Barracuda SKOUT Managed XDR powers MJ Flood Technology’s managed security services
Customer

- Established in 1935 in Dublin, Ireland
- Operates in the Dublin, Athlone, Belfast, Cork, Galway, Limerick, Sligo, Wexford and Waterford
- MJ Flood is the largest indigenous supplier of copiers, digital technology, office stationery, and security systems (under the AlertWatch Security brand) for the modern office environment

Challenges

- Needed protection from live cyber threats for themselves and their customers
- MJ Flood was looking for a solution that allows more control with their customers’ attack surfaces

Solution

**Barracuda SKOUT Managed XDR™**

Benefits

- **SIEM analysis** – Logs are ingested into our SIEM for analysis. Our analysts correlate millions of data points to look for anomalies across all your customer systems.
- **AI-powered analytics engine** – Data going in and out of our SIEM is enriched by our AI-powered Analytics Engine.
- **Easy to deploy and use** – Set up your customers quickly and remotely with our self-service options and 24x7 support. Then, prevent and detect threats in the background while your customers remain productive at work.
- **Comprehensive reporting** – Build custom reports to satisfy regulatory compliance requirements for different frameworks and compliance standards and demonstrate your value to your customers in easy-to-read PDF or XLSX formats.
- **Centralized dashboard** – Our multitenant dashboard allows MSPs a single-pane-of-glass view of all their customers’ environments. The Barracuda SKOUT XDR platform can also analyse data from your existing technology stack to give you optimal log and network visibility.
**MJ Flood Technology** was established in 1998, as part of a diversification strategy of the highly successful MJ Flood Group. Now, MJ Flood Technology has grown to be a leading provider of total ICT solutions to the Irish Market.

With the MSP landscape shifting, MJ Flood Technology had to introduce new, proactive and successful security solutions for their clients. Not only did this present a huge undertaking for the team, but their cybersecurity risk increased as the MSP landscape significantly widened, affecting less to enterprises and more SMEs across Europe.

Reflecting on the transition, James Finglas, Managing Director, MJ Flood Technology commented, “Security has to have an independent standing for MSPs. We’re not pretending to be something that we’re not, we know we need help. We have managed services that wrap around everything, and cybersecurity has quickly become a key focus for us.”

MJ Flood Technology began their assessment phase, and decided on Barracuda SKOUT Managed XDR, officially partnering with them in September 2021.

For MJ Flood Technology, the Barracuda MSP team differed to their competitors in very important ways. The biggest differentiator being their maturity. “Their people made the difference. They went the distance and everything just felt right with them” added Finglas. “We work very hand in glove with the management as well, which is a pleasure to see.”

**Gained control through Barracuda SKOUT Managed XDR**

For James, the relationship with Barracuda MSP has been nothing but a pleasure. “Barracuda SKOUT Managed XDR has put us in the position of control with our customers in terms of attack surfaces” said Finglas. “As an MSP, if we weren’t doing something proactive with the security posture of our clients, we would leave ourselves exposed, and it has given us the reassurance that we need.”

James and his team understand the importance of good security postures, but the continued shift in the landscape have made cyberattacks much more prominent. “We’ve had clients who have had threats, that have been identified because of our deployment of the Barracuda SKOUT solution, and that is assistive, solidifying our investment into the platform.”

MJ Flood Technology has also seen the effect of the Barracuda SKOUT solutions first hand. In 2021 when Kaseya was hit by a ransomware attack, with the help of Barracuda SKOUT solutions, MJ Flood Technology experienced zero downstream ransomware attacks due to the original cyber attack.

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James Finglas
Managing Director
MJ Flood Technology
MJ Flood Technology reported a significant increase in revenue growth from their customer base, as well as an internal increase in productivity, leading Barracuda SKOUT Managed XDR to become a key offering within their managed services portfolio. “Everything has gone exceptionally well. I think that as Barracuda SKOUT Managed XDR matures, it will only get better. I do want to see more, because I don’t think we have it where we want it to be yet, but it will definitely continue to grow, and become integral to our security offerings.”

Moving forward, MJ Flood Technology is excited to maximise its relationship with Barracuda MSP, following their acquisition of SKOUT Cybersecurity in July 2021. For James, he hopes to be able to utilise this relationship to further educate the market, and continue to have a strong marketing effort, all whilst plugged into a bigger, better machine with Barracuda.

“We’re incredibly excited about working with the experts at Barracuda, continuing the partnership we established with SKOUT Cybersecurity in 2021. We feel like it is just the start for us, and we’re eager to see where the future takes us.”

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James Finglas
Managing Director
MJ Flood Technology

Learn more:

Barracuda SKOUT Managed XDR is the first Extended Detection and Response platform designed especially for Managed Service Providers (MSPs). This exciting offering from Barracuda MSP combines AI-powered security products backed by a fully staffed Security Operations Center (SOC) to offer you one dashboard, one number to call, and one turnkey partner. MSPs globally trust Barracuda SKOUT Managed XDR to make cyber-as-a-service easy for them.
About Barracuda MSP

As the MSP-dedicated business unit of Barracuda Networks, Barracuda MSP enables IT managed service providers to offer multi-layered security and data protection services to their customers through our award-winning products and purpose-built MSP management platforms. Barracuda MSP’s partners-first approach focuses on providing enablement resources, channel expertise, and robust, scalable MSP solutions designed around the way managed service providers create solutions and do business. Visit barracudamsp.com for additional information.