

Global equipment supplier gets cloud-ready.

Two different procurement processes led to one destination: Barracuda.



Dedication to due diligence

Johan Båverud, Head of IT Operations for Väderstad AB, led the procurement process for purchasing both new network firewalls and a new email security solution. But the two cases went very differently. Nonetheless, both processes resulted in Väderstad choosing Barracuda.

When Johan joined Väderstad AB—a globally distributed supplier of farm machinery headquartered in Sweden—the company was already well into the procurement process to replace a number of Cisco ASA firewalls that reached end-of-life. “I’m a big believer in making the best decisions based on due diligence, with plenty of vetting. And coming into this position, I wanted to make sure I was involved in the process.”

His team had already looked at firewalls from Palo Alto Networks, Fortinet, Forcepoint, and Cisco—and they felt they’d done enough testing. But then he got a call from an old colleague, now working at Check Point, and he prevailed on the team to extend the evaluation process to include one more brand. Only then did a teammate of his suggest Barracuda CloudGen Firewall—and coincidentally a Barracuda rep called him two days later.

“I have a hard time dismissing new brands when procuring new solutions and since I still felt that nothing we’d seen was hitting the sweet spot, I begged the team to sit through one more demo,” says Johan. “I was really impressed when Peter, the Country Manager from Barracuda, was able and willing to set that up for the very next day.”

By the end of the evaluation, the verdict was clear. “In terms of the user experience and admin work, the Barracuda firewall

Profile

- Founded in 1962 in Väderstad, Sweden
- 1,550 employees
- Globally distributed manufacturer of farm machinery

Challenges

- Needed to replace EOL Cisco firewalls
- Following switch to Office 365, required new email security solutions
- Required solutions that would be equally effective in current on-premises and future Azure infrastructures

Solutions

- Barracuda CloudGen Firewall
- Barracuda Total Email Protection (combines Barracuda Essentials, Cloud-to-Cloud Backup, Sentinel, PhishLine, and Forensics and Incident Response)

Results

- Able to quickly and easily deploy firewalls to multiple global locations
- Dramatic reduction of risk from phishing and other email threats
- Ready for transition from on-premises to Azure infrastructure

was clearly just better,” says Johan. “And it checked all the boxes on our list. We have a plan to shift away from most of our existing on-premises hub-and-spoke architecture and move more systems into Azure, so robust SD-WAN capabilities are important to us. Also the flexibility to place full-featured firewalls at sites of varying sizes, including in Azure and in VMware deployments, all centrally configured and managed. And zero-touch deployment made a huge difference to us—it makes global deployment much faster and less costly.”

The clear and simple pricing was also a factor in the decision. “Barracuda was the only vendor to give us all-inclusive pricing, rather than vague promises to fine-tune the service plan over time.”

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Johan Båverud
Head of IT Operations
Väderstad AB

Improving email security

“We began using Office 365 a couple of years ago, and at first we simply relied on built-in Microsoft security features,” says Johan. “When we saw an increase in phishing attacks slipping into our inboxes we felt that we had to do something. Historically IT security hadn’t been a top priority for the board of directors, but after another big spike in phishing attacks it helped focus attention on the problem. I soon had budget line items for email security and backup solutions, and I expected to be conducting two separate procurement processes for them.”

His first call was to Peter at Barracuda, who told him about Total Email Protection—a solution that combines the capabilities

of five Barracuda products: Essentials for gateway security and message archiving; Sentinel for advanced protection against phishing threats; PhishLine for highly effective security-awareness training; Backup for powerful, granular backup and restore capabilities; and Forensics and Incident Response to automate and accelerate remediation whenever malicious email reaches user inboxes.

“It was a little frustrating that Total Email Protection—the first solution we looked at—checked all the boxes and had everything we wanted,” says Johan. “I literally couldn’t find a similarly capable solution to compare it to for due diligence. Instead, I would have had to cobble together something from several different vendors. And since none of the other products we saw worked better than Barracuda, the additional complexity wasn’t worth it. I knew I couldn’t go to my boss and just say we’ve tested one solution and we want to buy it. But I also felt like we ultimately would end up with Barracuda. It helped that we had learned by then that we could really trust Peter and Barracuda to be attentive and responsive to our needs.”

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Ready for a cloud future

Implementation of Total Email Protection is ongoing. “We set up Sentinel right away, and it has done a great job of knocking down a lot of phishing emails before they can reach our inboxes. Forensics and Incident Response is also in production, and we’ve used it a few times to root out malicious emails that have managed to sneak through. Backup is also in place. It hasn’t been needed, but it’s a great source of confidence. And PhishLine is our next project, to make sure our 1,550 users are effective security partners for us.”

Going forward, Johan is feeling confident about moving more infrastructure into the cloud. “Migrating data and applications into Azure is a daunting prospect, though we know the benefits will be substantial,” he says. “But knowing that our Barracuda solutions are designed in and for the cloud removes a lot of anxiety. Not only do they ensure that we’re ready for the cloud, but in fact once we migrate, we will be able to fully leverage the cloud-specific capabilities of these solutions. So we’re ready to move forward—but with all due diligence, of course.”

Learn more about Barracuda CloudGen Firewall and Barracuda Total Email Protection

barracuda.com/products/cloudgenfirewall

barracuda.com/products/totalemailprotection

