

Rain Networks

“Great security, top ransomware protection, easy management and outstanding tech support.”

Nathan Ware
CEO/CTO

rain networks

INDUSTRY

IT Services

COUNTRY

United States

WEBSITE

www.rainnetworks.com

PRODUCTS

Full ESET PROTECT Product Suite, LiveGuard Advanced, ESET Endpoint Encryption, Secure Authentication, and Mail Security

THE PARTNER

Rain Networks is a value-added 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, to make businesses run more efficiently. It attributes its lasting success to adapting to rapidly emerging technologies while maintaining a healthy balance between personalized service and competitive pricing.



THE CHALLENGE

Rain Networks sought to differentiate itself in the competitive technology services market by focusing on the people side of the business. They aimed to create an environment where employees were empowered to make quick decisions, ensuring that they could keep promises to their customers and be easy to work with. To support this customer-centric approach, Rain Networks needed a reliable, effective security solution that could be easily managed and integrated into their services, while also helping customers become invested in their security.

KEY BENEFITS

- Partner-centric approach provides the support to grow new revenue streams
- High quality security and top ransomware protection
- Easy to use management console



THE SOLUTION

Rain Networks emphasizes the people side of the technology business to differentiate itself from competitors. Its people are what makes Rain Networks special, and it focuses on being easy to work with, giving its people the power and authority to make decisions quickly, and keeping its promises to customers.

Rain Networks found the ideal partner in ESET.

“First, all of the ESET employees we work with are the best in the industry. The people at ESET are what make ESET great.”

ESET's partner-centric approach along with its high-performing security and simplified management console were the deciding factors for Rain Networks.

“We've built a whole business around the ESET PROTECT console. Teaching people how to manage their security is how we get customers invested into using the 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.

“ESET offers great security, top ransomware protection, easy management and outstanding tech support.”

[Learn more about ESET's MSP Program](#)