

Major produce distributor keeps up with email security.

From gateway to cloud service to multi-layer protection, Giumarra chooses Barracuda.

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First solution: web filtering

As vice president of technology for The Giumarra Companies—a major nationwide US produce distributor—Jay Glatt first encountered Barracuda when he needed a solution to users wasting bandwidth watching videos and gaming. “Barracuda Web Security Gateway really stood out when we looked at solutions. It did everything we wanted, and was just very easy to use, very simple to configure exactly how we wanted.”

In the years since that purchase, Glatt and his team have come to regard Barracuda as a long-term security partner. Most recently, they upgraded to the most advanced and comprehensive email security offering in Barracuda’s portfolio, Total Email Protection, to secure and protect their Office 365 deployment.

Email security: changing needs, evolving solutions

At the time, Giumarra relied on a Postfix on-premises email system that, in Glatt’s words, was becoming obsolete, especially in terms of security. “Users complained a lot about how much spam they were getting. So I spoke with our Barracuda rep, and we ended up getting a Barracuda Email Security Gateway appliance. That was a huge improvement.”

By the time Giumarra’s license was up for renewal, Glatt and his team understood that they were already on a journey to a more cloud-integrated network, with fewer on-premises assets. “We expected to be moving things to the cloud, so after looking into

Profile

- Los Angeles-based, with locations across the region and country
- Approximately 200 employees

Challenges

- Maintain best-in-class email security during transition to cloud-integrated network
- Ensure protection of data stored in Office 365

Solution

- Sequential upgrades from Barracuda Email Security Gateway to:
 - Barracuda Essentials
 - Barracuda Sentinel, Barracuda PhishLine, Barracuda Forensics and Incident Response
 - Barracuda Total Email Protection (with Cloud-to-Cloud Backup)

Results

- Remains secure against all the most advanced email threats
- Can quickly and easily remediate incidents to reduce risks
- Protects Office 365 data with advanced, granular backup and restore

it, we switched to Barracuda Essentials,” he says. “It could secure our on-prem system, and it would be even more capable once we moved productivity to the cloud. And it would be one less appliance to maintain and update, since it’s a cloud-delivered service.”

“I had just been thinking about the problem of quickly finding and securing or deleting every instance of a suspicious email. Sentinel does all that automatically.”

Jay Glatt

Vice President of Technology
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“So the next step, just a couple of years ago, was the move from Postfix to Office 365, and that went very well,” says Glatt. “Essentials handled the transition with no issues. But we also understood that Barracuda had expanded its offerings, so I had a look at what new capabilities were available.”

They decided to upgrade by combining Essentials with Barracuda Sentinel for API-based inbox defense to defeat phishing, Barracuda Forensics and Incident Response for automated threat hunting and remediation, and Barracuda PhishLine for effective, targeted security-awareness training.

“Sentinel is just what I wanted,” says Glatt. “I had just been thinking about the problem of quickly finding and securing or deleting every instance of a suspicious email. Sentinel does all that automatically, it finds the bad emails and I click a few buttons and see who got this email, and delete it from every inbox.”

“Not long ago Sentinel alerted us to an anomalous login attempt from an IP address in Turkey,” Glatt continues. “That’s something we wouldn’t have spotted without Sentinel. We immediately changed the account’s password and blocked the attempt.”

Closing the gap: backup for Office 365

As Giumarra used Exchange Online, Teams, SharePoint, and OneDrive to store and share growing amounts of business-critical data, backup became an urgent need.

“When we first moved to Office 365, I assumed that it would be simple and quick to restore any data that might be lost or deleted,” says Glatt. “But I quickly learned that the native data retention in Office 365 just isn’t suitable for a backup plan. And while the Barracuda Message Archiver built into Complete Email Protection is a huge help for discovery and compliance, it’s not meant for backup either.”

Glatt knew who to turn to. “The truth is, I didn’t even evaluate any other backup options,” he says. “I called Amanda at Barracuda and we upgraded to Total Email Protection by adding Cloud-to-Cloud Backup to what we already had. I have come to trust Barracuda that much.”

“Obviously there’s the convenience of having a single vendor,” Glatt continues. “And the single-pane-of-glass admin console for all these capabilities is very useful, it offers great visibility and control while saving a lot of time. But there’s also the fact that Barracuda’s products, services, and people have simply never let me down. I know what to expect. And I joke that their support team is the Southwest Airlines of customer service, because they’re always cheerful, relaxed, and ready to make sure any issue gets resolved efficiently.”

“As we move more and more to the cloud, having advanced security against the most dangerous new email threats simply makes sense. I expect to continue relying on Barracuda as our security partner well into the future.”

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Every part of Total Email Protection is now in production except for PhishLine. “I’m a little nervous about deploying phishing simulations,” says Glatt. “I don’t want it to be a ‘gotcha’ moment. So I’m looking forward to learning about the PhishLine features that can make it kind of a game and a positive experience, which ought to make it more effective as well.”

Glatt sums up his experience with Barracuda: “I probably gave Amanda headaches over pricing because I always pick just what I want from available capabilities. But the journey as a whole has been great—I’ve known all along that as our networks evolved and threats evolved, Barracuda solutions would also evolve and improve.”

“The upgrade from Essentials to Total Email Protection is just a matter of keeping up with the latest technology,” he continues. “As we move more and more to the cloud, having advanced security against the most dangerous new email threats simply makes sense. I expect to continue relying on Barracuda as our security partner well into the future.”

For more information about other Barracuda successes, please visit: blog.barracuda.com

Learn more about the Barracuda’s email protection solutions.

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