MSP drives management efficiencies with Barracuda partnership

CMIT Solutions of the Northeast Valley has been serving the Scottsdale community for over 13 years as Scottsdale's premier managed IT services provider.

Bruce Newman, President, and his team bring decades of knowledge and experience to small and medium-sized businesses, offering 24x7 managed services, coupled with best-in-class security and data protection services.

Previous firewall solutions lack necessary capabilities

As the cyberthreat landscape continues to threaten businesses of all sizes, it is as important as ever for Bruce to partner with a vendor that offers best-in-class security that is easy to use for his team.

"We have worked with a number of firewall solutions and we weren't happy with them. When CMIT Solutions started the relationship with Barracuda, it just made sense to switch," said Newman.

"We liked the monthly billing model they offered. **The central management console for Barracuda CloudGen Firewall** has made it **easy for us to configure and deploy firewalls to our customers**, as well as **manage changes globally across all their clients**, something we couldn't achieve with the solutions we used in the past."

Profile

- Website: www.cmitsolutions.com/northeast-valley

- Location: Scottsdale, Arizona

- Specializations: 24x7 Managed IT services to a variety of businesses, including non-profit organizations and medical organizations. Provides IT services that help SMBs prevent downtime, maximize employee productivity, and solve problems before they occur.

Challenge

CMIT Solutions of Northeast Valley was looking for:

- A firewall solution that protects their customers' environments, is easy to configure and manage, and is affordable for customers in a monthly model

- An email security solution that protects their clients' email gateway and helps customers stay in compliance

Solution

Leveraging Barracuda CloudGen Firewall and Barracuda Email Protection allowed CMIT Solutions of Northeast Valley to:

- Provide total peace of mind security for their customers

- Standardize their managed service offerings with bundled security services

Results

Through their partnership with Barracuda, the MSP:

- Reduce firewall management time by 20 percent

- Broaden their email security services offering for many email services to include gateway protection, archiving, encryption, and data protection

Since then, Bruce's team has also adopted Barracuda Email Protection for its customers' email security.

"While a majority of our customers are using Microsoft 365, we also have clients who are using other email services. Barracuda Email Protection supports Microsoft 365, Microsoft Exchange, and GSuite, giving us the flexibility we need to support clients who are not using traditional Microsoft 365," said Newman.

"With the many medical offices we support, **we needed a solution that offers email encryption, archiving, and cloud backup, while protecting the gateway**. **Barracuda Email Protection not only supports every aspect of their requirement, but its central management makes it easy for my team to gain efficiency**."

Barracuda Email Protectionn and CloudGen Firewall help build a more well-rounded offering

As a veteran MSP, Bruce has found that including both Barracuda CloudGen Firewall and Barracuda Email Protection as part of their managed service offerings just makes sense. With more businesses moving to Microsoft Office 365, businesses now need a new data protection solution that can backup their data that is sitting in the cloud. This is where Barracuda Cloud-to-Cloud Backup comes in.

The higher the SharePoint and OneDrive usage, the easier it is to position the Barracuda Cloud-to-Cloud Backup solution. Similarly, all the medical clients, insurance companies, law offices, require email encryption. "Lead with managed services, bundling it all together adds the value a client is looking for," said Newman.

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Barracuda.