Rain Networks

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

—Nathan Ware – CEO/CTO – Rain Networks

rain networks

Country: **U.S.**

www.rainnetworks.com

Products:
ESET Endpoint Protection Standard and Endpoint Protection Advanced

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 credits its longevity to keeping up with rapidly emerging technologies, while not giving up the healthy balance between highly personalized service and competitive pricing.

WHY THEY CHOSE ESET

The company 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.

In those regards, it has 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 make 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 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.

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

Nathan Ware

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