

# Case Study



## Rain Networks



## Company Overview

**Rain Networks is a security software distributor that brings the world's best technology products to businesses to help them run efficiently.**

Based in Seattle, Washington, Rain Networks is a boutique distributor specializing in network security products. The company provides businesses with the latest technologies while offering competitive pricing and highly personalized service.

The company secures businesses by combining the most competitively priced software with their technical expertise. Rain Networks adds value to its clients by bringing solutions to today's technology problems. The partnership of Rain Networks with Comodo is part of that effort.



## Their Challenge

Rain Networks had been looking for a security solution that was strong enough to support and help some of their legacy MSP clients. Another thing that Rain Networks for looking for was the ability to offer a complete Remote Management and Monitoring (RMM) solution for its MSP partners;

It took Rain Networks a lot of time to vet out the right solution to be able to service all partners with a single product. Ultimately, they choose Comodo.



## The Solution

**Rain Networks partnered with Comodo to expand its security services offering for customers.**

Rain Networks chose Comodo's Dragon Platform with Advanced Endpoint Protection (AEP), which is a patent-pending auto containment technology with active breach protection that neutralizes ransomware, malware, and cyber-attacks.

Rain Networks chose Comodo's Dragon because it allows the company to reduce cyber breaches through active breach protection. The team at Rain Networks was particularly impressed with the Remote Management and Monitoring (RMM) technology offered by Comodo that enables centralized control, reporting, and visibility.

"The RMM platform was the missing component to our product offering, and we wanted to offer our MSP partners an award-winning RMM solution with multiple layers of protection. Comodo's Dragon RMM allows our MSPs to better manage endpoints in their client base in a more streamlined method and saves them money over other more expensive RMM platforms with equal or lesser capabilities," Remarkd Ware.

Comodo's SOC-as-a-Platform was a feature that stood out it was something that none of the other vendors that Rain Networks had spoken to previously had available. It saves the company's partners time and money, without zero capital outlay.

"SOCaaS gives MSPs a path for growth to elevate their service offering and increase profitability", says Nathan Ware, the CEO/CT at Rain Networks.

According to Alan Knepper, President and Chief Revenue Officer at Comodo, "Rain Networks' MSP partner base is now able to offer a truly managed service solution. Streamlining the agent deployment and management has enabled their partners to focus on growing their business; they can devote more time to other tasks, like acquiring new clients or strengthening the relationships with current clients".

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