



## CASE STUDY

# Delivering 15 years of faultless backups for partner Ounet Sistemi.

Barracuda Cloud-to-Cloud Backup and Barracuda Backup (BBS) cement long-standing partnership with Italian SI.

## Customer

- Ounet Sistemi is an Italian systems integrator with a history stretching back nearly a quarter of a century
- The ISO 9001-certified business serves a small but demanding customer base in the Rome and Milan regions

## Challenges

- A small IT team
- Ransomware threat to clients' data system integrity

## Solutions



## Benefits

- Frees-up IT talent to work on higher value tasks for clients
- Peace-of-mind for clients, especially those caught out by ransomware



It's every organization's worst nightmare. You get into work to find the IT infrastructure crippled by a ransomware breach. Operations have ground to a halt. Sensitive IP and regulated customer data are unavailable. Panic sets in. It's at this point you reach out to trusted partners to help guide the business back on track.

This is where an IT expert like Italian systems integrator Ounet Sistemi comes into its own. Fortunately for a recent customer, it had a Barracuda Backup (BBS) appliance installed and running as a managed service.

"The client's entire document catalog had been lost; encrypted. But thanks to Barracuda's backup solution, in just a few days, we were able to get the entire information environment up and running again," says Ounet Sistemi CTO Stefano Sanna. "The customer was very happy indeed."

## Adding value for 25 years

Ounet Sistemi has been delivering outstanding support like this to clients across Italy for close to 25 years. Founded in 2001, the Rome-headquartered business prides itself on professionalism and deep IT expertise, which is reflected in the ISO 9001 certification it has held for the past decade. Its technicians help clients with everything from technical analysis and project design to deployment, user training and ongoing management.

"We usually call ourselves an IT boutique because we value establishing ongoing relationships with a few clients by devoting as much care as possible to them," explains Stefano.

With client expectations high, and 70% of the business devoted to managed services, Stefano has to be discerning about the IT partners he chooses. That's why there was no other choice than Barracuda when the Ounet Sistemi was looking for a third-party backup expert some 15 years ago.

"We are a long-standing partner of Barracuda; we always advise our customers to protect their information with Barracuda solutions," he says. "It is not difficult to see why. Barracuda has one of the most powerful data protection systems on the market. We didn't even have to trial it alongside competitor solutions."

## Centralized control

Stefano initially chose Barracuda Backup (BBS) to deliver as a managed service to clients, and then four years ago added Barracuda Cloud-to-Cloud Backup (CCB) in order to expand Ounet Sistemi's range of offerings.

**BBS appliances** come in a variety of sizes, with storage capacity ranging from 4TB to 200TB. These all-inclusive backup appliances scale seamlessly to support growing backup storage demands without requiring complex hardware upgrades. They offer on-premises or cloud replication to protect physical, virtual and hybrid environments. And there's a choice of automated or manual backups, with customizable schedules and retention policies.

Immutable backup protection with end-to-end encryption, role-based access controls, multi-factor authentication (MFA) and secure, air-gapped cloud storage provide peace of mind in case ransomware strikes.

"Thanks to Barracuda's backup solution, in just a few days, we were able to get the entire information environment up and running again."

**Stefano Sanna, CTO**  
Ounet Sistemi





**Barracuda Cloud-to-Cloud Backup (CCB)** provides seamless, flexible and granular backup and restore capabilities for Microsoft 365 Teams, Groups, Exchange, SharePoint, OneDrive, OneNote and Entra ID data. It offers the same immutable storage benefits as the BBS appliances, to mitigate the threat from ransomware. And because it lives fully in the cloud, deployment is simple and there's no software or hardware to manage.

Both solutions can be managed from a centralized, intuitive Cloud Control portal, enabling administrators to manage backups with ease across multiple sites and customers.

## Peace of mind for Ounet and its clients

From day one, Stefano knew he'd made the right choice with Barracuda. He praises the products' robustness, reliability and ease-of-use, which help the company's limited team of engineers do more for their clients.

"Barracuda is really impressive as a product, offering reliability from the very first installation," he says. "The Cloud-to-Cloud Backup and backup appliances also allow us to significantly reduce manual work time. Process reliability is guaranteed; as is the quality of life of our technicians, who can devote themselves to other tasks."

"Entra ID support and Malware Detection add value to the already excellent backup solution by providing additional protection and better recovery from ransomware."

**Stefano Sanna, CTO**  
Ounet Sistemi



Stefano also highly rates the seamless scalability of BBS.

“Being able to offer a backup solution with BBS that provides unlimited cloud space certainly provides a major selling point on the scalability of the product,” he says.

Ounet Sistemi has been impressed with Entra ID data backup support across the two products, and a new Malware Detection feature in CCB which helps further protect against ransomware risk.

“Certainly the Entra ID support and Malware Detection add value to the already excellent backup solution by providing additional protection and better recovery from ransomware,” he argues. “Choosing Barracuda means trusting a solid, powerful, effective brand. The solutions deliver what they promise, and ongoing support is preventative and guaranteed.”

Most importantly, Barracuda has enabled Ounet Sistemi to maintain its reputation as a trusted IT partner, helping it to build customer loyalty, burnish the brand and add value at every stage of the client journey.

“We hope we’ll be able to maintain this partnership for many years to come, enabling us to keep our customers and their IT environments quiet and safe from harm,” Stefano concludes.

## 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 with unlimited storage and retention. Find and restore your important Microsoft 365 data quickly and easily even in the event of ransomware or other cyberthreats.



Barracuda

### Backup™

[Barracuda Backup](#) offers scalable, easy-to-use backup and recovery for files located on secure physical devices, virtual environments, or the public cloud.



# About Barracuda

Barracuda is a leading cybersecurity company providing complete protection against complex threats. Our platform protects email, data, applications, and networks with innovative solutions, and a managed XDR service, to strengthen cyber resilience. Hundreds of thousands of IT professionals and managed service providers worldwide trust us to protect and support them with solutions that are easy to buy, deploy, and use. For more information, visit [barracuda.com](https://barracuda.com).