

### About Sanochemia

Sanochemia Pharmazeutika AG is a specialty pharmaceuticals company with its own production facilities and outstanding levels of developmental expertise. Sanochemia is firmly established in the indication areas of neurodegeneration, pain, oncology and clinical diagnostics – all of which are characterized by high therapeutic demands and urgent need for innovative drugs to improve patient quality of life.



### Barracuda NG Firewall Cost Efficiency at a glance

- Extendable Barracuda NG systems offer companies sustainable investment protection.
- Unique management functions allow for quick and efficient roll-outs.
- Central management lets you save significant time and effort.
- Unique license and appliances/ server hardware combination lets you achieve a maximum of flexibility and cost optimization.

## Powerful, scalable, secure

### Well thought-out Barracuda NG Firewall configuration concept convinces Sanochemia

There are few sectors that place higher demands on the security of technical information systems than the pharmaceutical industry. Medication and pharmaceutical ingredients as well as manufacturing processes are the culmination of years of cost-intensive research work, which means that losing company secrets could have catastrophic consequences in competitive terms.

The social significance of medicine production also means that extensive state regulations have to be complied with, which should exclude manipulation of critical data at all times. So pharmaceutical companies have to prove the highest security standards while at the same time optimizing their infrastructures in economic terms. These include the implementation of efficient management concepts for distributed networks as well as protecting the business continuity with high availability functionality. This was precisely the challenge facing the Austrian Sanochemia Pharmazeutika AG, a company specialized in the research and development of innovative therapeutic agents for the central nervous system.

The central IT department at the Sanochemia Group had long been aware that the old security solution was working at its capacity limits with the growing number of users. The entire communication with different subsidiaries ran via two firewalls at the main location whereby one gateway was solely responsible for VPN and the other for e-mail and Internet. In order to guarantee smooth data flow the company was considering the introduction of a high availability solution. However, it soon became apparent that updating the implemented hardware appliances was not an economically feasible option. It would also have been impossible to expand the high availability to the lines.

### Implementation in record time

Disaster struck in 2004 right in the midst of these considerations: One Friday afternoon the firewalls failed and complete ready status had to be restored by the following Monday morning. Working flat-out, a solution was sought together with the company's longstanding IT partner SYSTREX Datentechnik GmbH. SYSTREX recommended the Barracuda NG Firewall, due to its especially simple installation and configuration. The solution was implemented in an incredibly short time span, so that the full functionality was restored on Sunday morning using the Barracuda NG Firewalls.

“The fast installation and well conceived configurations concept absolutely convinced us from the outset.”

-Harald Messner,  
IT Manager at Sanochemia Pharmazeutika AG

“In the subsequent evaluation phase, the NG Firewalls also beat other products in all major points. The decisive point for us as a pharmaceutical company was Barracuda's experience in highly critical environments, such as, for example, banking or high tech companies”, recalls Harald Messner, IT Manager at Sanochemia Pharmazeutika AG.

### High availability and traffic intelligence integrated permanently

Subsequent to a company-wide transition period, all subsidiaries and warehouses at Sanochemia are now connected with the main offices via Barracuda NG Firewalls. The external offices access all critical applications via VPN and Citrix Terminal Servers, including – most importantly - the ERP system and additional business applications. If communications with Germany were to collapse, there would be two locations no longer able to deliver at one blow. This would result in direct revenue losses of several ten-thousand Euros per day.

The far greater damage, however, that would be caused to customer relationships cannot be expressed in figures. So maintaining connectivity is therefore Sanochemia's foremost priority - an important argument in favour of the Barracuda NG Firewalls.

## About Barracuda NG Firewall Secure Web Access

Barracuda NG Firewalls provide comprehensive and co-ordinated content security functionalities so that web and e-mail based risks and spam are reliably repelled at the perimeter by the Barracuda NG Firewall appliances.

They also detect malicious software that is hidden, embedded or repeatedly compressed – and with the help of the Barracuda NG Firewall's Secure Web Proxy it can even detect malware that has been hidden in SSL encrypted HTTPS or XML data traffic. The Barracuda NG Firewall solution uses the world's most comprehensive and permanently updated URL database to block connections to undesirable or potentially dangerous websites. Data communication is thus protected at every level – a significant prerequisite for smooth and unobstructed business processes and stable productivity.

Using the Barracuda NG Firewall solution, companies can also utilise distributed secure web access at every branch office and without loss of security and manageability for all remote located content security infrastructure. The powerful Barracuda NG Control Center and comprehensive content security functionality not only assure high security, they also boost overall efficiency and bring significant cost cuts.

Barracuda NG Firewalls not only ensure the gateway's redundancy, but also that of the lines. If a connection fails then the Barracuda NG Firewalls automatically divert the data traffic to alternative lines. It is irrelevant whether these are frame relays, leased lines, DSL, ISDN or dial-up lines. The Traffic Intelligence feature on the Barracuda NG Firewalls even ensures that the benefits of this technology are optimized. Barracuda integrates the bandwidth management directly at the firewall/VPN gateway level. This not only means that different IP technologies can be used in parallel for the connection, but also that application data can be distributed according to priority onto the available bandwidths. As such, Sanochemia can use the inexpensive links as a backup for its subsidiaries and still guarantee the accessibility of the core applications.

### Centralised management of all gateways

Administrators monitor the status of remote gateways with the central Barracuda NG Control Center, manage the Barracuda NG Firewall configurations and software, define global rules and regulations and compile information from individual or multiple gateways. The central configurations management comprises not only VPN and firewall policies, but also parameters such as, for example, software licenses.

Siegfried Kumnig, Technical IT Manager at Sanochemia AG, is convinced by the Barracuda NG management concept: "We do not need any security administration staff at the external sites. All rules and configurations can be defined and tested at our headquarters. The respective settings are then sent to the subsidiaries per configuration file and activated centrally – so we can be absolutely certain that time-critical changes are implemented company-wide quickly and consistently. Grouping all gateways together under one management interface also considerably simplifies work for the administrator."

### Flexibility for a growing company

New locations are integrated organically into the growing network as soon as they are integrated into the ERP system as autonomous mandates. Additionally, no bottlenecks are to be expected with the dynamic rise in the number of employees since the special architecture of Barracuda NG Firewall allows flexible upgrades. Independent of the software licence more powerful hardware platforms with additional network cards can be implemented as required so as to increase the throughput without any limitations.

Accordingly Harald Messner is certain that the right partner for further growth has been found with Barracuda. "By investing in solutions designed for the future, our infrastructure is much better equipped and prepared to cope with the demands ahead. In our opinion the future market leader definitely will be Barracuda."

### About Barracuda Networks Inc.

Barracuda Networks Inc. built its reputation as the worldwide leader in content security appliances by offering easy to use and affordable products that protect organizations from email, Web and IM threats. Barracuda Networks has leveraged its success in the security market to offer networking products that improve application delivery and network access as well as world-class solutions for message archiving, backup and data protection. Coca-Cola, FedEx, Harvard University, IBM, L'Oréal, and Europcar, are amongst the 100,000 organizations protecting their networks with Barracuda Networks' solutions. Barracuda Networks' success is due to its ability to deliver easy to use, comprehensive solutions that solve the most serious issues facing customer networks without unnecessary add-ons, maintenance, lengthy installations or per user license fees. Barracuda Networks is privately held with its headquarters in Campbell, Calif. Barracuda Networks has offices in 10 international locations and distributors in more than 80 countries worldwide. For more information, please visit [www.barracudanetworks.com](http://www.barracudanetworks.com).

**“The centralised management concept and the high scalability of the Barracuda NG Firewalls have already shown immense advantages for our company both in technical as well as economic terms.”**

**-Harald Messner,**  
IT Manager at Sanochemia Pharmazeutica AG