

### About Erwin Müller GmbH

The family-owned company Erwin Müller has been providing reliable top quality textile products in the wholesale trade for over half a century. The company has complemented its range with various specific areas over the decades: In addition to "Baby Butt" various textile markets are now catered for via "ButtINETTE", "Woll Butt", "Kinderbutt" and "Wohlfühlen & Genießen", so that the medium-sized company can look back on a successful company history with a total of 500 employees and annual revenues totalling some 90 million Euros in 2007. A major prerequisite here for succeeding as a comparably small company in a very competitive market environment has always been the use of the latest technologies.



#### **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.

## Specialist mail-order company Erwin Müller GmbH Communications safeguarded with Barracuda NG Firewall

### A network reaches its limitations

As a mail-order house the company operates via the classic sales and communications channels. Web shops are beginning to play an increasingly important role alongside the catalogue, the telephone (via an in-house call centre) and advertising in print media. However, the IT infrastructure reached its limitations when data traffic volumes began to increase: The existing ISDN lines could no longer cope with the increasing flood of data. But the attempt to solve the problem by converting the bursting network to small leased lines did not bring the hoped-for results. It soon became apparent that new lines were needed. However, this was just not possible with the existing IT infrastructure. Faced with this situation, the company began to realize that it needed an entirely new IT environment concept – one for which the security also had to be re-planned, too.

### Core requirements: Security, availability, management – but how?

The communication security requirements were high: Subsidiaries, branch offices, mobile users and of course, the Web shops too, all had to be integrated securely into the company network ensuring that spam, viruses, robot networks and other undesirable intruders were kept outside from the outset. And – the permanent availability of all applications and connections had to be guaranteed too – in brief: A firewall system was required that could on the one hand guarantee protection of the company communications and on the other, not breakdown when coping with high capacities.

As a medium-sized company Erwin Müller GmbH also attaches considerable importance to being able to manage the entire company network with a small yet powerful IT department. A total of ten employees are currently responsible for the company's IT, two of whom must ensure that the company network operates smoothly. Efficient management and economy were therefore the absolute fundamental requirements for the new solution.

### Sought and found

In this phase, from April to May 2004, Jürgen Mayershofer, the company's network manager began to evaluate different security and firewall suppliers. Important criteria for the decision here were the support offered, a coherent price/performance ratio as well as the supplier's competence.

Jürgen Mayershofer's team first heard of Barracuda NG Firewalls through the media. An article highlighted both the company and its solutions. The spontaneous reaction at the time was: "Firewalls from Austria – that's just what we need", recalls Mayershofer. However, he was soon to find out just how right he was when a Barracuda employee from Innsbruck showed him the Barracuda NG Firewall for the first time.

**“Management, firewall functions, operation – the first time I saw Barracuda NG Firewall I already had a “that’s what I want” feeling.”**

**-Jürgen Mayershofer,  
Network Manager at  
Erwin Müller Versandhaus GmbH**

Mayershofer attended a five-day Barracuda NG Firewall Security Engineer (NGSE) training course in July 2004 at the Barracuda University. The future network design began to take shape during this training course. Mayershofer's initial impressions were confirmed here too: "The Barracuda trainers and consultants proved to be extremely competent and cleared up a lot of our questions in this run-up phase." Mayershofer summarizes the decision in Barracuda's favour as follows: "We looked at various suppliers and the bottom line is that Barracuda's package is the most convincing: A flexible firewall solution, an excellent Barracuda NG Control Center, very good training courses and all this for a reasonable price/performance ratio."

## About Barracuda NG Firewall Secure Web Access

Barracuda NG Firewalls provide comprehensive and co-ordinated content security functionalities so that web and e-mail based risks and spam are reliably repelled at the perimeter by the Barracuda NG Firewall appliances.

They also detect malicious software that is hidden, embedded or repeatedly compressed – and with the help of the Barracuda NG Firewall's Secure Web Proxy it can even detect malware that has been hidden in SSL encrypted HTTPS or XML data traffic. The Barracuda NG Firewall solution uses the world's most comprehensive and permanently updated URL database to block connections to undesirable or potentially dangerous websites. Data communication is thus protected at every level – a significant prerequisite for smooth and unobstructed business processes and stable productivity.

Using the Barracuda NG Firewall solution, companies can also utilise distributed secure web access at every branch office and without loss of security and manageability for all remote located content security infrastructure. The powerful Barracuda NG Control Center and comprehensive content security functionality not only assure high security, they also boost overall efficiency and bring significant cost cuts.

## Smooth roll-out

The installation was completed in August 2004. The migration from the old to the new system was also completed without any hitches in the scheduled period. The products installed at the company headquarters in Buttenwiesen include a Barracuda NG Control Center on standard hardware as well as the core gateway. Eight branch offices were linked with Barracuda NG Firewalls. These include the discrete warehouse and logistics divisions, a lettershop as well as various special dispatch departments. And everything worked fine: The telecommunications lines were there, the in-house structure – everything was ready to go so all that remained was to re-switch the lines from old to new – and it worked. There were no unscheduled downtimes. Mayershofer is pleased: "Everything ran as one would wish for with a migration from old to new: And, when it's all said and done, we are better off now today too!"

## Satisfaction along the entire line

The company has never regretted its decision to go with Barracuda: More than three years down the road there have never been any serious problems. Many functions in the Barracuda NG solutions which were not part of the original specifications but were included in the standard package anyway, in contrast to competitive products, have in the meantime turned out to be really useful. And the desire for more efficiency has been surpassed. The entire company network can be managed easily today by just two members of staff thanks to the Barracuda NG Control Center and the skills acquired at the training courses. While the implementation of the Barracuda NG Firewalls at Erwin Müller GmbH was initially perceived as a niche-solution to protect communications, it is perceived today as a strategic instrument by the company. "If we have to set up a new office or a home office at short notice or if a partner is involved in the catalogue production and requires live access to our systems, then the Barracuda technology helps us to organize this quickly and easily."

“The people working at Barracuda understand their work and know how to convey their expertise.”

-Jürgen Mayershofer,  
Network Manager at  
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Mayershofer is more than satisfied. In addition to the products, he is also really pleased about the non-bureaucratic work approach and communications with Barracuda. We speak the same language, react within a time zone and are really close to the manufacturer in geographical terms. The fast implementation of feature request suggestions should not be underestimated either. He is convinced: "The people working at Barracuda understand their work and know how to convey their expertise." This is by no means a matter of course everywhere. Mayershofer is also impressed by the ongoing technological developments at Barracuda. "New features are introduced regularly, things are happening here. Whenever our previous supplier brought out an update for the Management Console, this resulted in a week's work for us. There are things in the Barracuda NG Firewall that really make our lives easier and that work straight away. The peer-to-peer detection, for example: This feature was announced in May 2007 and integrated shortly afterwards with a minimum of effort. This forges confidence in the manufacturer. I am convinced that we will have this solution in use in our company for a very long time to come."

## 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'Oréal, 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](http://www.barracudanetworks.com).