



South Carolina Heart Center Beats Spam with Barracuda Networks

Barracuda Email Security Gateway 300 Saves the Large Medical Practice Over \$600,000 Annually



Profile

- South Carolina Heart Center
- Largest private, cardiovascular practice in Southeastern U.S.
- 250 employees
- 6 Offices and 4 Satellite locations

Challenges

- Excess of 200 spam messages each day
- Virus infiltration
- Performance issues

Solution

Barracuda Email Security Gateway 300

Results

- \$600,000 annual cost savings
- Blocked 45,000 spam messages and 95 viruses in just three days
- Granular email management policies

Email Critical to Quality Patient Care

Established in 1989, the South Carolina Heart Center has become the largest private, cardiovascular practice in the Southeastern U.S. With 28 cardiologists, 18 non-physician practitioners and support personnel numbering over 250, the South Carolina Heart Center is an organization living up to its mission: to reduce the impact of cardiovascular disease.

The majority of staff, spread between six full time offices and four satellite locations, relies heavily on email for interactions with other medical practices, vendors as well as patients and the increasing amount of spam was compromising the staff's ability to effectively communicate in a timely fashion.

"We could not afford email downtime for the sake of providing high quality patient care," recalls Jacob Nyhart, SCHC network administrator. "Prior to purchasing the Barracuda Email Security Gateway 300, we had users – including executives and their assistants – complaining that they were receiving in excess of 200 spam emails each day."

Top Notch Performance and Fast ROI

Nyhart and his staff spent several months researching various available solutions, but had trouble finding the right solution that would meet SCHC's needs in a cost efficient manner. Most of the solutions were priced between \$10,000 and \$20,000, which was well beyond what his IT budget could handle.

Barracuda Networks' no per-user pricing model made it an especially attractive solution for Nyhart's team. Barracuda Email Security Gateway 300 is not only affordable, but allows scalability for organizations as they add users without incurring additional costs. Barracuda Networks also offers a 30-day free evaluation period to provide customers with the opportunity to try the Barracuda Email Security Gateway on their own network and see firsthand how quickly results are achieved.

"Within 45 minutes of receipt, our DNS and MX records were updated and our Barracuda Email Security Gateway was chomping up spam," reveals Nyhart.

Nyhart also reports that the solution quickly paid for itself, successfully blocking 45,000 spam messages and 95 viruses in just three days of full operation.

About the Barracuda Email Security Gateway

The Barracuda Email Security Gateway is the world's best-selling email security solution. It includes best-of-breed spam and virus blocking, data protection, DoS prevention, large file transfer, email continuity, encryption, and policy management—at one affordable price. As new email security requirements emerge, the Barracuda Email Security Gateway is automatically updated with new capabilities to ensure long term protection. This easy-to-use product is available in eight scalable models to fit the needs of any-sized organization. The Barracuda Email Security Gateway is also available as a virtual appliance.



“With this kind of performance, I will be reporting to our administrative staff the success of the product with a conservative cost analysis that projects an almost \$500,000 annual improvement in productivity among our users,” he shares. “In addition, we can attribute another \$100,000 in cost savings due to the virus blocking the Barracuda Email Security Gateway 300 incorporates. The ROI the product delivers is incredible.”

The Barracuda Email Security Gateway 300 is absolutely the best money my company has spent in a long time...I would challenge anyone who uses software solutions to see if theirs has been as effective at such a great price.

Jacob Nyhart

Network Administrator

South Carolina Heart Center

Sorting Legitimate Prescription Email from Spam

Before implementing the Barracuda Email Security Gateway 300, SCHC email users were victimized by all types of spam – from fake financial offers and bogus product advertisements, to inappropriate adult messages and illegitimate pharmaceutical spam. It is this last category that makes spam filtering an even more aggressive challenge for Nyhart, who must also be attentive to pharmaceutical messages that may have a legitimate purpose.

“My approach to blocking the spam has been more cautious since we are a medical practice, and have users who do subscribe to ListSers where prescription drug usage is discussed,” Nyhart explains, adding that he has employed a heightened degree of filtering sophistication for this reason. “I have focused on entire domains, email accounts, and IP ranges where I have found the bulk of spam comes from.”

Like many organizations, Nyhart found that the Barracuda Email Security Gateway 300's layered approach makes it an effective tool against spam and viruses. The Barracuda Email Security Gateway 300 employs 12 defense layers, including RBLs, rate control, Bayesian analysis and spam scoring to determine if a message is legitimate or not. In addition, Nyhart found the Barracuda Email Security Gateway's web-based interface for administration to be extremely easy to use and customize, making it a very well-rounded solution for his organization's needs.

“The Barracuda Email Security Gateway 300 is absolutely the best money my company has spent in a very long time,” he expounds. “Comparatively, it is also the best priced solution for our business and I would challenge anyone who uses software solutions to see if theirs has been as effective at such a great price.”

Barracuda Email Security Gateway

Fast Facts:

- Services up to 1,000 active email users
- Compatible with all email servers
- Easy plug-and-play installation
- Per-user settings and quarantine
- Clustering for redundancy and added capacity
- No per-user or per-server fees
- Encryption and Large File Transfer included free

About Barracuda Networks, Inc.

Barracuda provides cloud-connected security and storage solutions that simplify IT. These powerful, easy-to-use, and affordable solutions are trusted by more than 150,000 organizations worldwide and are delivered in appliance, virtual appliance, cloud, and hybrid deployments. Barracuda's customer-centric business model focuses on delivering high-value, subscription-based IT solutions that provide end-to-end network and data security. For additional information, please visit barracuda.com.

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