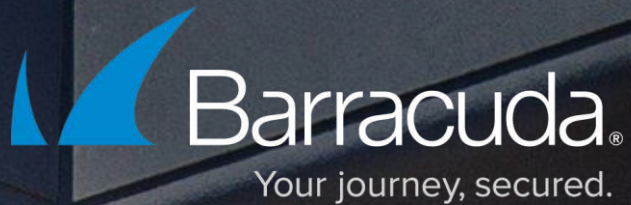# Barracuda Networks

Company Overview

Barracuda
Your journey, secured.

We envision a safer world for businesses everywhere.
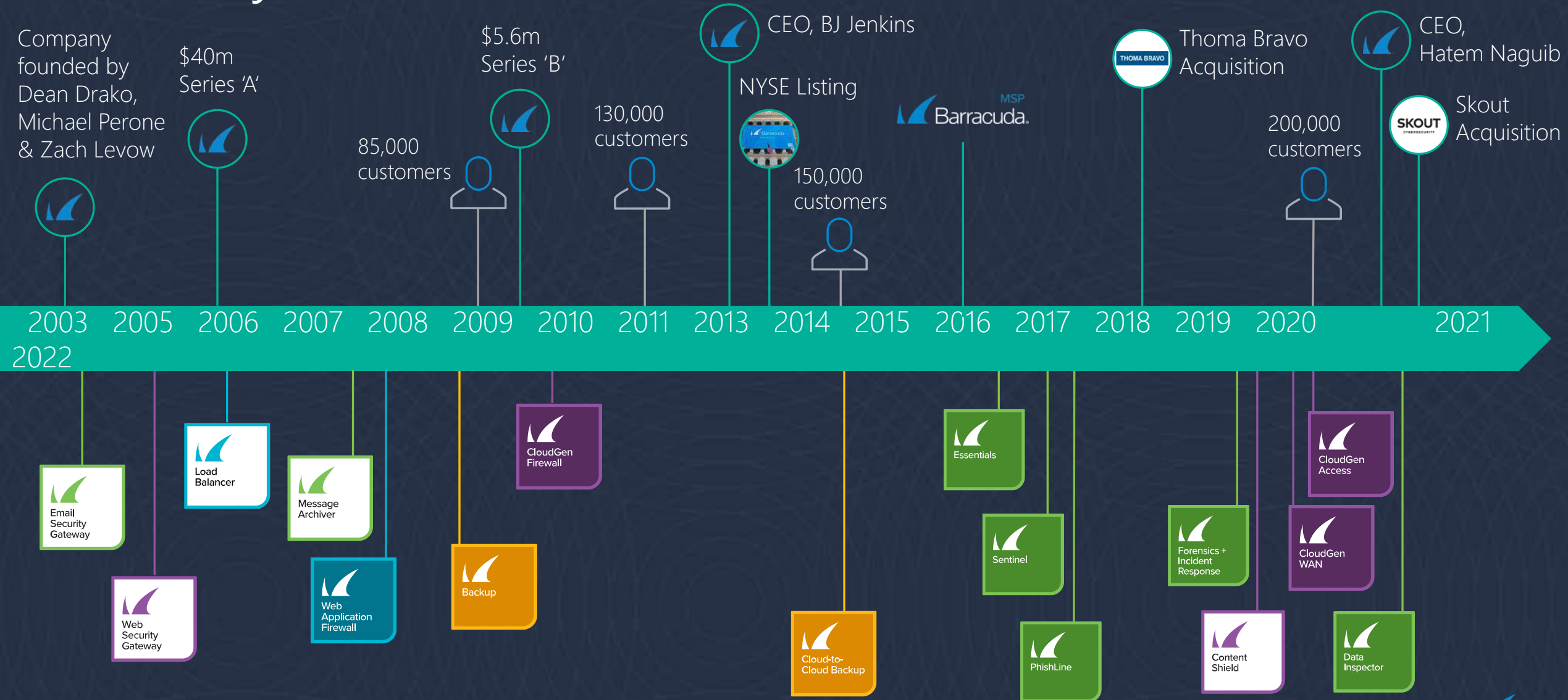
Hatem Naguib
President & CEO

Who we are

- Barracuda offers industry-leading IT security & data protection solutions that protect 225,000+ organizations worldwide – From SMB to large Enterprise

- Based in Silicon Valley, our organization has 1,600+ employees, offices in 15 different countries & 6,500+ resellers worldwide

- We're an Amazon Advanced Technology Partner and a Microsoft Partner of the Year Winner (Microsoft Azure certified ISV solution award) having helped tens of thousands of customers transition safely to Office 365 and Azure

History & Milestones

Company founded by Dean Drako, Michael Perone & Zach Levow

$40m Series 'A'

$5.6m Series 'B'

85,000 customers

130,000 customers

CEO, BJ Jenkins

NYSE Listing

150,000 customers

Barracuda MSP

Thoma Bravo Acquisition

200,000 customers

CEO, Hatem Naguib

Skout Acquisition

2003 **2005** **2006** **2007** **2008** **2009** **2010** **2011** **2013** **2014** **2015** **2016** **2017** **2018** **2019** **2020** **2021**

2022

Email Security Gateway

Web Security Gateway

Load Balancer

Message Archiver

Web Application Firewall

Backup

CloudGen Firewall

Cloud-to-Cloud Backup

Essentials

Sentinel

PhishLine

Forensics + Incident Response

Content Shield

CloudGen Access

CloudGen WAN

Data Inspector

We Lead

1B
Emails protected daily

90B
Messages archived

57K
Email Customers

28%
Growth in public cloud (yearly)

+11K
BVM scans

365TB
Data sent to Barracuda Cloud (daily)

We Partner With AWS

1st	1st	500+	2
AWS Security Competency Certification for WAF	WAF on AWS with metered billing	Customers Deployed In Production	AWS Preferred Security Competencies

aws partner network

Advanced Technology Partner

Security Competency
GovCloud (US) Skill Partner
Public Sector Partner
Marketplace Seller

aws

Award-Winning Support

Campbell 🇺🇸

Fresno 🇺🇸

Ann Arbor 🇺🇸

Atlanta 🇺🇸

London 🇬🇧

Vienna 🇦🇹

Innsbruck 🇦🇹

Tokyo 🇯🇵

Shanghai 🇨🇳

Bangalore 🇮🇳

Industry recognition

Gartner peer insights customers' choice 2020

FORRESTER WAVE LEADER 2021 — Enterprise Email Security

Barracuda | Microsoft — Finalist Microsoft Partner of the Year — Commercial Marketplace

Gartner — Magic Quadrant - WAF — CHALLENGER

SC 2020 awards EUROPE WINNER

TEP

Best Email Security Solution

SC 2020 awards EUROPE WINNER

SENTINEL

Best Use of Machine Learning/AI

SC 2020 awards EUROPE HIGHLY COMMENDED

SECURE CONNECTOR

Best IoT/IIoT Security Solution

TR Top Rated 2020

Top-Rated Secure Email Gateway

MSP INNOVATION AWARDS NEW YORK 2020 — WINNER

Best Security Offering

CYBERSECasia AWARDS 2020 — Barracuda — BEST WEB & EMAIL SECURITY

Best Web and Email Security

Magic Quadrant for Web Application and API Protection

Figure 1: Magic Quadrant for Web Application and API Protection
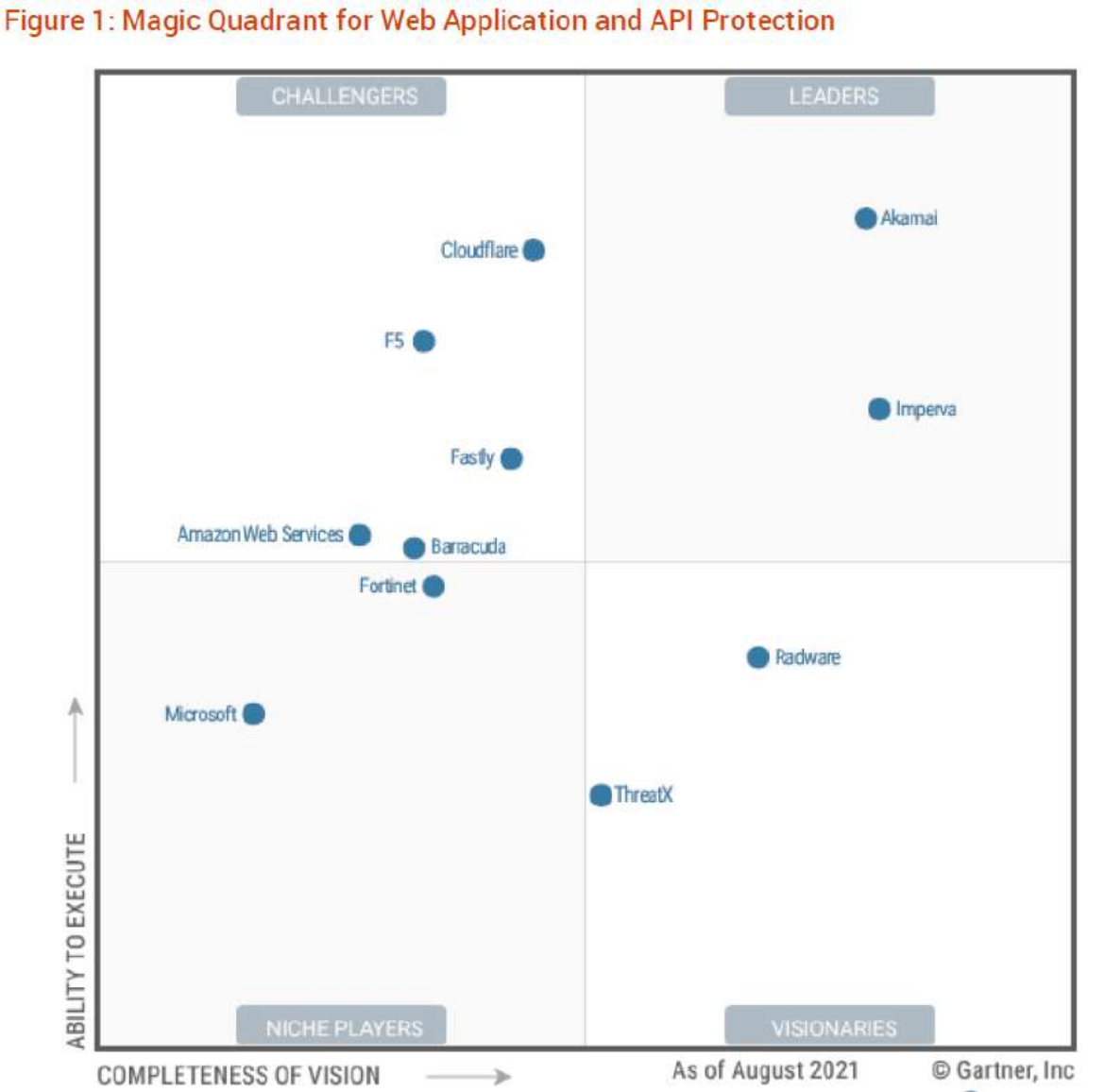
Forrester Wave: Enterprise Email Security

OUR PURPOSE (why we exist)

We exist to protect and support
our customers for life.

Barracuda.

OUR MISSION (how we do it)

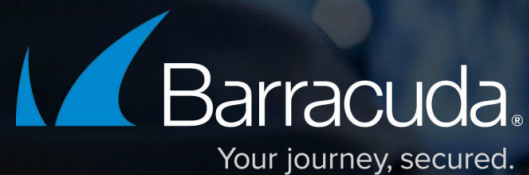## To deliver innovative security products that are easy to buy, deploy and use.

Barracuda offer **award winning support** services for all their customers and can be reached 24x7 through a variety of methods .

We always connect you with a support professional — not an automated system.

Barracuda®
Your journey, secured.

Energize Updates

L'assistance technique primée de Barracuda est disponible 24 h/24, 7 j/7 dans le monde entier. Votre temps est précieux, c'est pourquoi nous vous mettrons toujours en relation avec un interlocuteur direct.

Security solutions

Energize Updates is a subscription service for your physical appliance that provides your Barracuda hardware solution with ongoing protection from the latest online threats. The team at Barracuda Central continuously monitors the internet for new trends in network security threats and develops strategies to mitigate those threats.

Benefits of Energize Updates

- Enhanced support, which includes email and phone support 24x7 in the US (Pacific Time), Japan, China, Austria and the United Kingdom time zones
- Firmware maintenance which includes new firmware updates with feature enhancements and bug fixes
- Security updates to patch or repair any security vulnerabilities
- Optional participation in the Barracuda early release firmware program

Instant Replacement

Barracuda's award-winning technical support is available 24x7 worldwide. Your time is valuable, which is why we will always connect you with a live person.

Benefits for Instant Replacement Customers

"With an active Instant Replacement subscription you can exchange your old hardware for new refresh hardware units for a fee. This fee will be waived if your old hardware is at least 4 years old."

Barracuda Networks encourages all customers to take advantage of the Instant Replacement subscription since it provides both priority hardware replacement in case of failure, as well as affordable migration to the latest hardware platforms on an ongoing basis.

Benefits of Instant Replacement

✔ **Enhanced Support** which provides phone and email support 24x7.

✔ **Data migration service** for Barracuda Email Security Gateways. Barracuda Networks will assist customers with moving the product configuration from the old product to the new product if the old configuration data is accessible.

✔ **Hard Disk replacement** on Barracuda Networks models that have swappable raid drives. Barracuda Networks will ship via standard shipping a hard disk replacement. Customer must return the failed hard disk to Barracuda Networks.

Hardware Refresh

Along with providing priority replacements in case of equipment failure, the Instant Replacement service also provides ongoing migration to the latest hardware platforms through the Barracuda Hardware Refresh Program.

Hardware Warranty Options

Hardware warranty

Included with all hardware purchases, Barracuda's hardware warranty guarantees that up to one year from delivery, your hardware will be free from defects in materials and workmanship.

Instant Replacement

One hundred percent uptime is important in corporate environments, but sometimes equipment can fail. In the rare case that a Barracuda product fails, Barracuda ships a replacement unit on the same or next business day. And by means of the Hardware Refresh program, we ensure that customers benefit from the latest hardware improvements and firmware capabilities.

Hardware Warranty Options

Features	Warranty	Instant Replacement
Hardware support level	Return-to-factory	Next business day
Hardware Refresh program		✔
Hardware disk (RAID) replacement		✔
Data migration for replacement unit		✔
Term	1 year	1, 3, or 5 years

Barracuda Solutions

EMAIL PROTECTION

Barracuda Email Protection™

- Email Gateway Defense
- Impersonation Protection
- Incident Response
- Security Awareness Training
- Cloud Archiving Service
- Cloud-to-Cloud Backup
- Data Inspector
- Email Security Gateway
- Message Archiver
- PST Enterprise
- Email Threat Scanner

APP AND CLOUD SECURITY

- Web Application Firewall
- WAF-as-a-Service
- Vulnerability Remediation Service
- Active DDoS Protection
- Vulnerability Manager
- Cloud Assessment Scanner
- Load Balancer

NETWORK SECURITY

- CloudGen Firewall
- CloudGen WAN
- CloudGen Access
- Firewall Control Center
- Content Shield
- Web Security Gateway
- Firewall Insights
- Secure Connector
- Secure Access Controller

DATA PROTECTION

- Backup
- Cloud-to-Cloud Backup
- Data Inspector

Cloud Control

CENTRALIZED MANAGEMENT AND CONTROL

Example customers

Morocco – Customer references

Overview of Barracuda Solutions

Barracuda Email Protection

Office 365

THREAT PREVENTION	DETECTION AND RESPONSE	DATA PROTECTION AND COMPLIANCE
Email Security	Incident Response	Cloud-to-Cloud Backup
Domain Fraud Protection	Security Awareness Training	Cloud Archiving
DNS Filtering		Data Inspector™

Barracuda
Email Protection™

Overview

Comprehensive Email Threat Protection

- Protects against phishing, malware, ransomware, and other sophisticated, email-borne threats
- Includes multi-layered, cloud-hosted scanning engines, including Barracuda Advanced Threat Protection, which combines behavioural, heuristic & sandboxing technologies
- Automatically scans email attachments in real time; suspicious attachments are detonated in a sandbox environment to observe behaviour
- Link protection redirects suspicious and typosquatted URLs to protect email recipients against inadvertent malware downloads
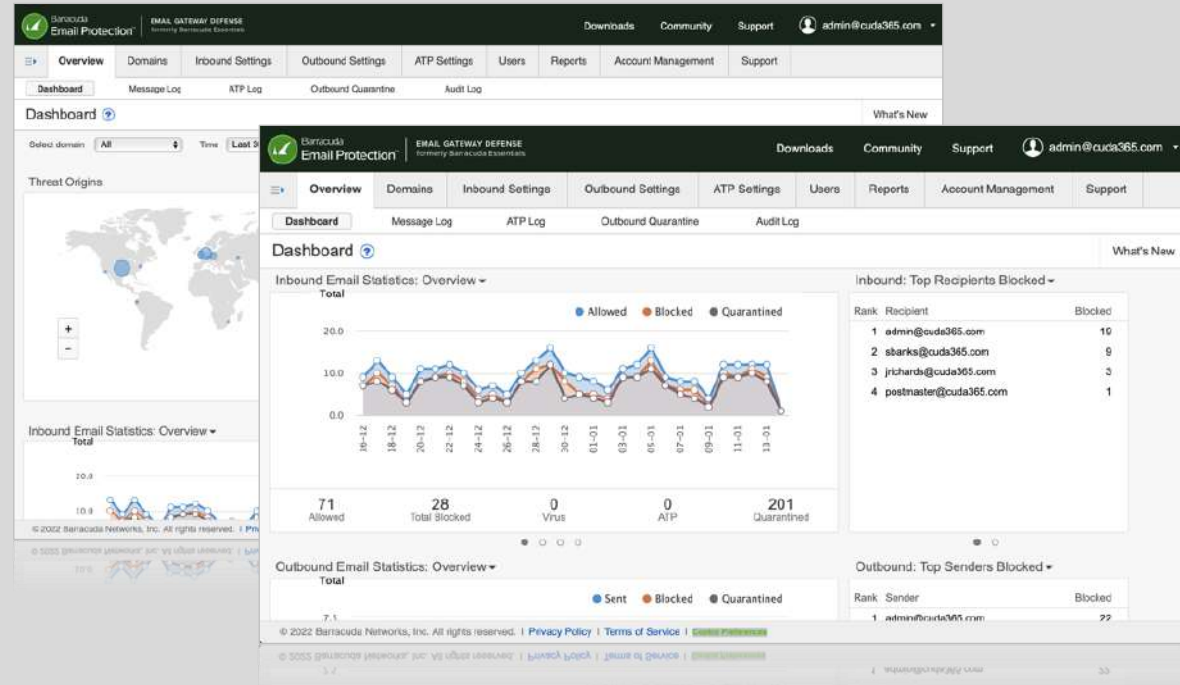
| Overview | Solutions | Products | Licensing | Case Study | Support |

Overview

Barracuda Email Protection | IMPERSONATION PROTECTION
formerly Barracuda Sentinel

AI-Based Protection from Spear Phishing, Account Takeover, Business Email Compromise & Domain Impersonation

- Automatically detects, prevents & quarantines spear phishing attacks that evade traditional email security systems
- Automatically detects impersonation of executives, mid & low level employees & alerts administrator when an employee account becomes compromised
- Uses predictive AI-based approach & O365 API's to detect & block blackmail, extortion, account takeover, Domain Impersonation & conversation hijacking
- Provides complete protection from email domain fraud with DMARC reporting, analysis & visibility
- Works alongside Email Gateway Defense, O365 built-in security, other email security tools, Syslog servers & SIEM
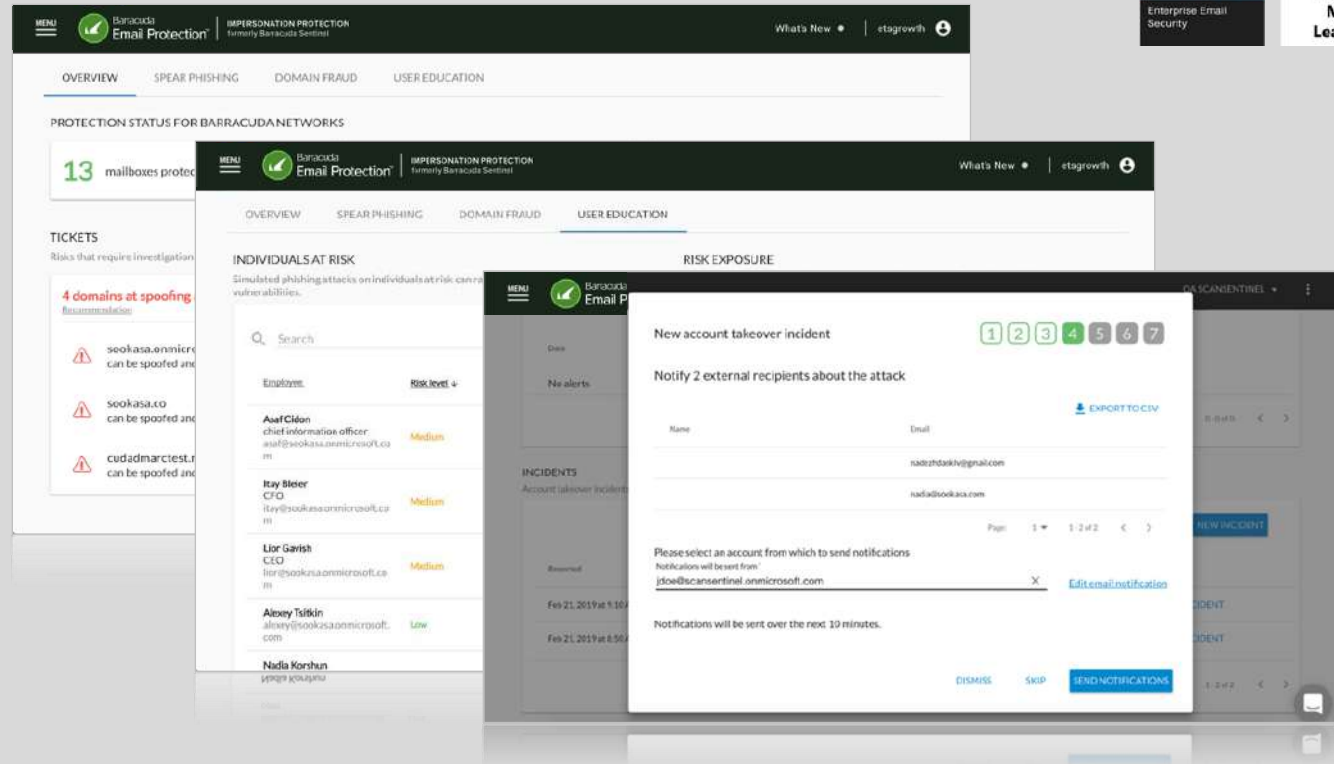
| Overview | Solutions | Products | Licensing | Case Study | Support |

Overview

Minimize Email-Attack Damage with Fast, Automated Response

- Enables IT teams to identify, track & resolve email phishing or ransomware attacks from outside their organization
- Automated processes quickly identify the nature & scope of the attack, eliminate malicious emails & carry out remediation actions, to halt the attack's progress & minimize damages
- Identifies affected users who may have clicked on a malicious link, or may have had their accounts compromised
- Automatically delivers instructions to update passwords, or take other actions, to limit the spread of the attack
- Continuous Remediation continues searching for emails that are part of an incident, after an incident is created
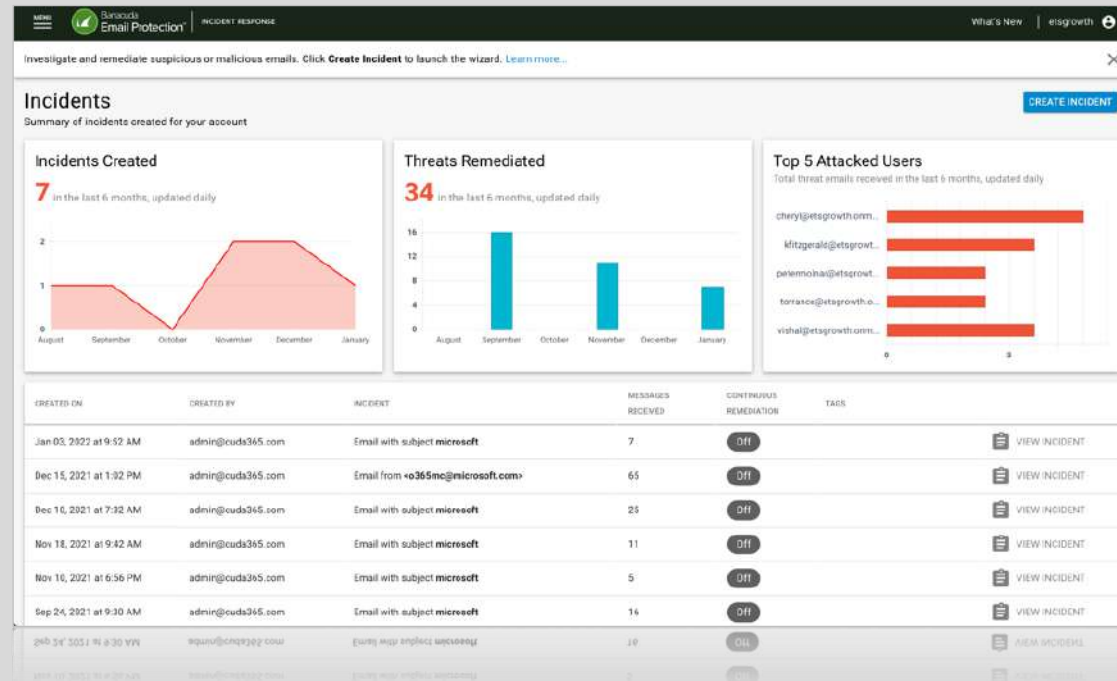
| Overview | Solutions | Products | Licensing | Case Study | Support |

Overview

Barracuda Email Protection™ | SECURITY AWARENESS TRAINING — formerly Barracuda PhishLine

Fight Phishing with Continuous Simulation & Training

- Guard against a wide range of threats with patented, highly-variable attack simulations for Phishing (Email), Smishing (SMS), Vishing (Voice) & found physical media (USB/SD Card)
- Train users with comprehensive, SCORM-compliant courseware
- Training program templates & address book automation make it easy to test & reinforce good behaviour
- Industry-leading reporting & analytics
- Available in 2 editions: Barracuda Security Awareness Training & Barracuda Security Awareness Training Concierge (Which includes managed services)
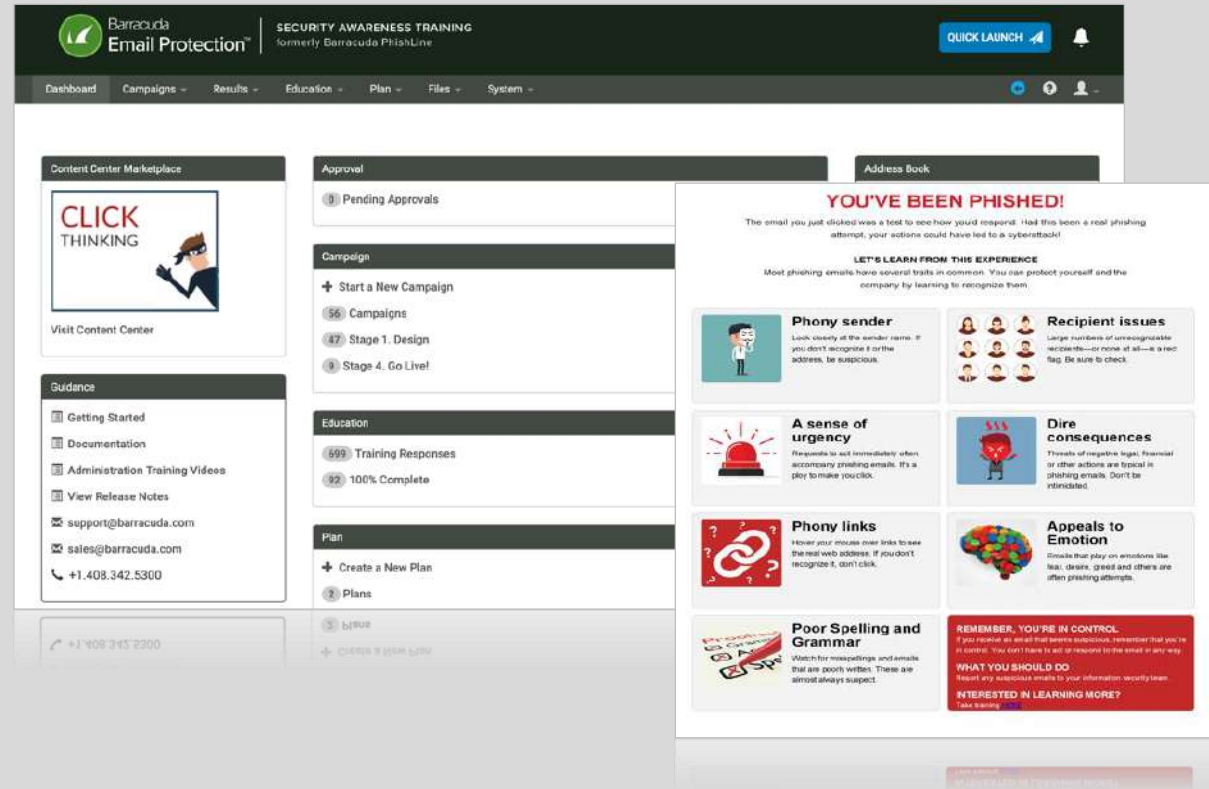
| Overview | Solutions | Products | Licensing | Case Study | Support |

Overview

Cloud-Connected Message Archiving for Efficiency and E-Discovery

- Integrated archiving solution with on-premises, private & public cloud deployment options
- Helps organizations reduce email storage requirements, meet demanding compliance requirements, & respond to e-discovery requests
- Archives email messages, calendars, tasks, contacts, notes, public folders & Skype for Business conversations
- Integrates with the Barracuda Cloud to provide secure long-term email storage & backup
- End users able to access every message ever sent or received

Barracuda
Message Archiver™
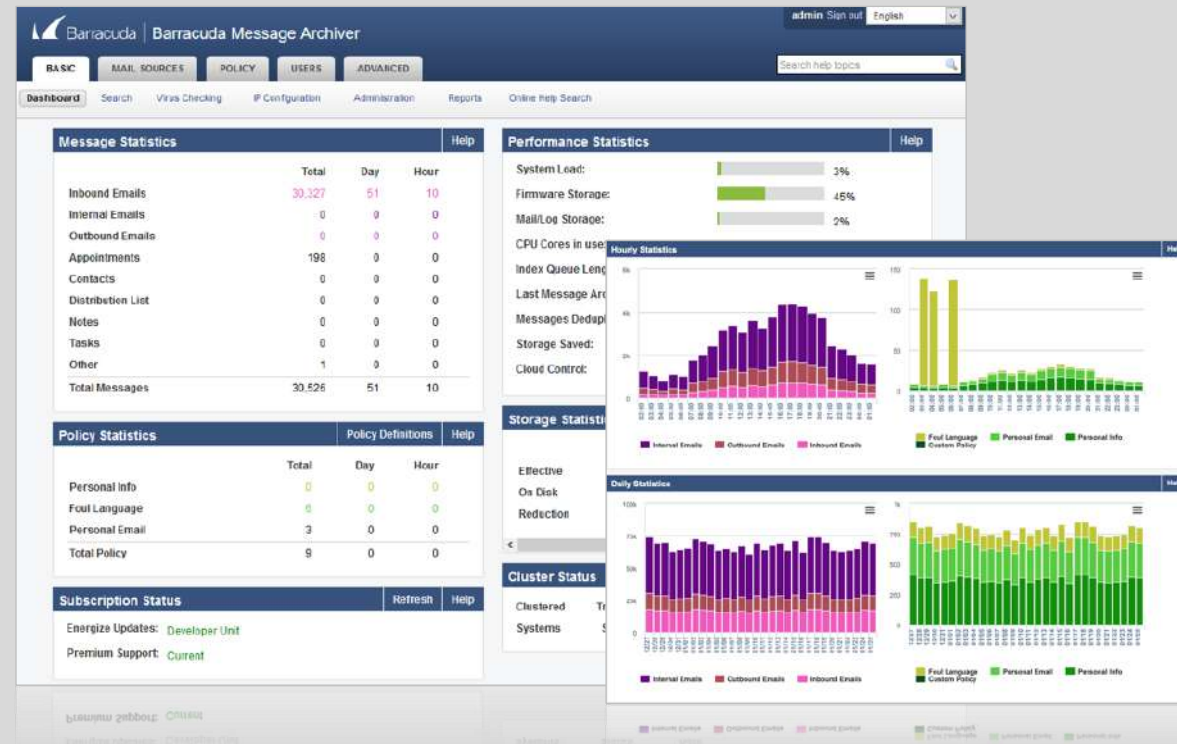
Overview | Solutions | Products | Licensing | Case Study | Support

Overview

Discover sensitive data and latent undetected malware threats

- Identifies sensitive information such as personal data, financial data & shows where it exists & whether it is shared - inside or outside the organization
- Protects against sensitive data being stored on OneDrive & SharePoint, such as Social Security numbers, credit card details & login credentials
- Identifies suspicious or malicious files such as viruses & malware, that can lead to ransomware attacks
- Supports all common filetypes including Office 365 documents, PDFs, ZIP files & common image formats
- Full Software-as-a-Service solution - no hardware or software to manage
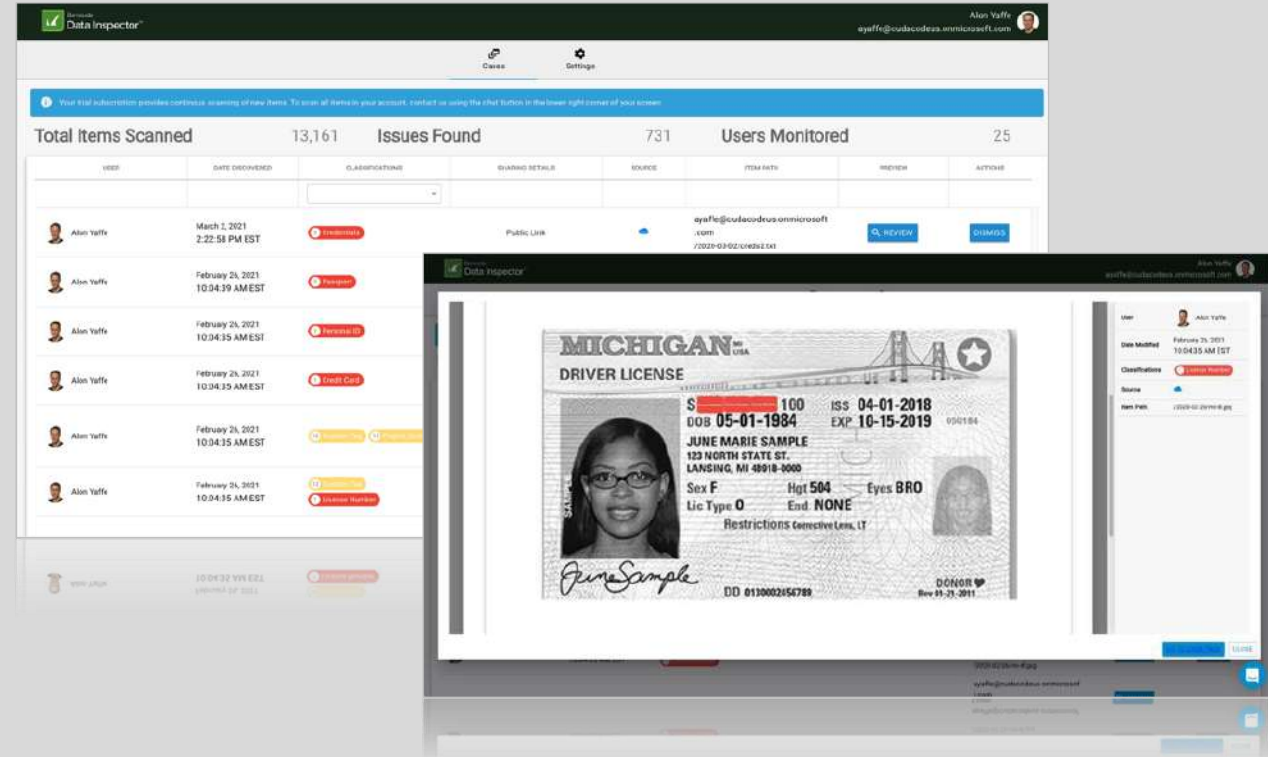
| Overview | Solutions | Products | Licensing | Case Study | Support |

Overview

Comprehensive Protection from Email-Based Threats

- Manages & filters inbound & outbound email traffic to protect organizations from email-borne threats & data leaks
- Stops email threats at the perimeter, including high volume spam, phishing, viruses & malware
- Protects confidential information & IP to ensure privacy & regulatory compliance
- Protects against internal threats, such as malware spreading
- In the event of a disaster or local disruption, spools & redirects email traffic, so email is always available
- Simple pricing, with no per-user or per-feature fees & can be deployed as hardware, virtual appliance, or as a cloud service
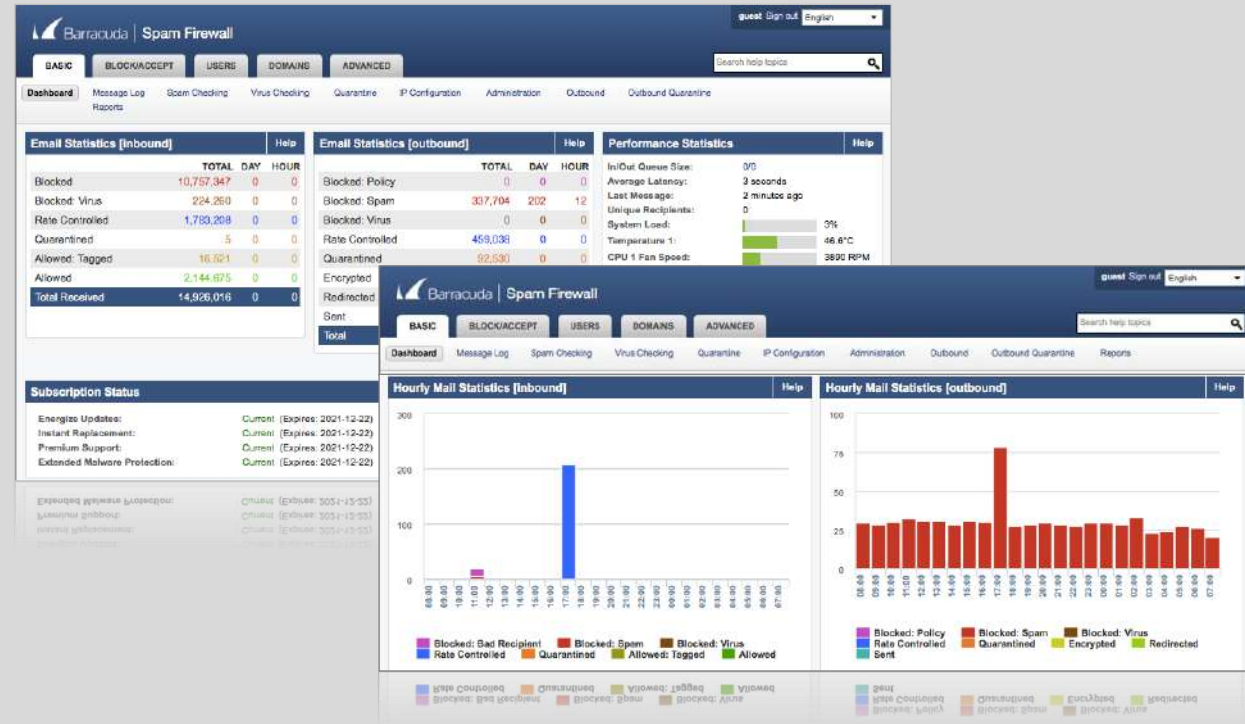
| Overview | Solutions | Products | Licensing | Case Study | Support |

APP AND CLOUD SECURITY

Barracuda
Web Application Firewall™

Barracuda
WAF-as-a-Service™

Barracuda
Load Balancer™
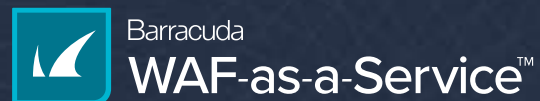
Overview

Blocks Sophisticated Web-Based Intrusions and Attacks that Target Web Applications, API's and Sensitive Data

- Provides state-of-the-art protection against OWASP Top 10, clickjacking, slow client attack, Bots, DDoS etc., as well as client-side protection, data theft prevention, website cloaking, load balancing & application delivery features such as compression

- Supports physical, virtual & cloud deployments in bridge, one-arm or two-arm reverse proxy with active-active or active-passive HA

- Flexible pricing options: BYO & pay-as-you-go licenses via AWS & Azure Marketplaces & WAF-as-a-Service

| Overview | Solutions | Products | Licensing | Case Study | Support |

WAF-as-a-Service

Built on a Proven Security Platform

- Enterprise-proven technology that provides comprehensive protection from all OWASP recognized security risks, DDoS attacks, and even the most advanced zero-day threats

- Proactive bot defence ensures always-on protection from automated attacks, web scraping and brute force attacks

Simple and Massively Scalable.

- Delivers protection for your web apps in minutes, thanks to a simple 5-step setup wizard and numerous pre-built security policy templates

- Azure provides local availability & ease-of-deployment across 60+ regions

- Available in monthly, annual (1-year), 3-year and 5-year subscriptions, MSP or PAYG options
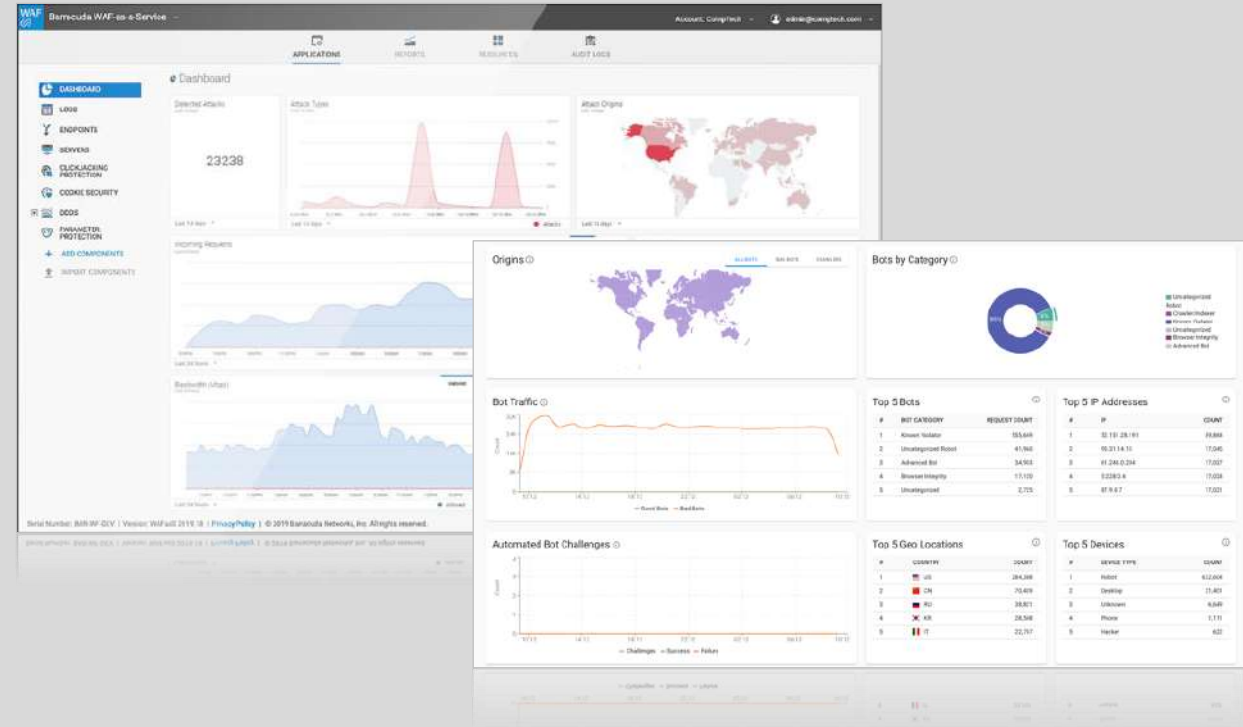
| Overview | Solutions | Products | Licensing | Case Study | Support |

Overview

Secure Application Delivery & Load Balancing

- Ideal for organizations looking for a high-performance, yet cost-effective application delivery & security solution
- Uses health & performance checks to distribute traffic for more efficient use of server resources & supports server failover for high availability
- Offloads compute-intensive SSL transactions from the server, preserving resources for applications
- Global server Load Balancing enables redundancy across multiple sites, enhancing availability, improving client response time & disaster recovery
- Microsoft certified for Exchange & Lync
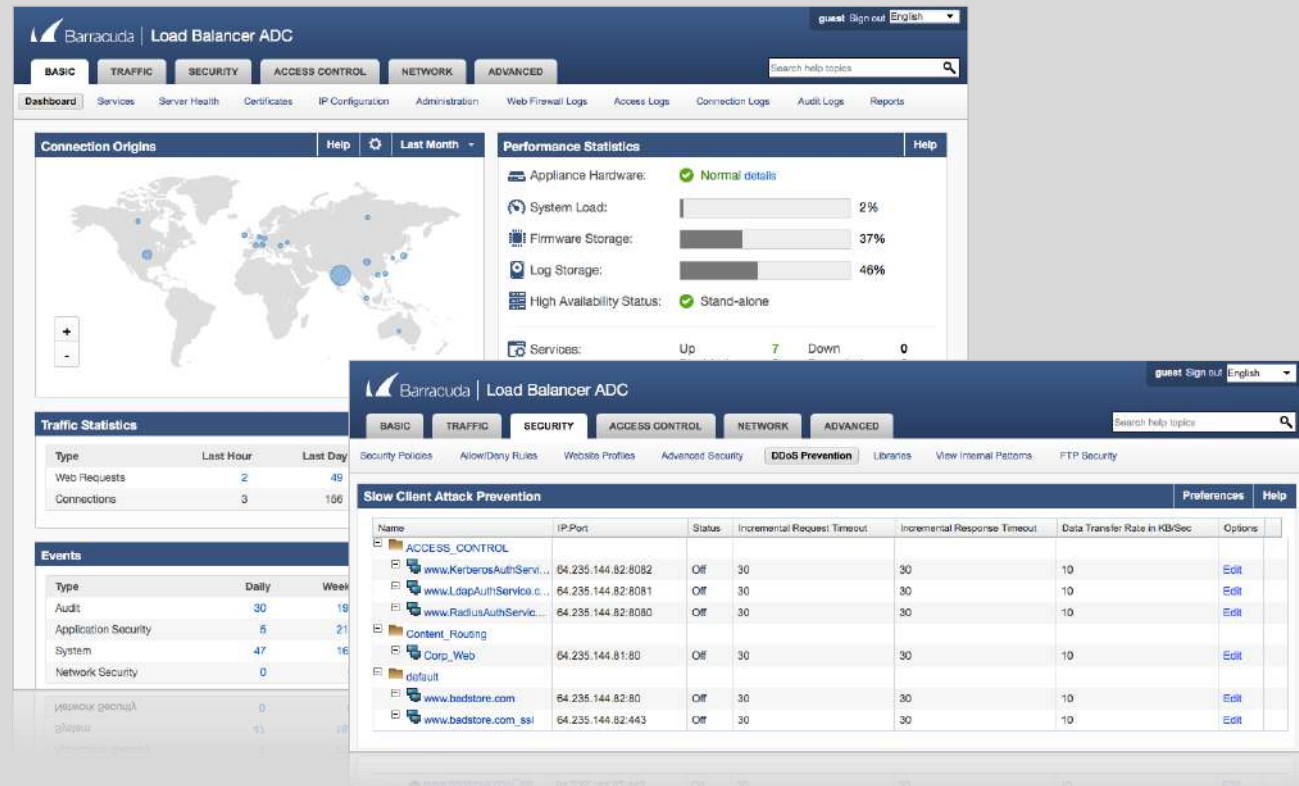
Overview | Solutions | Products | Licensing | Case Study | Support

Overview

Making Web Browsing Safe by Filtering Content, Malware, Social Media & Rogue App Threats

- A comprehensive solution for web security & management, which unites award-winning spyware, malware & virus protection with a powerful policy & reporting engine

- Advanced features ensure that organizations adapt to emerging requirements like social-network regulation, remote filtering & visibility into SSL-encrypted traffic

- Unlimited remote user licenses are included to enforce content & access policies for mobile & desktop devices outside of the corporate network
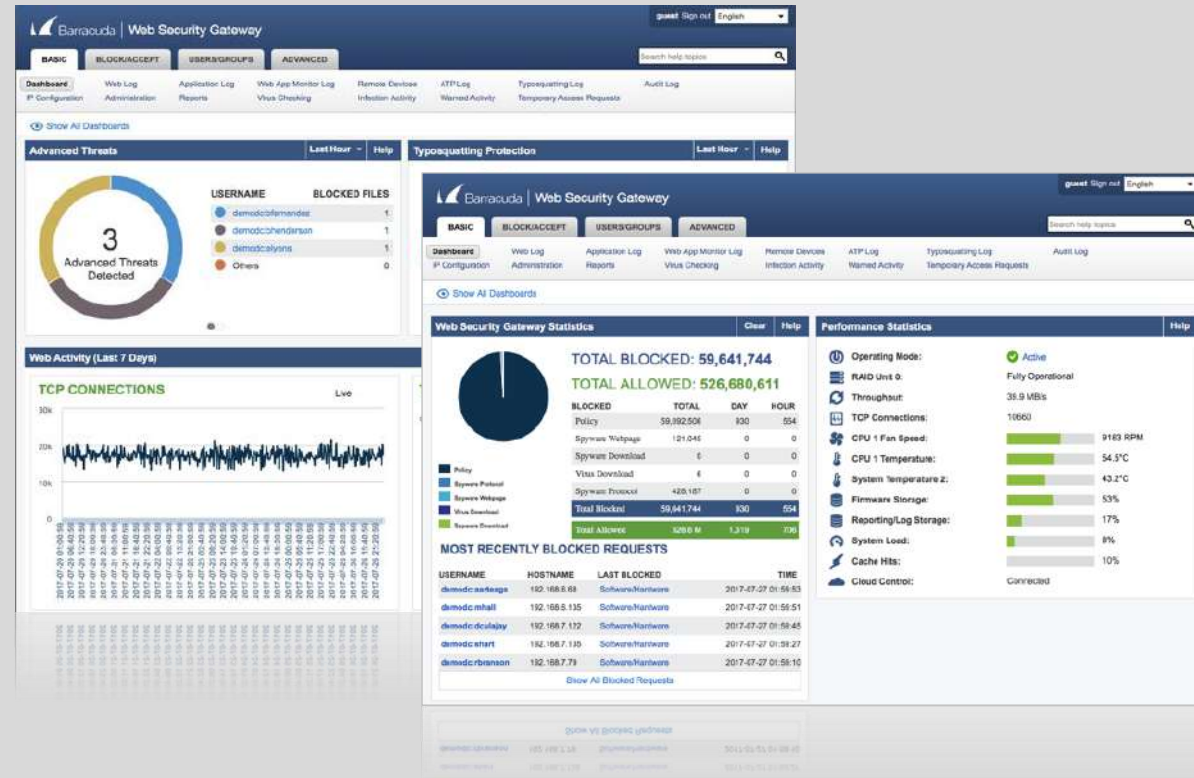
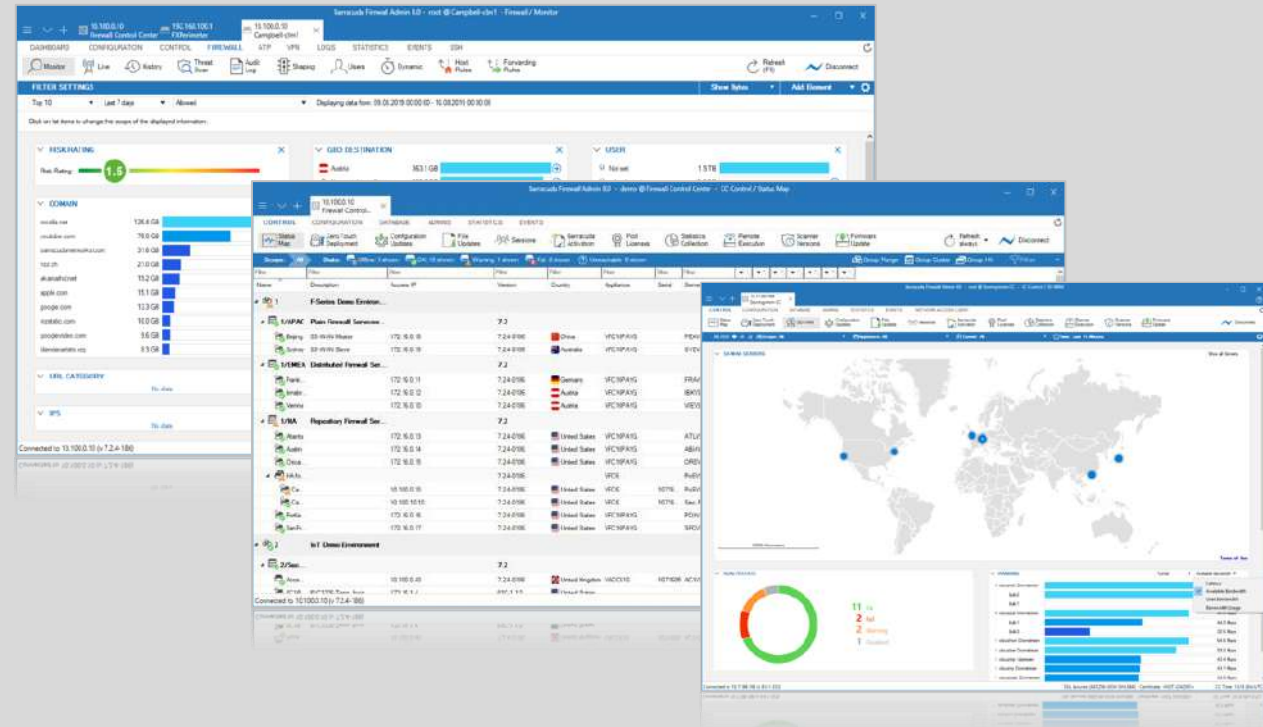| Overview | Solutions | Products | Licensing | Case Study | Support |

Overview

Advanced Security and Traffic Control for Distributed Enterprises

- Provides advanced security by tightly integrating a comprehensive set of next-generation technologies, including Layer 7 application profiling, intrusion prevention, web filtering, malware, advanced threat protection, antispam protection & network access control

- Combines highly resilient VPN technology with intelligent traffic management & WAN optimization

- Ideal for multi-site enterprises, MSP's & organizations with complex, dispersed, hybrid IT infrastructure

- Supports mixed physical, virtual & public cloud-based deployments

- Simple pricing, with no per-application or per-user/group licensing fees

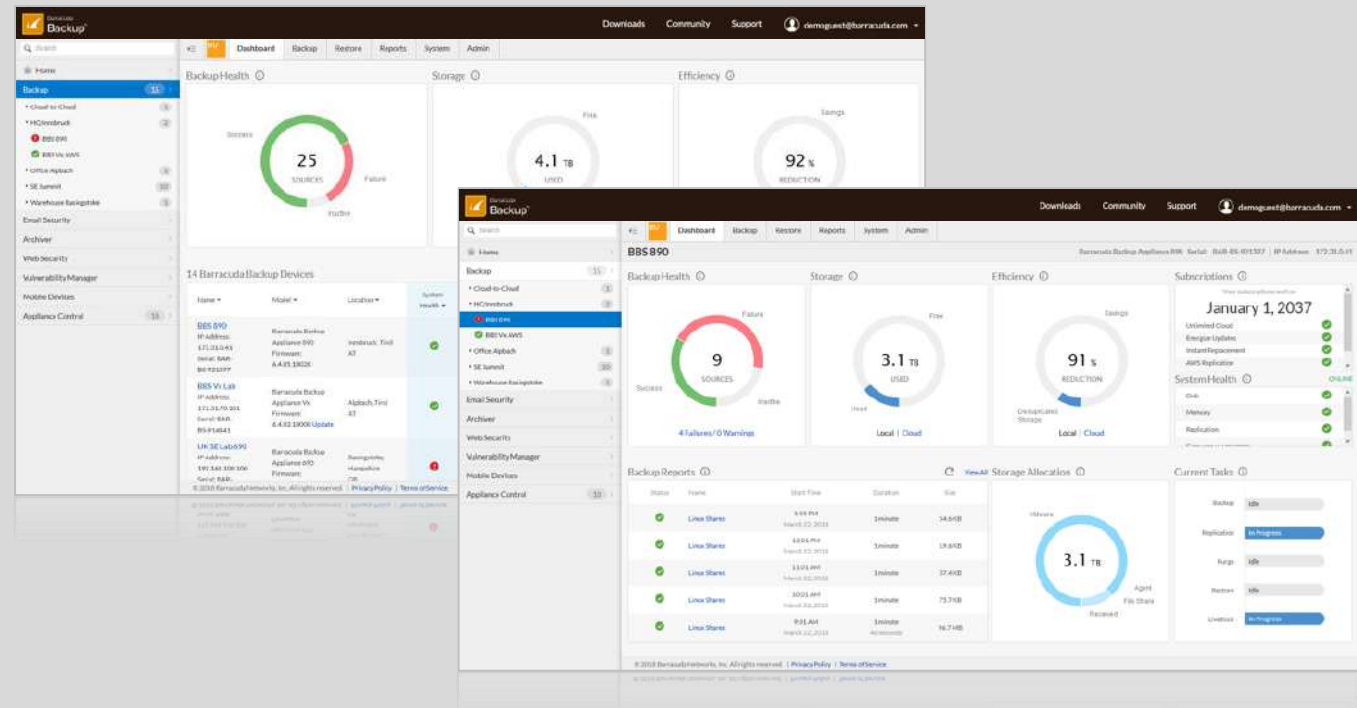| Overview	Solutions	Products	Licensing	Case Study	Support

Overview

Barracuda Backup™

Amazingly simple. Totally secure. Utterly reliable.

- All-in-one backup appliance protects physical, virtual, cloud & SaaS environments
- Comprehensive feature set, including: Global deduplication, compression, cloud & site-to-site replication, WAN acceleration, encryption, near-CDP, offsite vaulting, local & cloud LiveBoot, role-based administration, audit logging, centralized management, dashboards, reporting & alerting
- Protects O365, VMware vSphere, Hyper-V 2019, Windows Server 2019, Exchange 2019, SQL 2019, SharePoint, Active Directory, Essentials, Windows Vista, 7, 8, 10, NAS, Linux, MySQL & MacOS

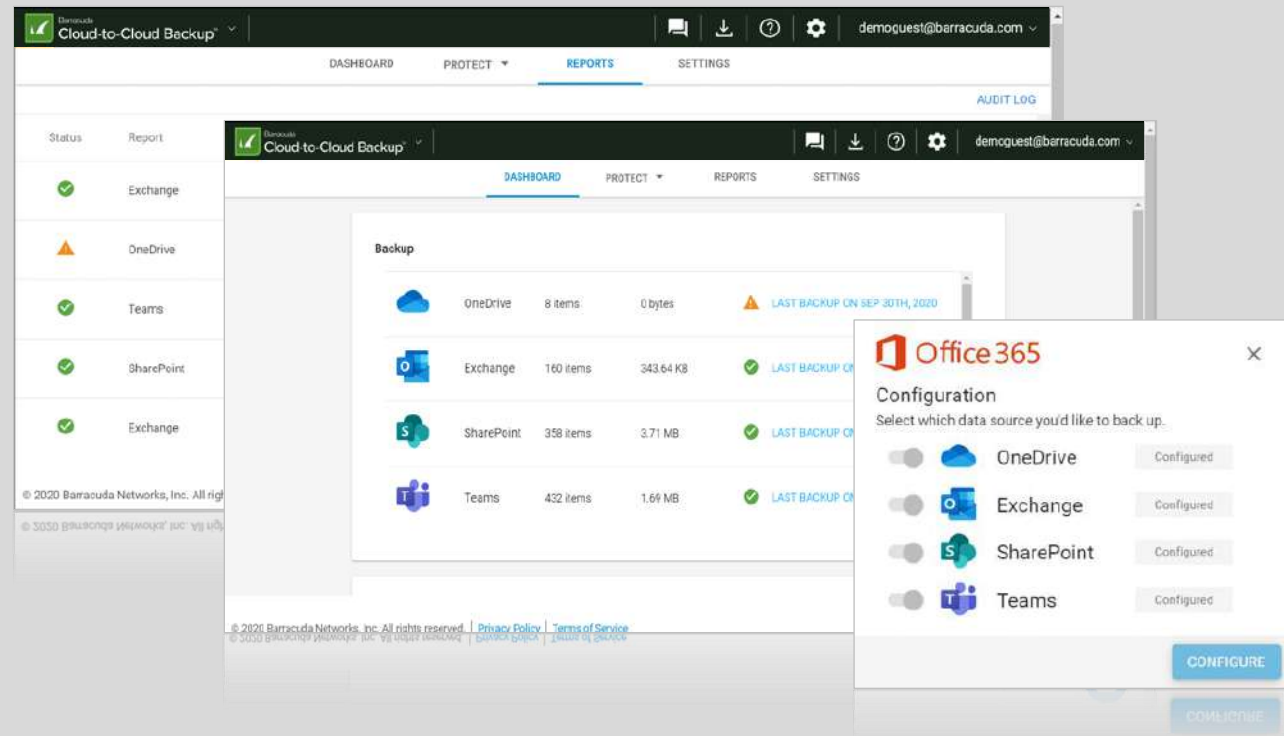| Overview | Solutions | Products | Licensing | Case Study | Support |

Overview

Barracuda
Cloud-to-Cloud Backup™
`NEW`

Office 365

Complete Protection for Office 365

- Protects Exchange, SharePoint, OneDrive, Teams, Groups & OneNote, by backing them up to the Barracuda Cloud (Azure regions include Virginia, Toronto, London, Frankfurt, Amsterdam, Paris, Dubai, Pune, Tokyo & Sydney)
- Protects against data loss due to accidental deletion, over-writing, malicious attacks, when employees leave, or the SaaS subscription ends
- Comprehensive feature set, including: Replication, WAN acceleration, encryption, role-based admin, audit logging, centralized mgmt., dashboards, daily summary reporting, scheduling etc.
- Supports AD groups & granular user searches for large environments

Overview	Solutions	Products	Licensing	Case Study	Support

Exchange Online

Barracuda
Cloud-to-Cloud Backup™

## Exchange Online

- Protects all Exchange email messages, calendars, contacts, tasks, file attachments, complete mailbox folder structure, as well as Backup & Restore of Archive Mailboxes
- Restore messages, folders, or entire mailboxes back to the original account, a different account, or download to a local system
- Provides significantly improved protection compared with Exchange Online "Deleted Items" or "Recoverable Items", which provide a 14 or 30 day retention period as standard
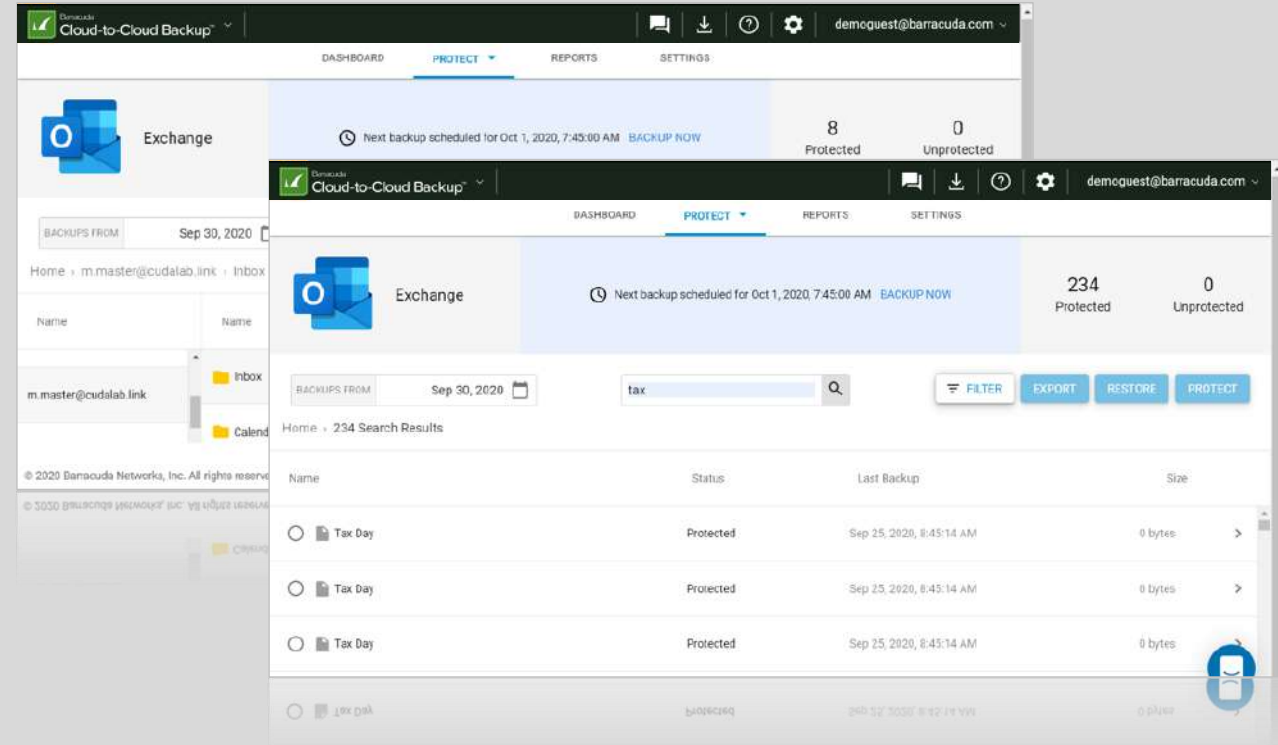
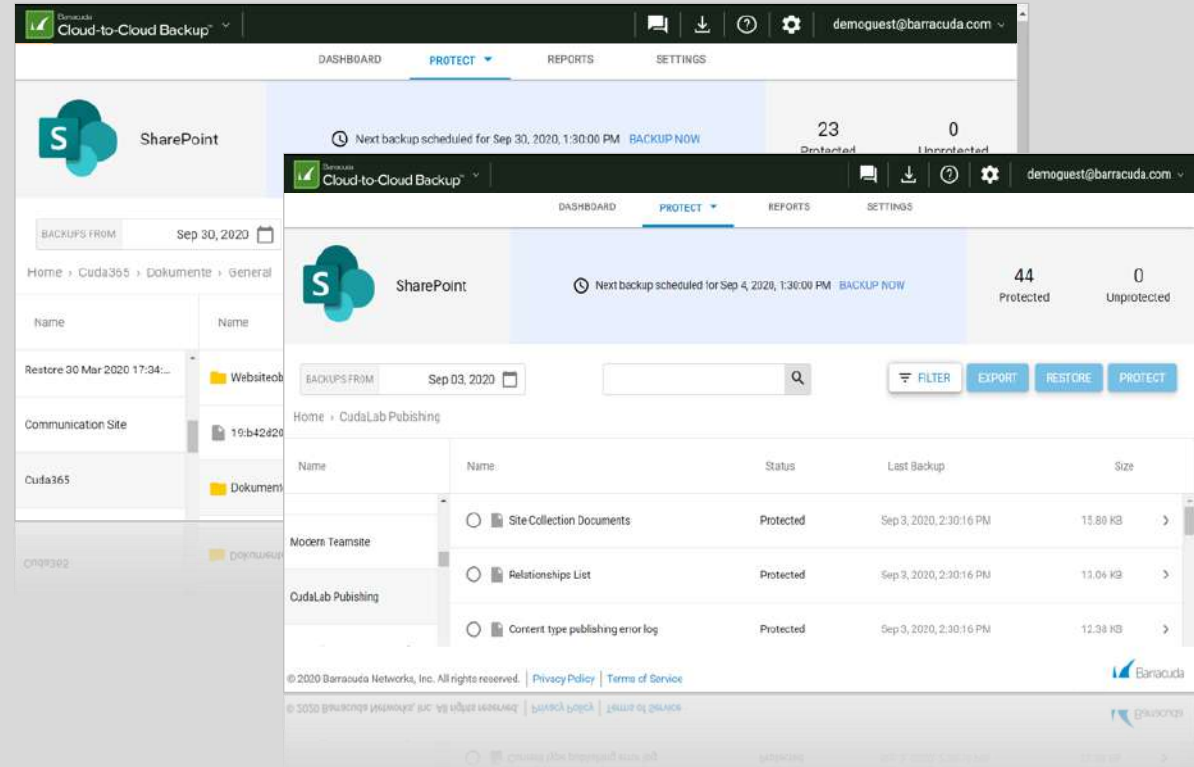| Overview | Solutions | Products | Licensing | Case Study | Support |

SharePoint Online

Barracuda
Cloud-to-Cloud Backup™ `NEW`

SharePoint Online

- Supports full Backup & Recovery of SharePoint Sites
- Protects SharePoint Online files, folders in Document Libraries, Lists & all Site types, permissions & OneNote
- Multiple granular recovery options: Restore items back into SharePoint Online from the backups of Document Libraries, Site Assets, & Picture Libraries within both Team Sites & Public Sites
- Provides significantly improved protection compared with the SharePoint "Site Recycle Bin" or "Second Stage Recycle Bin", which provide a maximum retention period of only 93 days

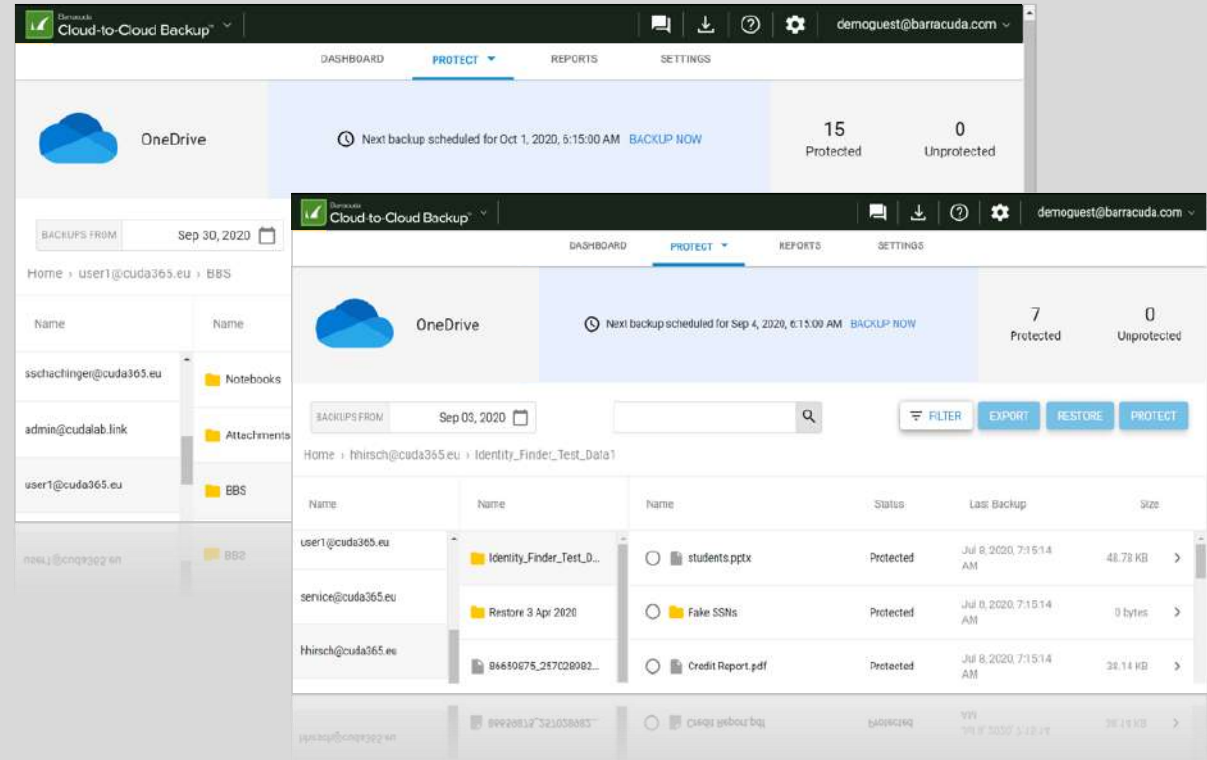| Overview | Solutions | Products | Licensing | Case Study | Support |

OneDrive

Barracuda
Cloud-to-Cloud Backup™

NEW

OneDrive for Business

- Protects all OneDrive files under the Documents Library, including the entire folder structure (Including OneNote files)
- Restore online files, folders, or entire accounts back to the original account, a different account, or download to a local system
- Provides significantly improved protection, as multiple folders & files can be restored in one go, to any location

Overview | Solutions | Products | Licensing | Case Study | Support

Teams

Barracuda Cloud-to-Cloud Backup™

NEW

Teams and Office 365 Groups

- Protects Teams Channels & Groups including all Group Calendars, Mailboxes & associated document libraries held in SharePoint including Teams files, Group Memberships & OneNote files
- Supports Restore of complete Teams Channel, Groups & Restore of individual items
- Supports Backup & Restore of Office 365 Groups, Sites, Calendars, Conversations, granular restore of Group components & restore to alternate location
- Backup of channel chat, private chat & Restore planned, once Microsoft API's are available
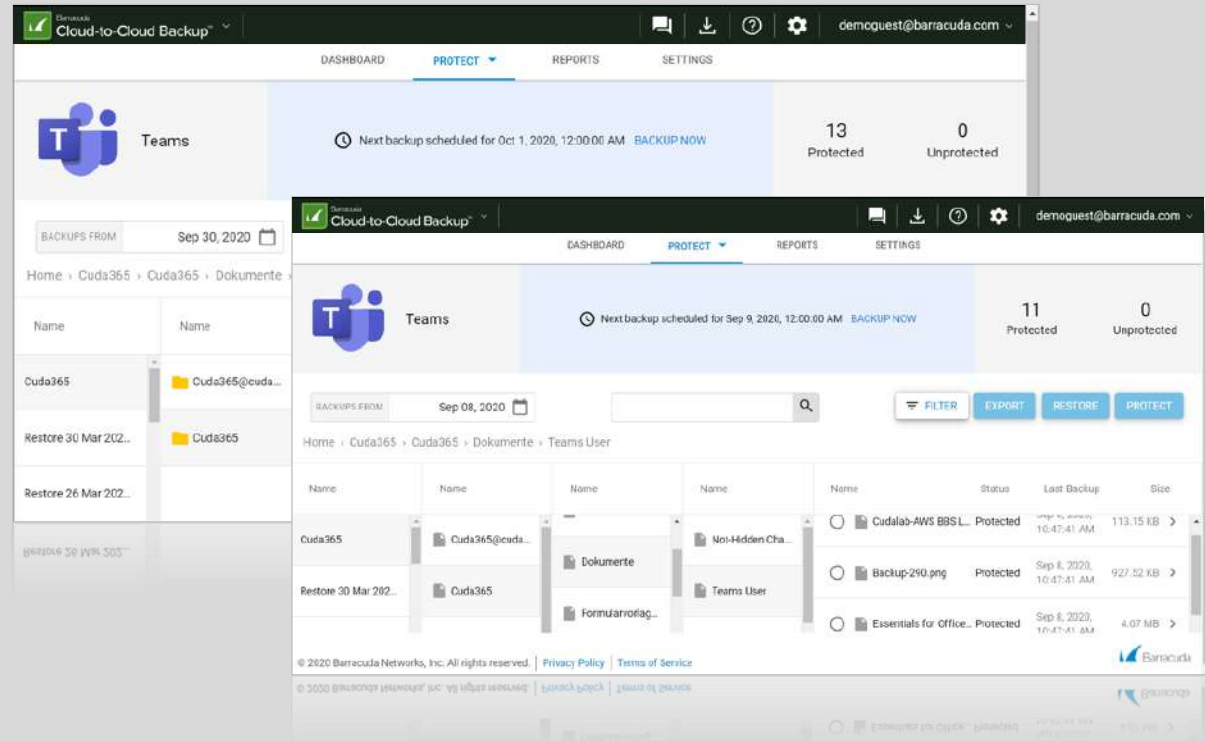
| Overview | Solutions | Products | Licensing | Case Study | Support |

Merci!

Achraf GHARIB   Regional Sales Manager – French Africa