



CASE STUDY

Built on trust: Mendocino Family of Companies keeps expanding its Barracuda partnership

Forest-products leader continues choosing Barracuda as security and data-protection needs evolve

Customer

- Family of six forest-products companies
- Manages 468,000 acres of California timberlands
- Multiple offices, mills and other locations
- Headquartered in Ukiah, California

Challenges

- Tape-based backups were time-consuming and vulnerable to human error
- Microsoft 365 adoption created new data-protection and email-security requirements
- Evolving email attacks required faster investigation and remediation
- Growing use of generative AI introduced new visibility and data-governance concerns
- A small IT team needed tools that could automate routine work while preserving control

Solutions

- Barracuda Backup
- Barracuda Cloud-to-Cloud Backup
- Barracuda Entra ID Backup Premium
- Barracuda Email Protection
- BarracudaONE

Benefits

- Rapid recovery of on-premises and Microsoft 365 data
- Protection extended to Entra ID data
- Greater automation of impersonation protection and email remediation
- Unified visibility and simpler navigation across Barracuda solutions
- Actionable insight into security risks and configuration issues



A relationship proven when recovery mattered

“Our relationship with Barracuda really begins with data protection,” says Jon Le Roi, IT Director for Mendocino Family of Companies (MFC). “Before getting [Barracuda Backup](#), we were dealing with tapes, which always involved a lot of manual work. Someone had to make sure they were rotated correctly, moved correctly and managed consistently across our locations. For a company with multiple offices, mills and other facilities, that was not where we wanted to be. Barracuda Backup gave us a way to move away from all that and have our data replicated offsite.”

It wasn't long before a serious incident let the Barracuda solution prove its worth. “We had a virtual server fail at our Scotia location, losing about two terabytes of data” says Le Roi. “We wanted to rebuild the server using our data backup carefully, to figure out what went wrong, and that was going to take some time. But we needed that data to get operations back up to speed.”

“Fortunately, we were able to temporarily spin up the failed server image within Barracuda Cloud Storage,” he continues. “That let us get operations moving again very quickly, while taking the time to rebuild our onsite virtual server properly to address the underlying problem. Our total operational outage was about 15 minutes.”

A move to the cloud, and choosing Barracuda again

That recovery experience helped shape later buying decisions. “That experience mattered later,” says Le Roi. “When we moved into Microsoft 365, we understood that cloud services do not remove the need for backup. You still need to be able to recover your own data, whether it is on-premises or in Microsoft 365.”

“One reason we chose Barracuda was our comfort level with the company as a vendor. Barracuda had already been our partner for a long time with the backup appliances.”

“We use [Barracuda Cloud-to-Cloud Backup](#) regularly. We have restored files from OneDrive and SharePoint, and we have used it to recover items users deleted and later realized they still needed.”

Simplifying security for a small IT team

As MFC expanded its use of Barracuda, Le Roi looked for the same combination of automation, control and practical visibility in email security, and found it with [Barracuda Email Protection](#). “We are a small IT team, so I am always looking for ways to automate the routine work but still keep control. I do not want to spend my time clearing out dozens of ordinary issues if the system can handle those and surface the things that actually need attention.”

“Now I can go into Email Protection every couple of days and deal with one or two exceptions. That's what I want: to be dealing with the exceptions.”

“And [BarracudaONE](#) really simplifies things while providing great visibility across our security infrastructure,” he continues. “I access it almost every day. It gives me one place to see what is going on and move into the tools I need.”

Support that reinforces trust

For Le Roi, the value of the Barracuda relationship also shows up in the support behind the technology.

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Jon Le Roi, IT Director
Mendocino Family of Companies



"I recently started a demo of another Barracuda product, and the process reinforced something about our relationship," he says. "Almost immediately after I turned it on, a Barracuda support tech reached out to make sure I knew how to set it up and to answer any questions I might have about it."

"That kind of commitment and responsiveness from Barracuda warrants the time I spend staying involved and taking advantage of the additional access."

"We've had a long-term relationship that has been extremely positive," he continues. "I get a lot of timely, effective support from Barracuda."

Building on a trusted, long-term relationship

"That is why the relationship keeps growing," says Le Roi. "It is not simply that Barracuda has another product we can buy. It is that we have seen Barracuda deliver in situations that mattered, and then we have continued to add capabilities as our needs changed."

"Barracuda has been there when we needed recovery, when we needed protection for Microsoft 365, when we needed better email security," concludes Le Roi. "I have no doubt that as our needs evolve, we'll continue turning to Barracuda to help us meet them."

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Learn more

Barracuda Backup

Barracuda Backup is a simple, all-in-one data protection solution for on-premises, virtual, and cloud environments. It delivers fast, secure backups with encrypted offsite replication, centralized management, and rapid recovery, helping organizations protect critical data and recover quickly from outages or ransomware — with minimal day-to-day effort.



Learn more

Barracuda Cloud-to-Cloud Backup

[Barracuda Cloud-to-Cloud Backup](#) offers secure, easy-to-use SaaS backup for your Entra ID and Microsoft 365 data, including Teams, Exchange Online, SharePoint, and OneDrive including OneNote. Find and restore your important Microsoft 365 data quickly and easily even in the event of ransomware or other cyberthreats.

Barracuda Email Protection

For organizations that want powerful email security without the complexity, [Barracuda Email Protection](#) offers a comprehensive, easy-to-use solution. It uses AI to detect all email threat types including phishing, BEC and impersonation, while also providing malware protection through sandboxing and global threat intelligence. Automated incident response and built-in user training help reduce risk with minimal overhead, making it ideal for resource-constrained teams.

Barracuda Entra ID Backup Premium

[Barracuda Entra ID Backup Premium](#) is part of the Cloud-to-Cloud Backup suite and is an easy-to-use, cloud-first SaaS product that protects all critical Microsoft Entra ID components — including policies, devices, logs, app registrations, and BitLocker keys — Like Cloud-to-Cloud Backup it enables fast, reliable recovery from accidental changes or cyberattacks. With encrypted, cloud-native backups, role-based access, and an intuitive interface that gets you up and running in minutes, it delivers secure, dependable protection that's simple to manage day to day.

BarracudaONE

[BarracudaONE](#) is an AI-powered cybersecurity platform that delivers integrated products accessible from a centralized dashboard to maximize protection and cyber resilience, while being easy to buy, deploy and use. Our platform protects email, data, applications, and networks, and is strengthened by a 24/7 managed XDR service.



About Barracuda

Barracuda is a leading global cybersecurity company delivering complete resilience made easy to buy, deploy and use through a partner-first model. Our intelligent BarracudaONE™ platform provides cyber resilience across email, data, applications, networks, and managed XDR within an open ecosystem. Trusted by hundreds of thousands of organizations and partners worldwide, Barracuda delivers industry-leading solutions and support, powered by people and enhanced by AI, for all size business.