

## Global producer and retailer of lifestyle accessories saves network infrastructure cost

Networking more than 800 stores globally with Barracuda NG Firewall

### About the customer

- Globally present producer and retailer of lifestyle accessories
- 20,000 employees
- 2 Billion € in Revenue 2008
- 800 retail shops worldwide

### Problems to be solved:

More than 60 subsidiaries are either connected via an expensive MPLS backbone system or via Cisco site-2-site VPNs. Most of the more than 800 Retail shops did not have a permanent line to the local subsidiary, inhibiting permanent order synchronization or quick on demand e-mail and other desirable functions like traffic counters, video surveillance etc.

### Targets:

1. Secure and cost effective permanent connection of all retail outlets to local subsidiaries via DSL or UMTS. Cost effective and permanent connection of all local subsidiaries to the corporate headquarters.
2. Maximum cost of ownership target not to exceed 100 € per month . This maximum cost of ownership definition included appliance purchase price, depreciation, line cost, cost of training, subscriptions etc.
3. Easy to roll-out and multi-client capability: Performing a global roll out and scalable deployment scenario requiring only a minimum intervention of central IT resources.

### Failed attempts with other vendors - Three approaches where made to solve the problem:

1. Networking all retail locations with MPLS: In 2008 a single country subsidiary and the corresponding 35 retail locations were designated test sites to network all retail locations via MPLS. Due to the small bandwidth requirements of the retail stores this approach also proved to be within the requirements of the TCO. However MPLS wasn't always available at new locations and managing MPLS providers with respect to the short timeframe allotted for setting up new locations turned out to be unfeasible. So this approach was discarded.
2. Cisco client VPN installed at the retail locations: While connecting each retail location with a single client VPN turned out to be just cost effective within the TCO corridor, connecting additional PCs would result in more VPN tunnels than wanted by the IT department and accounted for at the local subsidiary. Other machine types like traffic counters are non connectable and the experienced typical overhead for debugging client VPN connection problems were not acceptable. So this approach was discarded.
3. Cisco branch office gateway appliances: Connecting each retail location to the corresponding subsidiary office via site-2-site tunnels of Cisco branch office gateway appliances fulfilled all the aspects of operational flexibility. However due to the sheer number of hundreds of appliances that would need to be managed and the limited IT skill set of a typical retail employee and in some subsidiaries, this solution did exceed the monthly budget allotted for.

### The Barracuda NG Firewall solution:

The operational need to network all retail outlets drove the customer to break with the Cisco single vendor strategy and explore the Barracuda NG Firewall solution.

To test the Barracuda NG Firewall, 50 retail outlets were networked to a local subsidiary and the setup was monitored. After a timeframe of three month, Barracuda Networks proved to be within all operational limits, below the allotted TCO budget. At the same time providing a high security and easy to manage and roll out large retail outlet network.

“...we can't think of a better, more efficient or easier to handle solution for networking our shops.”

Senior manager IT infrastructure services



### Barracuda NG Firewall F10

The Barracuda NG Firewall F10 is a security appliance that has been specially designed to meet the requirements of very small business premises. Branch and field premises can be smoothly and cost-efficiently integrated into an existing company-wide infrastructure without having to make compromises in the security functions. Advanced functions like traffic shaping and traffic compression are included and effectively ensure a stable connection to the remote appliance.

## Solutions at a glance:

### Barracuda NG Firewalls

Barracuda NG Firewalls combine all functions needed in modern network security infrastructure and are primarily used as classic perimeter security systems. They are also the central entities for branch office networking and Unified Threat Management infrastructures. The flexible structure ensures that customer requirements concerning number of users, performance, NICs etc. as well as an advantageous cost-value ratio are entirely met.

### Barracuda NG Control Centers

Barracuda NG Control Centers are the key to comprehensive management of even the most complex security Infrastructures. Using the Barracuda NG Control Center administrators monitor the status of remote gateways, administer all Barracuda NG Firewall configurations and software, and define global standards and record information about individual or multiple gateways. Central configuration management includes VPN and firewall policies, remote internet break out proxy settings as well parameters such as software licenses.

## The details

All retail outlets were equipped with a Barracuda NG Firewall F10 appliance. With a small form factor, fanless and diskless design the appliance can easily be stowed away wherever needed without disturbing the retail outlet appearance. All retail appliances connect to a local country subsidiary equipped with an enterprise grade appliance, mostly Barracuda NG Firewall F600 appliances. All country subsidiaries in turn are connected to the worldwide headquarters equipped with Barracuda NG Firewall appliances.

At the headquarters, existing Cisco trained staff is retrained and easily capable of managing the additional infrastructure Barracuda NG Control Centers. Barracuda NG Control Centers are the key aspect for managing an infrastructure of several hundreds of appliances.

Rollout is facilitated even by non-trained technical personnel via a custom created and easy to understand 15 page flyer describing the simple steps to hook up the appliance and create the initial connection to the Barracuda NG Control Center.

Once the connection to the Barracuda NG Control Center is established several Barracuda NG Firewall technologies facilitating the interplay between Barracuda NG Control Center and remote appliances enable cost efficient management:

- Central management of all security and network functions from a single console
- Management of unlimited Barracuda NG Firewall gateways
- Central software and version update from the central Barracuda NG Control Center
- Central license management to dynamically assign licenses where needed
- Efficient monitoring of VPN tunnels through real time 3D visualization of tunnel status
- Management of all Barracuda NG Firewall products and services from one central GUI application.
- Easy grouping of devices with similar configurations into management clusters.
- Re-usable and linkable configuration templates for significant reduced configuration overhead
- Extended multi-tenancy capabilities catering to the need to MSSP environments
- Extended multi-administrator capabilities allow unlimited numbers of users to work inside the configuration GUI at the same time.
- Revision Control System for all changes to all boxes to comply with governmental and company policy requirements
- Central collection and processing of statistics
- Central audit information viewer for an unlimited number of devices enabling quick and efficient trouble shooting.

## Conclusion:

Deploying F10 appliances to all remote retail outlets being centrally managed via a Barracuda NG Control Center enables this customer to stay within the narrow TCO corridor and at the same time gaining a stable and secure network of remote retail outlets.

## 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 100,000 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.barracudanetworks.com](http://www.barracudanetworks.com).