



CASE STUDY

# Barracuda MSP utilising SKOUT Managed XDR to power up MJ Flood Technology.

## Customer

- Established in 1935 in Dublin, Ireland
- Operates in the Dunlin, 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 would allow them to be more in control with our customers in terms of attack surfaces

## Solution



## 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 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 Cybersecurity, officially partnering with them in September 2021.

For MJ Flood Technology, the Barracuda/SKOUT team differed to their competitors in some very important ways. The biggest being their maturity. “The people made the difference. They went the distance and everything just felt right with them” added Finglas. “We work very hand and 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 & SKOUT Cybersecurity has been nothing but a pleasure. “Barracuda SKOUT Managed XDR has put us in the position to be more in 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 have also seen the effect of the SKOUT solutions first hand. In 2021, when Kaseya were hit by a ransomware attack, with the help of their SKOUT Cybersecurity 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



## Everything has gone exceptionally well

MJ Flood Technology reported a significant increase in revenues into clients, as well as an internal increase in productivity, leading Barracuda SKOUT Manged XDR to become a key tenant within their managed services portfolio. “Everything has gone exceptionally well. I think that as SKOUT matures within Barracuda 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, following their acquisition of SKOUT in July 2021. For James, he hopes to be able to utilise this relationship to further educate the market, and to be able to 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 with the backing of a fully staffed Security Operations Center to offer you one dashboard, one number to call, and one turnkey partner. MSPs all over the world trust our XDR Platform to make cyber-as-a-service easy for them. The Barracuda MSP team is always working to lower the cost and complexity of delivering managed security services, and we believe that all businesses should have access to protection from cybercrime, regardless of size.



Barracuda  
**SKOUT Managed XDR™**

# About Barracuda

At Barracuda we strive to make the world a safer place. We believe every business deserves access to cloud-first, enterprise-grade security solutions that are easy to buy, deploy, and use. We protect email, networks, data, and applications with innovative solutions that grow and adapt with our customers' journey. More than 200,000 organizations worldwide trust Barracuda to protect them — in ways they may not even know they are at risk — so they can focus on taking their business to the next level. For more information, visit [barracudamsp.com](https://barracudamsp.com).