Nominee: Barracuda Networks

Nomination title: Barracuda essentials for Office 365

UK cloud adoption has climbed to 84%, the highest ever. But security remains a key inhibitor for organisations making the move to cloud.

Cloud email software hasn't escaped these security fears: Barracuda research suggests 70% of respondents don't feel Microsoft Office 365 protects them against ransomware, suggesting many only feel safe with additional security solutions.

These security fears are well founded. Email remains the top threat vector - security systems' weakest link. Our research revealed email is the most common way ransomware enters networks, with 76% coming through email. In fact, the now infamous WannaCry attack, one of the biggest ransomware attacks in history, made its way through NHS systems via the opening of an email.

So how can organisations benefit from the cloud while remaining secure? It's a big question as more companies adopt cloud - Microsoft revealed there are +60M monthly active Office 365 customers, +50K business added monthly.

So how does Essentials for Office 365 work?

This is where our product comes in. It's a suite of cloud services adding additional layers of security, archiving, and data protection to Office 365 environments. As email remains the top threat vector, we're helping to secure thousands against attackers.

The easy-to-deploy and manage suite was engineered for the cloud and includes three Barracuda cloud solutions:

- Email Security
  - Protects against advanced email based attacks, spam, viruses and known malware. It includes anti-phishing protection featuring link protection to redirect malformed, suspicious, and typosquatted links to a sandbox at time of click.
  - Its Advanced Threat Detection (ATD) detects sophisticated, zero-day, advanced persistent threats, and ransomware variants including Locky and CryptoLocker. Outbound filtering keeps sensitive data from leaving the organisation while ensuring legitimate emails are delivered.
  - Email Security encrypts messages during transport to the Barracuda Message Center, encrypting at rest for storage in the cloud, and providing secure retrieval through HTTPS Web access.
- Archiving
  - Provides a cloud-based archive of email communication (with on-premises option) to ensure business and legal requirements are met. It follows compliance 'best practice' by archiving an original copy of every email into an immutable store for long-term preservation.

- o   Includes a mobile app to access, search, and retrieve email from any device.
- Backup and Recovery
    - o   Hosting production data in the cloud does not mitigate the need for backup and recovery. Emails and important documents are susceptible to corruption and risk being unrecoverable due to malicious attacks or accidental deletion. Barracuda Essentials for Office 365 protects Exchange Online and OneDrive for Business data by backing up directly to Barracuda Cloud Storage.
    - o   Provides IT administrators with real-time backup that can simplify the process of recovering deleted emails and files.

How has our product influenced our customers and market?

Barracuda Essentials for Office365 is the result of many years of experience and expertise in protecting Microsoft environments. We help customers transition to Office 365, leaving their security concerns at the door. With this product, Barracuda was named a 2016 Microsoft Solution Partner of the Year.

In total, 10,000+ customers trust their cloud email security and management to Barracuda.

How do we stand out from our competitors?

It's the only solution providing a single management console for all three-email management functions. This approach is even more critical against threats like ransomware, where a solid backup plan can minimise risks.

Our Essentials for Office365 solution is now also newly available as a managed service, enabling MSPs to offer full security and data protection to customers.

It's supported directly from our UK headquarters in Basingstoke. Our tech support team of 20 experts works hard, day in, day out, to go above and beyond for customers. Our team has gone through extensive sales, technical and support training and has helped many of our UK channel partners to become trained up too, via Barracuda Campus.

We connect customers to real people, not phone trees. Our UK support team is available 24/7 every single day of the week, so no matter when our customers need us, we are just a phone call away.

Its this personal, tailored support that helps us to reach that impressive 99% customer renewal rate - our customers love our services and our level of support.

Most Importantly, What do our customers actually say?

David Rolleri, Systems Engineer, InterDev
"We found Barracuda Essentials to be the perfect solution for our customers using Exchange or Office 365," he says. "The solution adds a sandboxing environment that automatically tests suspicious emails in a safe environment and quarantines the bad stuff before it gets to the user. We can review a quarantined message to confirm whether it's OK or not. There have been instances, however, where we thought the Barracuda Essentials filtered a legit email, but it turned out to be malicious. It's nice knowing that if a virus gets through our security defenses, we can use the BDR. But,

being able to prevent problems before they happen is even better because it saves our customers and us more time to focus on what really matters."

Director of IT, Multi-state retailer
"All the extra management involved in using In-Place Hold wouldn't help us sell more products. Barracuda's 'set it and forget it' solution was the perfect compliance solution."

Mark Stanley, VP Sales and Marketing, MicroCool

"Put simply, there was no way we would have made the switch to Office365 without Barracuda."

Why nominee should win

Barracuda prides itself on a 99% customer renewal rate driven by exceptional enterprise-level service for all products.

Barracuda was awarded the accolade of 2016 Microsoft Solution Partner of the Year for the development of this product.

It's the only solution out there that provides a single management console for all three-email management functions.

Barracuda is the only vendor covering content security, application security and storage in the market.