# Rain Networks

*"We've built a whole business around ESET Security Management Center."*

*Nathan Ware, CEO / CTO, Rain Networks*

## rain networks

**INDUSTRY**
IT security

**WEBSITE**
www.rainnetworks.com

**COUNTRY**
USA

**MSP PARTNER SINCE**
2007

**NUMBER OF USERS PROTECTED**
28 000+

## THE CUSTOMER

Rain Networks is a security software distributor located near Seattle, Washington. The company was founded in 2003 with the vision of bringing the world's best technology products to the people who need them and making businesses run more efficiently. It credits its longevity to keeping up with rapidly emerging technologies while maintaining a healthy balance between highly personalized service and competitive pricing.

## THE CHALLENGE

The company has always emphasized the people side of the technology business and the need to differentiate itself from competitors. Rain Networks focuses on being easy to work with, giving people the power and authority to make decisions quickly and keeping their promises to customers.

## THE SOLUTION

In those regards, they have found a perfect partner in ESET. *"First, all of the ESET employees we work with are the best in the industry. The people at ESET are what makes ESET great,"* proclaims Nathan Ware, Rain Networks CEO/CTO.

*"But the software is great, too,"* offers Ware. *"We've built a whole business around ESET Security Management Center. Teaching people how to manage their security with ESMC is how we get customers invested in using ESET products."* It's an approach that has built sales for Rain Networks and hasn't gone unnoticed, as the company annually wins ESET Most Valuable Partner and Top SMB Partner awards.

As Ware summarizes, ESET offers *"great security, top ransomware protection, easy management and outstanding tech support."*

### KEY BENEFITS FOR RAIN NETWORKS

- Top-level ransomware protection
- Easy management of ESMC, giving them a competitive advantage
- Outstanding tech support