without dedicated IT-security administrators to take care of firewall rules, URL filtering policies, security monitoring, corrective actions, and other issues related to SD-WAN deployment.

Barracuda helps Nitel simplify the complex technology landscape for customers and create integrated and tailored managed network solutions that drive their organizations to the next level.

Providing protection and affordability

With the Barracuda CloudGen Firewall, Nitel is able to provide customers with best-in-class SD-WAN capabilities that combine full, next-generation security and centralized management.

"Barracuda CloudGen Firewall and Secure SD-WAN allows us to create a very compelling value proposition because it includes firewall security and advanced protection against threats like malware," Miller said. "Our customers benefit from a very comprehensive solution for a very affordable price."

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The Barracuda Firewall Control Center provides a comprehensive set of services and features to centrally manage and monitor multiple firewalls and secure connectors. Plus, Barracuda Advanced Threat Protection, an integrated cloud-based service, includes state-of-the-art technologies to efficiently and reliably protect the network perimeter from sophisticated threats, including zero-hour malware attacks.

Miller noted that licensing for the Barracuda CloudGen Firewall, whether it's a hardware device, a virtual device or in the public cloud, is affordable, straightforward and without hidden fees.

"Barracuda, with all the dedication and flexibility they bring to the table, is an essential part of our successful team," he said. "They are the best fit for our company and the proof is our happy customers."

For more information about other Barracuda successes, please visit: blog.barracuda.com