

About Infront

Infront Sports & Media AG is an international sports marketing company that is famous across industry boundaries thanks to celebrity supervisory board members such as the German soccer legend Günter Netzer. With some 500 employees at the corporate headquarters in the Swiss town of Zug and in 13 other subsidiaries, Infront promotes media and sponsoring rights for sporting events worldwide. In addition to its core business activities, the company also counts media production as well as services such as sports venue advertising, hospitality and event management to its repertoire.



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 appliance/server hardware combination lets you achieve a maximum of flexibility and cost optimization.

International Sports Marketing Company Protects its Company-wide Communications with Barracuda Networks

Infront relies on the Barracuda NG Firewall to protect corporate-wide communications between its distributed locations. With centralized management and a straightforward rollout of the infrastructure Barracuda Networks left its competitors lagging way behind and scored a hat trick on top of this with excellent support.

“Support quality is of course only one consideration alongside the technical performance data – but it is an important one – as our past experience has shown. If, for example, locations are unattainable following a firmware release, then a decisive factor is the extent to which the manufacturer then works hard to help even its smaller customers,” said Roger Limacher, IT Manager at Infront.

The Infront team began looking at alternatives when the existing security hardware solution by a major international provider was nearing the end of its lifecycle. The top priorities listed were centralized management and the smoothest possible rollout in view of the limited time available to the IT department which – with just four people – is responsible for all IT operations across the whole company.

“What we wanted from the new solution was centralized configuration in the headquarters and the option for non-technical staff to be able to bring appliances onto the network in our subsidiaries.”

-Roger Limacher,
IT Manager at Infront

“We just don’t have trained IT staff on site at any of our locations 24-hours-a-day. We can fall back on external IT service providers in some subsidiaries, but these experts aren’t on site immediately either,” said Limacher.

Barracuda Networks Convinces with the Realworld Project

Different possible solutions were reviewed together with the IT service provider, including outsourcing security to another company. In the end the decisive factor was the practicality of working with the Barracuda NG Firewall as well as testimony from other customers in the same industry. Swiss ODLO Sports Group AG, one of the leading manufacturers of functional sports clothing and themselves a Barracuda NG Firewall customer, gave Limacher an insight into their security infrastructure.

“The GUI appealed to us from the outset, especially the drill-down functions down to the lowest level that guarantee very fast and effective troubleshooting,” said Limacher. “We also think that the definition of files for a new firewall is simpler than with other manufacturers. Files are created and exported, the firewall is then booted from a stick and can be incorporated into the centralized management straightaway. We were initially skeptical about whether or not this really does work so smoothly. And from our own experience today we can say it really does work like Barracuda Networks says.”

Smooth Rollout & Time Savings

The infrastructure had to be converted quickly following the decision to switch to the Barracuda NG Firewall. The first cluster at the headquarters in Zug was completed within two days. This was followed by the configuration and the dispatch of firewalls for Germany, Sweden, Finland and Italy. Non-technical staff conducted the appliance installation in the subsidiaries with telephone support from Zug.

“Basically, this all worked absolutely perfectly,” said Limacher. “As soon as the appliances are on the network we can take over the management completely from our offices in Zug. In this respect I would now weigh the importance of a straight-forward installation by non-technicians higher than we did in our initial specifications.”

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, the Barracuda NG Firewall guarantees constant availability and protection. 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.

The remaining locations were integrated one after the other and Infront was finished within six months. Clusters of the NG Firewall F600 are in place at the headquarters in Zug and in the largest subsidiary in Milan, and the company also uses a cluster of the NG Firewall F300 in Peking.

Smaller locations are each connected via a Barracuda NG Firewall F300. All firewalls are managed centrally via the NG Control Center VC610 Enterprise in Zug.

"It generally takes about one hour to complete the installation for a smaller subsidiary," said Limacher. "This includes starting the firewall, reconfiguring to centralized management as well as certain tests and the clearance for operations. We need roughly one man-day per week to manage the entire security infrastructure. Overall this is a tremendous time saving for us and an enormous advantage."

Complete Satisfaction

The smooth rollout is, according to Limacher, not just attributable to the technical functionality of the appliances, but in particular to the commitment shown by Barracuda Networks employees.

"In the critical project phases Barracuda Networks came to Zug several times with highly expert technical staff and supported us with the ideal configurations, the cluster building and more," said Limacher. "We really noticed how important it was for Barracuda Networks to know that we are satisfied. We repeated these positive experiences later on again with the support."

The Barracuda Networks European headquarters and support team are located in Innsbruck, Austria, which means that customers do not have to worry about time zones or language barriers.

"Local support has straightforward benefits even if all manufacturers promise 24x7 support," said Limacher. "Clarifying very complex issues is so much easier in our native language – even more so if you have actually met the support staff in person too. It is also good to know that I can ask a support professional to come to us on site if I need to in urgent cases."

Barracuda NG Firewall: The Right Decision

"Barracuda Networks convinced us with its functionality and performance of the Barracuda NG Firewall, with the commitment by employees and last, but not least, with a very attractive price," said Limacher. "The requirements in our specifications have been fulfilled completely, and this is confirmed by our experience in daily operations. For us here at Infront, the decision to go with Barracuda Networks has more than proven itself and we can definitely recommend this approach to other companies."

About Barracuda Networks Inc.

Barracuda Networks Inc. combines premise-based gateways and software, cloud services, and sophisticated remote support to deliver comprehensive security, networking and storage solutions. The company's expansive product portfolio includes offerings for protection against email, Web and IM threats as well as products that improve application delivery and network access, message archiving, backup and data protection. Coca-Cola, FedEx, Harvard University, IBM, L'Oreal, and Europcar are among the more than 130,000 organizations protecting their IT infrastructures with Barracuda Networks' range of affordable, easy-to-deploy and manage solutions. Barracuda Networks is privately held with its International headquarters in Campbell, Calif. For more information, please visit www.barracuda.com.

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