



CASE STUDY

# From reactive to resilient

How STF Consulting enhanced its security stance and client connections with proactive, innovative solutions.

## Profile

- Company: STF Consulting
- Website: [stfconsulting.net](http://stfconsulting.net)
- Location: Fair Haven, NJ
- Specializations: Managed IT, compliance, manufacturing, transportation and logistics, and professional services.

## Challenges

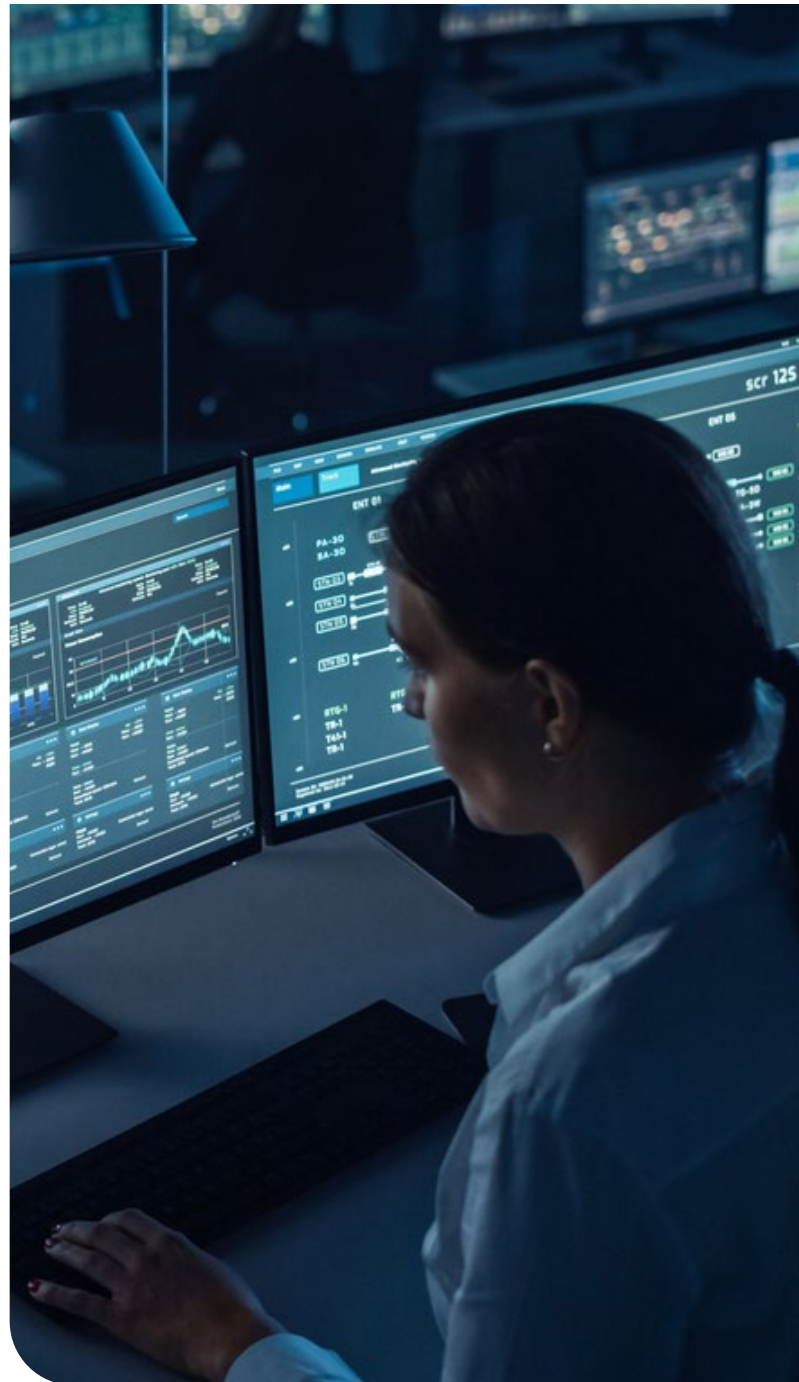
STF Consulting is a managed service provider (MSP) that delivers secure, proactive IT environments designed to reduce risk, minimize downtime and enable long-term business growth. Their clients, especially in the manufacturing and logistics sectors, demand zero downtime and proactive risk management. The firm sought a solution to bridge the gap between network visibility and protection against modern threats, such as phishing and credential theft, without incurring excessive operational overhead.

## Solutions

STF Consulting established its service foundation on Barracuda RMM and Barracuda Email Protection. Barracuda RMM's advanced network "radar" provides real-time visibility into customers' IP-enabled devices. And Barracuda Email Protection combines email security, cloud-hosted backup and compliance archiving into a single, easy-to-deploy package. As a result, STF Consulting has been meeting its clients' needs and complying with service level agreements (SLAs).

## Results

- **Operational efficiency:** STF can now set up a complete security, archiving and backup system for a new client in less than two hours.
- **Proactive threat neutralization:** In a typical month for one client, Barracuda filters 85,000 emails and blocks 28,600 threats at the gateway before they reach users.
- **Built-in value stories:** The team uses Barracuda's incident response reports to provide "value screenshots" to stakeholders, showing exactly how many mailboxes were cleaned after a reported threat.
- **Long-term stability:** By hosting the RMM data on their own servers, STF can create custom SQL queries and scripts to predict issues before they cause downtime, which has helped them maintain strong client relationships for an average of more than 15 years.





In the fast-paced world of managed services, where many firms chase the latest trends or compete for the lowest price, STF Consulting takes a different path. Based in Fair Haven, New Jersey, STF describes its philosophy as a marathon approach to IT: disciplined, stability-driven and focused on building systems that last for decades.

“We’re a long-time customer. We’ve been using Barracuda RMM since 2004,” says Sean Furman, President and CEO of STF Consulting. “When you think about how ahead of its time it was in its conception and design — and that it’s still relevant today — it’s pretty incredible.”

## Total network visibility

For STF Consulting, the foundation of a stable environment is visibility. They use Barracuda RMM as the “radar” for their clients’ networks, providing a complete lay of the land for every workstation, server, firewall, and IP-enabled device. This granular view allows the team to assign monitoring automatically and stay one step ahead of potential failures.

Unlike many MSPs that jump between tools every few years, STF Consulting has spent over 20 years mastering and customizing its stack. Because they host their own Barracuda RMM, they go beyond the standard, out-of-the-box features, and write custom SQL stored procedures and scripts to analyze data patterns and prevent future issues.

“We don’t just use tools on the surface level,” Furman explains. “We go very deep into them. That’s why we’ve stuck with the product — because we’ve built so many cool things on top of it every year.”

## Integrating security into the operational core

As the threat landscape evolved toward sophisticated phishing and account-takeover attacks, STF Consulting needed a security solution that matched the depth of their RMM. They found it in Barracuda Email Protection.

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Sean Furman, President and CEO  
STF Consulting



The transition to Barracuda Email Protection was a no-brainer for STF Consulting, allowing them to consolidate security, archiving and backup into a single, manageable package. The impact was immediate: The team can now take a new client from zero to fully protected, including journaling and cloud-based backup, in approximately two hours.

The volume of protection is significant. For a typical client, STF manages 85,000 emails per month, with Barracuda's Email Gateway Defense automatically blocking nearly 30,000 threats.

## Turning security into client success

One of the unique ways STF Consulting builds trust is by turning background security work into visible value. Using Barracuda Email Protection's incident-response capabilities, Furman frequently shares screenshots with client stakeholders to show them the tangible impact of their protection.

"When a user reports a suspicious email, we get a notification showing exactly how many mailboxes that threat was cleaned out of," he says. "I forward that to the client and say, 'Hey, your end user did this, and here's the net effect.' They're always impressed."

## Ready for the next 20 years

As Furman and STF Consulting look toward the future, they're already integrating generative AI with their decades of RMM data to further refine their audits and predictive maintenance. By remaining loyal to their core vendor and mastering every layer of the Barracuda stack, STF Consulting has broken the cycle of reactive IT.

"Our goal is simple: zero downtime and technology that just works, so leadership can focus on growth," says Furman. "Barracuda has been our premier partner in making that happen for over two decades."

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# About Barracuda

Barracuda is a leading global cybersecurity company providing complete protection against complex threats for all sized businesses. Our AI-powered BarracudaONE platform secures email, data, applications, and networks with innovative solutions, managed XDR and a centralized dashboard to maximize protection and strengthen cyber resilience. Trusted by hundreds of thousands of IT professionals and managed service providers worldwide, Barracuda delivers powerful defenses that are easy to buy, deploy and use.