CASE STUDY

# Barracuda Managed XDR powers MJ Flood Technology's managed security services

## Partner

- Established in 1935 in Dublin, Ireland
- Operates in Dublin, Athlone, Belfast, Cork, Galway, Limerick, Sligo, Wexford and Waterford
- MJ Flood Technology has grown to be a leading provider of total ICT solutions to the Irish Market. Their business includes a full communications portfolio incorporating cloud computing, network infrastructure and security, storage, content management, disaster recovery and outsourced managed services.

## Challenges

- Needed protection from live cyber threats for themselves and their customers
- MJ Flood Technology was looking for a solution that allows more control over their customers' attack surfaces

**Barracuda**
# Managed XDR™

## Benefits

- **SIEM analysis** – Logs are ingested into the SIEM for analysis. Security analysts correlate millions of data points to look for anomalies across all customers' systems.
- **AI-powered analytics engine** – Data going in and out of the SIEM is enriched by an AI-powered Analytics Engine.
- **Easy to deploy and use** – Set up customers quickly and remotely with self-service options and 24×7 support. Then, prevent and detect threats in the background while customers can remain productive at work.
- **Comprehensive reporting** – Build custom reports to satisfy regulatory compliance requirements for different frameworks and compliance standards, and demonstrate value to customers in easy-to-read PDF or XLXS formats.
- **Centralized dashboard** – The multitenant dashboard allows MSPs a single-pane-of-glass view of all their customers' environments. The Barracuda Managed XDR platform can also analyze data from existing technology stacks to give you optimal log and network visibility.

[MJ Flood Technology](#) was established in 1998, as part of a diversification strategy of the highly successful MJ Flood Group. Now, MJ Flood Technology has grown to be a leading provider of total ICT solutions to the Irish Market.

With the MSP landscape shifting, MJ Flood Technology had to introduce new, proactive and successful security solutions for their clients. Not only did this present a huge undertaking for the team, but their cybersecurity risk increased as the MSP landscape significantly widened, affecting less to enterprises and more SMEs across Europe.

Reflecting on the transition, James Finglas, Managing Director, MJ Flood Technology commented, "Security has to have an independent standing for MSPs. We're not pretending to be something that we're not, we know we need help. We have managed services that wrap around everything, and cybersecurity has quickly become a key focus for us."

MJ Flood Technology began their assessment phase, and decided on Barracuda Managed XDR, officially partnering with them in September 2021.

For MJ Flood Technology, the Barracuda team differed to their competitors in very important ways. The biggest differentiator being their maturity. "Their people made the difference. They went the distance and everything just felt right with them" added Finglas. "We work very hand in glove with the management as well, which is a pleasure to see."

## Gained control through Barracuda Managed XDR

For James, the relationship with Barracuda has been nothing but a pleasure. "Barracuda Managed XDR has put us in a position of control with our customers in terms of attack surfaces" said Finglas. "As an MSP, if we weren't doing something proactive with the security posture of our clients, we would leave ourselves exposed, and it has given us the reassurance that we need."

James and his team understand the importance of good security postures, particularly as shift in the landscape have made cyberattacks much more prominent. "We've had clients with threats that were identified due to our deployment of Barracuda Managed XDR, which further validate our investment into the platform."

MJ Flood Technology has also seen the effect of the Barracuda Managed XDR first hand. In 2021, when Kaseya was hit by a ransomware attack, with the help of Barracuda Managed XDR, MJ Flood Technology experienced zero downstream ransomware attacks due to the original cyber attack.

## Everything has gone exceptionally well

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> **James Finglas**
> Managing Director
> MJ Flood Technology

MJ Flood Technology reported a significant increase in revenue growth from their customer base, as well as an internal increase in productivity, leading Barracuda Managed XDR to become a key offering within their managed services portfolio. "Everything has gone exceptionally well. I think that as Barracuda Managed XDR matures, it will only get better. I do want to see more, because I don't think we have it where we want it to be yet, but it will definitely continue to grow, and become integral to our security offerings."

Moving forward, MJ Flood Technology is excited to maximize their relationship with Barracuda, following their acquisition of SKOUT Cybersecurity in July 2021. For James, he hopes to be able to utilize this relationship to further educate the market, and continue to have a strong marketing effort, all whilst plugged into a bigger, better machine with Barracuda.

"We're incredibly excited about working with the experts at Barracuda, continuing the partnership we established with SKOUT Cybersecurity in 2021. We feel like it is just the start for us, and we're eager to see where the future takes us."

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**James Finglas**
Managing Director
MJ Flood Technology

## Learn more:

Barracuda Managed XDR is the first Extended Detection and Response platform designed especially for Managed Service Providers (MSPs). This exciting offering from Barracuda combines AI-powered security products backed by a fully staffed Security Operations Center (SOC) to offer you one dashboard, one number to call, and one turnkey partner. MSPs globally trust Barracuda Managed XDR to make cyber-as-a-service easy for them.

**Barracuda Managed XDR™**

# About Barracuda

At Barracuda we strive to make the world a safer place.
We believe every business deserves access to cloud-first,
enterprise-grade security solutions that are easy to buy, deploy,
and use. We protect email, networks, data, and applications with
innovative solutions that grow and adapt with our customers'
journey. More than 200,000 organizations worldwide trust
Barracuda to protect them — in ways they may not even know
they are at risk — so they can focus on taking their business to
the next level. For more information, visit barracuda.com.