



CASE STUDY

Advance2000: Securing the future with Barracuda

How one MSP enhanced its security stance and client connections with proactive, innovative solutions.

Profile

- Company: Advance2000
- Website: www.advance2000.com
- Headquarter: Buffalo, NY
- Specializations: Full-service IT solutions, Infrastructure-as-a-Service (IaaS), private cloud, managed services, cybersecurity, specializing in the architecture, engineering, and construction (AEC) industry in North America.

Challenges

- Advance2000, a managed services provider (MSP), faced the growing challenge of sophisticated cyberthreats targeting its clients, particularly in the architecture, engineering, and construction (AEC) sector. With the increasing email-based ransomware and account takeover (ATO) attacks, they required a robust, proactive security solution that seamlessly integrates into their managed services. Additionally, their clients required high-performance solutions that met strict regulatory and cyber insurance standards.

Solutions

- Advance2000 partnered with Barracuda Networks, leveraging their comprehensive suite of security solutions, including Barracuda Email Gateway Defense, Impersonation Protection, Advanced Threat Protection (ATP), Cloud Archiving, Cloud-to-Cloud Backup, and Incident Response. The MSP integrated Barracuda's technology into its 24/7/365 Network Operations Center (NOC), enabling proactive monitoring and response to security threats. This integration has allowed them to provide a fully managed security solution, eliminating false positives and delivering rapid incident response. Advance2000 also utilized Barracuda's archiving capabilities to help clients meet regulatory compliance and cyber insurance requirements.



Results

- By partnering with Barracuda, Advance2000 significantly improved its cybersecurity measures, effectively preventing email-borne and ATO attacks for clients.
- Barracuda solutions offered easy to deploy capabilities which allowed them to swiftly deploy and configure its solutions, reducing downtime and protecting clients from major financial losses.
- One notable success involved a client experiencing a large-scale spam attack. Advance2000 implemented Barracuda's email security solution within 30 minutes, instantly stopping the attack and protecting thousands of users.
- The company has seen increased customer confidence and improved relationships due to the enhanced security they provide.
- Advance2000's security posture and expertise also enable them to meet its clients' ever-changing regulatory and cyber insurance requirements.



Advance2000, a leading North America-focused MSP, is navigating the evolving cybersecurity landscape with Barracuda Networks' technology and a 24/7/365 NOC supported by a team of 150 certified experts. Their proactive approach, combined with Barracuda's advanced security solutions, enables them to deliver comprehensive, fully managed security services to their clients, particularly in the demanding architecture, engineering, and construction (AEC) industry.

With over 37 years of experience, Advance2000 has established itself as a trusted IT partner. Their focus on private cloud solutions and deep understanding of the AEC industry set them apart. "We not only sell private cloud services that outperform public cloud offerings, but we also provide comprehensive deployment, configuration, maintenance, and support," says Andrew Tamchyna, Solutions Architect at Advance2000.

Confronting the modern threat landscape

The company's partnership with Barracuda has been instrumental in addressing the growing cybersecurity challenges its clients face. "The entire IT industry has shifted in the last decade," says Tamchyna. "Traditional antivirus solutions are no longer sufficient to stop sophisticated attacks. We saw a demand for more robust security, and Barracuda provided the best-of-breed solutions we needed."

One key advantage of Barracuda's solutions is their ease of deployment and management. "Their cloud protection

layer is innovative," says Charles Harrington, Manager of Services and Support at Advance2000. "It allows us to manage multiple customers from a single portal, making it easier to see what's happening quickly and take action."

Advance2000's ability to proactively identify and respond to security threats has been crucial in protecting customers. "We're often telling them they have an issue before they even realize it," Harrington says. "Our 24/7/365 NOC, combined with Barracuda's technology, allows us to stop attacks in their tracks. One feature Barracuda uses is geolocation services. This makes it easy to quickly remediate situations where, for example, a client based in Buffalo starts sending emails from Canada."

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Charles Harrington, Manager of Services and Support
Advance2000



Getting cost-conscious customers to invest in security

Most of Advance2000's customers understand the importance of securing their networks and data. However, Harrington recalls one notable exception. "We had a newer client who was being inundated with spam emails but just wouldn't commit to implementing a spam solution," he says. "After deciding that they needed this protection, we set up a 30-day free Barracuda Email Gateway Defense trial, which only took about a half hour to deploy and configure. The Barracuda solution immediately stopped thousands of spam emails from getting to the users' inboxes. The productivity savings alone justified the cost of the solution, and needless to say, the client didn't want to turn it off after the 30 days."

The partnership with Barracuda has enhanced Advance2000's security capabilities and helped them grow their business. "Regulatory oversight and cyber insurance require data retention, checks, and audits," says Tamchyna. "Barracuda's archiving product gives us confidence that our customers can comply with these requirements, making the process much easier."

Advance2000 sees Barracuda playing a key role in their continued growth and success. "We've incorporated several Barracuda solutions into our 24/7 cybersecurity NOC offering," says Tamchyna. "A few examples include Barracuda Sentinel, Email Gateway Defense, Advanced Threat Protection (ATP), Archiving, Cloud-to-Cloud Backup, and Incident Response. With Barracuda's continued investment in development and cutting-edge technology, we're confident they'll remain our premier partner for years to come."

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 centralised dashboard to maximise protection and strengthen cyber resilience. Trusted by hundreds of thousands of IT professionals and managed service providers worldwide, Barracuda delivers powerful defences that are easy to buy, deploy and use. For more information, visit barracuda.com.