

MSP WINS CUSTOMERS BY OFFERING SECURITY-AS-A-SERVICE

Hi-Tech Computers of Ruston, Inc., is winning new customers every month to its Security-as-a-Service (SECaaS) offering featuring SonicWall firewalls and management software.

Business need

Firewalls were often a hard sell for Hi-Tech Computers. Getting approval for large capital expenditures can be challenging for customers, and they worry about their firewalls quickly becoming outdated.

Solution

SonicWall Security-as-a-Service (SECaaS) is a flexible, affordable subscription-based service provided by a participating SonicWall SECaaS partner. SECaaS enables their customers to detect and block a wide range of advanced and emerging threats, including intrusions, viruses, spyware, worms, Trojans, key loggers, rootkits, botnets and zero-day malware.

Results

By offering Firewall as a Service, Hi-Tech Computers enables its customers to always have a current firewall with no capital expenditure. And SonicWall firewalls and management software deliver the features and flexibility customers need. "We can centrally manage all the firewalls without having to physically go onsite," says Richard Raue, President.

Benefits

- Enables customers to always have a current firewall with no capital expenditure
- Ensures enterprise-level security with flexible content filtering
- Enables MSPs to centrally manage all firewalls offered as a service
- Improves the customer relationship and enhances customer loyalty

Solutions at a glance

- [SonicWall Security-as-a-Service \(SECaaS\)](#)

"Security-as-a-Service is an easy sell because it allows the customer to always have a current firewall with no capital expenditure."

**RICHARD RAUE, PRESIDENT,
HI-TECH COMPUTERS OF RUSTON, INC.**



CUSTOMER PROFILE

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| Company | Hi-Tech Computers of Ruston, Inc. |
| Industry | Information Technology |
| Country | United States |
| Website | www.hitechruston.com |