

About Berglandmilch

When it was founded Berglandmilch was an amalgamation of Austria's six most important dairies with 27 production sites in Upper Austria, Lower Austria, Styria, Carinthia and Burgenland. In the New Year of 1996 the newly founded Berglandmilch took over the dairy activities of the AMF (Austrian Milk and Meat) as well as the brands belonging to it with a view to safeguarding the position of Austrian dairy farming in the European market. Today Berglandmilch is the largest food-producers in Austria. With approximately 1,000 employees it processes about 1 billion kilograms of milk a year. The Berglandmilch group numbers some 13,000 suppliers who are also the owners of the concern. Berglandmilch seizes every opportunity to win new growth markets. With an annual turnover of approximately 540 million Euros and an export quota of approximately 35%, Berglandmilch and Rottaler Milch in Bavaria, Germany are considered one of the most important dairies in Central Europe.



Barracuda NG Firewall Cost Efficiency at a glance

- Extendable Barracuda NG systems offer companies sustainable investment protection.
- Unique management functions allow for quick and efficient roll-outs.
- Central management lets you save significant time and effort.
- Unique license and appliances/ server hardware combination lets you achieve a maximum of flexibility and cost optimization.

Perfect balance of security and cost-effectiveness

Barracuda NG Firewall in operation at Berglandmilch

In-house solutions provide maximum flexibility and security, but have in the past often proven to be time and staff intensive factors. In contrast to this, outsourcing the security and connectivity tasks to service providers promises to limit and control the operating costs. Companies whose core competencies are not necessarily in the information technology field hope for improved cost-effectiveness here. However, this alternative often results in the loss of core design options for the company, since direct access to the security level and the implementation of individual requirements are either difficult or not possible at all. The IT department at Berglandmilch reg. Gen.m.b.H found itself in such an "area of conflict" when, in 2003, they started looking for an option to replace their existing infrastructure with a more economical and secure solution. At this point in time the company – one of Austria's largest food producers with annual revenues of some 500 million Euros – had outsourced its site networking to an external provider. Berglandmilch used an outsourcing model here, by which communications ran via a Virtual Private Network (VPN) with an MPLS (Multi Protocol Label Switching) and ATM-leased lines. The IT department was convinced that both cost efficiency and management could be improved at the same time by using alternative solutions. Doubts also arose as to whether the Berglandmilch data could be held separately from that of the provider's other clients in secure technical terms. So the company began to evaluate Barracuda NG Firewalls in autumn 2003.

“Our most important job is to realize an ideally perfect balance between cost-effectiveness and security in the connectivity field”

-Manfred Prehsegger,
IT manager at Berglandmilch

“Cost reduction was, quite clearly, one of the major motives for evaluating alternative solutions,” confirms Manfred Prehsegger, the IT manager responsible at Berglandmilch. “In the test phase, the Barracuda NG solutions proved to be an excellent basis for cost-efficient site networking with their fast implementation, clear management concept and extensive range of features.”

Training quality ensures fast implementation

The compelling evaluation results led to the conversion to Barracuda NG Firewalls which was implemented together with the IT partner Systrex in 2004. The implementations process for the gateways was completed within just 60 hours although the company had no previous firewall know-how. The only additional work required was to make changes to the IP addresses which were still set to the outsourcing model. The quick gateway installation was, according to the IT experts at Berglandmilch, also down to the high quality Barracuda training. “The implementation ran, as discussed beforehand in the workshop, pretty smoothly,” recalls Peter Augustyn, the system administrator responsible for the project at Berglandmilch. “The practical approach adopted in the training sessions meant that the information conveyed could be implemented straightaway. We really felt well prepared for the project ahead.”

High availability for business critical communication

Today, all branches of Berglandmilch access the business critical applications via Barracuda NG Firewalls, primarily e-mail and the SAP ERP system. Particular attention was drawn here to linking locations with high rack storage systems. Business processes at Berglandmilch would be severely impaired if communications were to break down at one of these locations, so these sites are now linked via high availability gateways. No additional investments in high availability products were required, because all Barracuda NG Firewalls are already equipped with the corresponding functionality. And this covers not only the gateway failover, but also that of all lines if required.

About Barracuda NG Firewall Network Security

As the most successful attacks mounted today are within the network, a single remote access link with an unsecured external PC or laptop is often sufficient to allow hackers and malicious codes to open a back door into the company. There are also additional hazards that arise as a result of intentional or unintentional misconduct by some employees. This threat cannot be mastered with perimeter protection alone, because attackers are already behind the network limits.

Crucial business processes run smoothly thanks to multi-gigabit firewall performance and integrated bandwidth management. By combining a Stateful Inspection Firewall with Intrusion Prevention, Denial of Service Protection, intelligent application-selective bandwidth and multipath management plus VPN technology, guarantee constant availability and protection. This is exactly what Barracuda is delivering with NG.

Protection is no longer limited only to the perimeter and branches, but extends to all sensitive network areas. Flexible deployment and support for virtualized environments is crucial for successful realization of clean bit structures in your LAN.

Anti-spam and URL-filtering included

As in many other companies, the amount of spam mail had reached an extent that was endangering productivity which meant that an anti-spam solution became necessary. In addition, a URL-filtering system was to ensure that contents from dangerous or undesirable web sites could not longer enter the corporate network. Once again, the Barracuda NG Firewalls come to the fore here – with their integrated spam and URL-filters. Administrators as well as users can define the filter rules for e-mails, blocking the spam directly at the gateway and almost completely eliminating false positives (messages which have incorrectly been filtered out as spam).

Centralised management concept

Barracuda has developed a centralised management system based on dedicated servers for its NG Firewalls. So the entire spectrum of security-relevant tasks can be covered for all gateways consolidated in the network – ranging from rule definitions and status queries to reports and even software licences.

Peter Augustyn summarizes his experiences with this management concept as follows: "We don't need any staff with technical security training at our subsidiaries in Austria and Germany to administrate the gateways, which results in considerable cost savings right from the outset."

Return on investment after just 18 months

Having discussed all the technical benefits of the Barracuda NG Firewalls, the issue of cost-effectiveness still remains. Berglandmilch was looking specifically for a solution that offered improved cost efficiency when compared with the old infrastructure. The fact that Berglandmilch is one of the largest dairies in central Europe had to be taken into account and also that the investment must be future-proof - even if further locations are integrated at a later point in time. So was the conversion to in-house administration with Barracuda NG Firewalls also worthwhile in economic terms?

Manfred Prehsegger and Peter Augustyn answer this question with a clear "Yes". According to their calculations, Berglandmilch can realize a return on investment just 18 months after introducing the Barracuda NG Firewalls. This unusually short period for security solutions can be explained by the centralised management concept and the extensive functionality, as Manfred Prehsegger confirms: "The Barracuda NG Firewalls provide the major functionalities ex works - which otherwise would have to be purchased as expensive extra modules from other manufacturers. We can also conduct all configurations for our various locations directly at headquarters without any additional staff expenditure. Our experience with the Barracuda NG Firewall has convinced us that we have made the right decision."

“ All configurations are completed at headquarters and implemented on a company-wide basis. We just need one hour per day on average to maintain all gateways and routine tasks ”

-Manfred Prehsegger,
IT manager at Berglandmilch

About Barracuda Networks Inc.

Barracuda Networks Inc. built its reputation as the worldwide leader in content security appliances by offering easy to use and affordable products that protect organizations from email, Web and IM threats. Barracuda Networks has leveraged its success in the security market to offer networking products that improve application delivery and network access as well as world-class solutions for message archiving, backup and data protection. Coca-Cola, FedEx, Harvard University, IBM, L'Oreal, and Europcar, are amongst the 100,000 organizations protecting their networks with Barracuda Networks' solutions. Barracuda Networks' success is due to its ability to deliver easy to use, comprehensive solutions that solve the most serious issues facing customer networks without unnecessary add-ons, maintenance, lengthy installations or per user license fees. Barracuda Networks is privately held with its headquarters in Campbell, Calif. Barracuda Networks has offices in 10 international locations and distributors in more than 80 countries worldwide. For more information, please visit www.barracudanetworks.com.