Quest®

Data Protection Service Providers

Grow your services business and increase profitability with a trusted partner

The market for data protection and recovery solutions is projected to be more than $14 billion by 2025.[1] The Quest® Managed Service Provider (MSP) program offers one of the fastest ways to expand your offerings and tap into these burgeoning markets.

Our blend of cloud-based solutions, storage and deduplication appliances, and on-premises software is uniquely suited to help you deliver a wide selection of data protection offerings for customers of all sizes, helping you to grow your services market and increase profitability.

With Quest, you can form a strategic relationship with a trusted partner that's simple to do business with, is committed to constantly innovating, and offers abundant resources to help you grow your business.

WE'RE EASY TO WORK WITH

At Quest, one of our core missions is to be easy to work with. That's why we offer a variety of commercial benefits you don't always find with other partners, like subscription-based licensing and pay-as-you-grow models. By partnering with Quest, you and your customers can:

- Take advantage of flexible, subscription-based licensing

- Expand when you need to with pay-as-you-grow license models

- Reduce administration time and costs with centralized management and automation

- Create custom-built customer offers easily with automated invoicing

- Reduce infrastructure costs by maximizing existing resource usage.

> The Quest MSP program offers one of the fastest ways to tap into the burgeoning data protection market.

BENEFITS:

- Grow your services business and increase profitability

- Deliver the right service at the right time to your customers

- Improve your value proposition and generate more demand for your services

- Benefit from a strategic relationship with a trusted, proven partner serving IT since 1987

- Extend the latest and greatest to your customer base with our innovative technology and forward-thinking road maps

- Work with a partner that's simple to do business with

1 Data Protection and Recovery Solutions Market Analysis By Solution (Email Protection, Endpoint Protection, Recovery Management, Cloud Platforms), By Deployment, By Enterprise Size, By End-use, And Segment Forecasts, 2014 - 2025, June 2017, Grand View Research.

> Our blend of cloud-based solutions, appliances and on-premises software helps you deliver a wide selection of offerings for customers of all sizes.

OUR COMMITMENT TO TECHNOLOGY IS UNPARALLELED

Here at Quest, remaining on the forward edge of technology is one of our fundamental goals, ensuring that we meet both your needs and your customers' needs, today and tomorrow. We may not be the biggest technology company around, but we're nimble and able to take advantage of new technologies fast. We were there early on with cloud-based and software-as-a-service (SaaS) offerings, and we'll be there for the breakthroughs coming around the corner. By partnering with Quest, you and your customers can:

- Manage all customer backup environments with a single, cloud-based management portal

- Optimize, manage and protect all machines across mixed hypervisor, hybrid virtual environments

- Back up, replicate and recover to and from public clouds quickly and easily

- Recover full systems, applications and data in minutes with zero impact on customers

- Migrate customers to the cloud with confidence and accuracy using predictive cost analysis

WE'LL SUPPORT YOU EVERY STEP OF THE WAY

Being easy to work with and at the forefront of technology are important, but those aren't the only qualities you want in a partner. You also want a technology partner that can give you the support, consulting and training your organization needs to fully take advantage of everything Quest has to offer. That's why we offer our MSP partners:

- A broad portfolio of solutions to help open up brand new revenue streams for their business

- Full support with on-boarding, training and ramping up services business with Quest

- Co-created business, marketing and enablement plans

- Flexible subscription pricing and billing to suit their business

- Co-branded marketing campaigns and materials

- Full white labelling service at no additional cost

WE SOLVE YOUR CUSTOMERS' TOUGHEST IT PROBLEMS

Having served IT professionals since 1987, we know how to solve your customers' toughest IT problems. But rather than simply claim we can, let's look at the specific ways we can help your customers:

Maximize existing hardware and software resources.

We do this by:

- Identifying and reclaiming underused CPU, memory and storage space

- Balancing resources more effectively to reduce licensing costs

- Identifying underperforming or zombie virtual machines (VMs)

Provide optimal system performance to end users.

We do this by:

- Tracking performance trends and automating load balancing to maximize performance

- Identifying performance bottlenecks proactively — before they happen

- Automatically fail over to standby machines in minutes after an outage

Forecast future costs more accurately.

We do this by:

- Delivering complete visibility into resource usage trends and identifying when current infrastructure will require additional investment in resources

- Providing the ability to forecast future cost requirements more accurately by modelling proposed changes in infrastructure

Migrate customers to the cloud with confidence and accuracy.

We do this by:

- Optimizing virtual machine performance on premises first

- Forecasting exact cloud usage costs with predictive cost modelling

- Migrating machines from on premises to public clouds with one click

Quest

Simplify backup and recovery management

We do this by:

- Offering one single, cloud-based portal to manage all customer backup environments

- Providing an intuitive dashboard with an easy-to-use traffic light warning system

- Allowing you to get automated alerts and notifications

Provide instant recovery of mission-critical customer machines

We do this by:

- Giving end users complete flexibility to recover from any platform to any platform

- Recovering full system, applications and data in minutes, with zero impact on end users

- Updating virtual standby machines that can be activated in minutes — automatically

- Ensuring that end users have access to fast and easy, granular, single-file restore

Reduce data storage costs and footprint

We do this by:

- Offering internal deduplication and compression

- Allowing you to centralize storage management across multiple customer groups

- Reducing network bandwidth and utilization

OUR SOLUTIONS KEEP PACE WITH YOUR BUSINESS

Quest solutions deliver the fast backup and recovery solutions you need to keep pace with your business. Just ask our some of customers. The majority reported significant time-savings compared with previous solutions, and 20 percent saw as much as a tenfold performance increase with us. These solutions are optimal for fast-growing MSP organizations like yours. Consider:

Virtual environment management, optimization and protection

Foglight® for Virtualization accelerates the performance of virtual infrastructure, transforms the application experience for users, and helps control license and hardware costs. Going way beyond simple Hyper-V and VMware monitoring, Quest Foglight for Virtualization maximizes resource utilization and improves virtual application performance across hybrid environments

Zero-impact data backup and recovery

Rapid Recovery simplifies backup and recovery by allowing your customers to protect anything — systems, apps and data — anywhere, whether it's physical, virtual or in the cloud. When there's a problem, your clients will be able to run their critical apps without waiting for a full restore, as if the outage never happened.

Comprehensive data protection software

NetVault® Backup protects data in diverse IT environments — from one intuitive console. It supports multiple server and application platforms in both physical and virtual environments. That means your customers can ensure availability of business-critical applications, including Oracle, Exchange, MySQL, SQL Server, DB2 and SAP.

Virtual appliance for virtual environments

DR2000v Disk Backup Virtual Appliance helps your customers avoid the obstacles of deploying a physical backup-to-disk appliance in virtual or hyper-converged infrastructures (HCI). This virtual appliance runs inside a virtual machine, a VMware ESXi or Microsoft Hyper-V server and delivers an economical alternative for protecting data for remote or branch offices.

Ready to learn more? Visit www.quest.com/msp to see how we can help you take advantage of this burgeoning business opportunity!

ABOUT QUEST

At Quest, our purpose is to solve complex problems with simple solutions. We accomplish this with a philosophy focused on great products, great service and an overall goal of being simple to do business with. Our vision is to deliver technology that eliminates the need to choose between efficiency and effectiveness, which means you and your organization can spend less time on IT administration and more time on business innovation.

Form a strategic relationship with a trusted partner that's simple to do business with.

Quest