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NETWORKS

SOUTH CAROLINA
HEART CENTER

South Carolina Heart Center Beats Spam with Barracuda Networks

Barracuda Spam Firewall 300 Saves the Large Medical Practice Over $500,000 Annually

Email critical to quality patient care

Established in 1989, the South Carolina Heart Center has become the largest private, cardiovascular practice in the Southeastern U.S. With 28 cardiologists, 18 non-physician practitioners and support personnel numbering over 250, the South Carolina Heart Center is an organization living up to its mission: to reduce the impact of cardiovascular disease.

The majority of staff, spread between six full time offices and four satellite locations, relies heavily on email for interactions with other medical practices, vendors as well as patients and the increasing amount of spam was compromising the staff's ability to effectively communicate in a timely fashion.

"We could not afford email downtime for the sake of providing high quality patient care," said Jacob Nyhart, SCHC network administrator. "Prior to purchasing the Barracuda Spam Firewall 300, we had users – including executives and their assistants – complaining that they were receiving in excess of 200 spam emails each day."

Top notch performance & fast ROI

Nyhart and his staff spent several months researching various available solutions, but had trouble finding the right solution that would meet SCHC's needs in a cost efficient manner. Most of the solutions were priced between $10,000 and $20,000, which was well beyond what his IT budget could handle.

Barracuda Networks' no per-user pricing model made it an especially attractive solution for Nyhart's team. Priced at $1,999, the Barracuda Spam Firewall 300 is not only affordable, but allows scalability for organizations as they add users without incurring additional costs. Barracuda Networks also offers a 30-day free evaluation period to allow customers the opportunity to try the Barracuda Spam Firewall on their own network and see firsthand how quickly results are achieved.

"Within 45 minutes of receipt, our DNS and MX records were updated and our Barracuda Spam Firewall was chomping up spam," said Nyhart.

Nyhart also reports that the solution quickly paid for itself, successfully blocking 45,000 spam messages and 95 viruses in just three days of full operation.

"With this kind of performance, I will be reporting to our administrative staff the success of the product with a conservative cost analysis that projects an almost $500,000 annual improvement in productivity among our users," he said. "In addition, we can attribute another $100,000 in cost savings due to the virus blocking the Barracuda Spam Firewall 300 incorporates. The ROI the product delivers is incredible."

"The Barracuda Spam Firewall 300 is absolutely the best money my company has spent in a long time... I would challenge anyone who uses software solutions to see if theirs has been as effective at such a great price."

-Jacob Nyhart
Network Administrator
South Carolina Heart Center
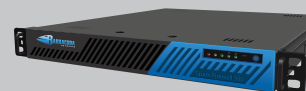
Barracuda Spam Firewall 300 Fast Facts:

- Services up to 1,000 active email users

- Compatible with all email servers

- Administration managed from easy-to-use Web GUI

- Ideal solution for healthcare organizations

Sorting legitimate prescription email from spam

Before implementing the Barracuda Spam Firewall 300, SCHC email users were victimized by all types of spam – from fake financial offers and bogus product advertisements, to inappropriate adult messages and illegitimate pharmaceutical spam. It is this last category that makes spam filtering an even more aggressive challenge for Nyhart, who must also be attentive to pharmaceutical messages that may have a legitimate purpose.

"My approach to blocking the spam has been more cautious since we are a medical practice, and have users who do subscribe to ListServs where prescription drug usage is discussed," Nyhart said, adding that he has employed a heightened degree of filtering sophistication for this reason. "I have focused on entire domains, email accounts and IP ranges where I have found the bulk of spam comes from."

Like many organizations, Nyhart found that the Barracuda Spam Firewall 300's layered approach makes it an effective tool against spam and viruses. The Barracuda Spam Firewall 300 employs 12 defense layers, including RBLs, rate control, Bayesian analysis and spam scoring to determine if a message is legitimate or not. In addition, Nyhart found the Barracuda Spam Firewall Web-based interface for administration extremely easy to use and customize, making the Barracuda Spam Firewall 300 a very well-rounded solution for his organization's needs.

"The Barracuda Spam Firewall 300 is absolutely the best money my company has spent in a very long time," he said. "Comparatively, it is also the best priced solution for our business and I would challenge anyone who uses software solutions to see if theirs has been as effective at such a great price."

About the Barracuda Spam Firewall

The Barracuda Spam Firewall is available in seven models and supports from 50 to 30,000 active users with no per user licensing fees.

Its architecture leverages 12 defense layers: denial of service and security protection, rate control, IP analysis, sender authentication, recipient verification, virus protection, policy (user-specified rules), Fingerprint Analysis, Intent Analysis, Image Analysis, Bayesian Analysis, and a Spam Rules Scoring engine.

In addition, the entire Barracuda Spam Firewall line features simultaneous inbound and outbound email filtering with the inclusion of sophisticated outbound email filtering techniques, such as rate controls, domain restrictions, user authentication (SASL), keyword and attachment blocking, dual layer virus blocking, and remote user support for outbound email filtering.

The Barracuda Spam Firewall's layered approach minimizes the processing of each email, which yields the performance required to process millions of messages per day.

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