

CloudGen Firewall Stops MSP's Customers from Gambling with Ransomware



Company: Centric Technology Services

Founded: 2002

Headquarters: Spring, TX

Website: centrictechservices.com

Specializations: Audio/Video, Imaging and Archiving, Network Design, Hardware and Software, Consulting, Maintenance, Training, Off-Site Backup, New Office Expansion

“Previously, the majority of our customers rolled the dice on ransomware by using \$100 consumer-grade firewalls because they felt it was too cost-prohibitive to purchase an enterprise-class firewall.... Now that we’re selling the Barracuda MSP CloudGen Firewall as a subscription, customers can afford high-end security without a large capital expense on their part or ours.”

— Justin Homeyer, Project Manager, Centric Technology

MSP Challenges

- Previous firewall offering was cost-prohibitive for many customers
- Customers risked their security by using consumer-grade firewalls
- Encountered cost-related roadblocks when exploring alternatives such as firewall leasing programs
- Hosting their own data center became too expensive

Barracuda MSP Solutions

In transitioning from its previous firewall and cloud backup vendor to Barracuda MSP, Centric Technology received:

- Lower barriers to entry, making high-performing firewalls more accessible to SMBs, due to monthly billing structure
- High-end security resulting in fewer security incidents
- A cost-effective HIPAA-compliant backup service

Results

- Greater control over customers’ backups and security monitoring
- Proven reliability stopping malware and hacking attempts
- A substantial increase in the number of customers upgrading to enterprise-grade security protection

In 2017, Centric Technology Services experienced firsthand how much protection the Barracuda CloudGen Firewall offers. “Our web server vendor notified us of an Apache Struts vulnerability,” says Justin Homeyer. “During the 12-hour period after being notified and receiving and updating our server software, our **firewall log showed there were more than 1,100 hacking attempts** trying to exploit the vulnerability. The **Barracuda firewall stopped every attempt.**”