Endpoint Systems management for growing organizations

KACE Message

- Fastest to implement
- Easiest to use
- Most comprehensive family of solutions
- Delivers rapid return on investment and high customer satisfaction

Why customers care

Saves time
- Use fewer tools to manage environment
- Fast implementation means fast ROI
- Automate hardware and software inventory
- Fast deployment of software
- Automate repetitive tasks
- Less user downtime

Saves money
- Complete software compliance
- Reduced power consumption costs
- Reduced travel needs
- Reduced risk of compliance fines
- Reduced need for more personnel
- Greater security to reduce costly losses

Target persona

- CxOs: CIO, CTO, CFO
- IT Managers
- Systems Administrators
- Service desk Administrators

Competition

"Free" and insufficient
- Freeware and point solutions don't provide the comprehensive functionality that IT managers need. These tools either lack sophistication or can't be integrated with existing systems and solutions. That means you have to learn and use many different tools with disparate interfaces for varying functions.

- Examples: Spiceworks, FOG

Expensive and complex
- Sophisticated management suites require dedicated staff to run as well as extensive and expensive training and customization to operate. They also have high maintenance fees.

- Examples: Symantec Altiris, LanDesk, Kaseya, IBM BigFix, Microsoft SCCM

Key differentiators

Fast implementation
- Plug and play appliance (physical or virtual)– requires no additional hardware or software
- No need for extensive professional services
- Fully operational in weeks, not months or years

Easy to use
- Comprehensive, integrated all-in-one solution
- Familiar tabbed user interface, one click upgrades
- Online web-based training

Comprehensive
- From initial deployment to ongoing maintenance, management and support to retirement
- Support for Windows, Mac, Chromebook, Linux, UNIX
- For computers, servers, mobile devices and connected non-computing devices

Products

- KACE K1000 Systems Management Appliance
- KACE K2000 Systems Deployment Appliance
- KACE K1000 as a Service

Quest

Endpoint Systems management for growing organizations

Questions To Ask	What To Listen For
• How do you manage your Windows desktops? • How do you manage your non Windows desktops like MAC, Unix, Linux? • How do you manage Chromebooks?	• I have Microsoft SCCM • I have multiple solutions • I do not have a solution for my non Windows desktops • I do not have a solution to manage my Chromebooks
• Do you consistently patch all your desktops, windows and non windows, on your network? • How do you patch them?	• Don't enforce • React when there is a malicious security attack • I send email updates • I use multiple solutions for my different devices
• How do you know you are compliant with all of your software licenses?	• Compliance proof is difficult and time consuming process • All our reports are pulled manually • We recently had a audit which was very costly

Quest

Office 365 Solutions – Simplify the migration, management and security of Microsoft Office 365

Quest Office 365 Message

- Stay in control of Office 365 or hybrid environment with migration, management and data security

- Migrate with ZeroIMPACT on end users

- Maintain business productivity with coexistence

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Why customers care

Save time and money
- Get to the cloud faster
- Fast ZeroIMPACT migration to Office 365 ,means fast ROI
- Minimize time, cost and disruption to users
- Simplify and automate migration tasks
- Simplify Office 365 administration management

Minimize Risks
- Maintain policy compliance
- Adhere to regulations
- Ensure compliance with audit ready reports
- Automated solutions for managing and reporting on group policy and permissions

Target persona
- IT director/manage
- IT admin

Competition

"Native Tools
- Often do not provide the functionality needed to ensure a successful migration, especially for customers with large or complex infrastructure
- Tools for automation, reporting, provisioning, recovery, archiving, management, compliance and security often fall short
- Examples: Binary Tree, *Share-gate*

Key differentiators
- Award winning products used to manage over 180M account globally
- Get to the cloud quicker by modernizing Microsoft platforms up to 3 times faster
- Save 25% of the time spent
- World-class experience and global, 24/7 support.

Products

Broad Portfolio of solutions
- **Migration and consolidation**
- **Security and compliance**
- **Back up and recovery**
- **Performance and availability**
- **Reporting**
- **Group policy and permissions**
- **Go to this link to learn more about different products:**

https://software.dell.com/solutions/microsoft-platform-management/

Quest

Office 365 Solutions – Simplify the migration, management and security of Microsoft Office 365

Questions To Ask	What To Listen For
• Do you plan to make the transition to Office 365?	• Moving to Office 365 to utilize the benefits of the cloud • Cost savings and removing the IT burden of hosting Exchange and SharePoint in-house
• Do you need coexistence so users can collaborate during the migration?	• Users need to remain productive and collaborative during the migration • Impacting user productivity means lost revenue and a negative reputation
• What are your greatest concerns with migrating , managing and securing Office 365?	• Concerns about data loss and user disruption during the migration • Lack of internal expertise and resources to complete the project • Lack of pre-migration readiness • Concerns with meeting migration deadlines

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Data Protection for growing organizations

Quest Data Protection Message

- Get instant access – Client to Cloud - to the data and applications your customers need

- 10X faster at restoring applications and speed existing environments

- Helps protect legacy systems, as well as modern environments

Why customers care

Saves time and money
- Saving 20 hours a week in administration
- Increasing performance by 10 times
- Reducing costs by more than $50,000
- Automate so you can innovate more

Target persona

- IT Administrators
- Application Administrators
- IT Directors/Managers

Competition

Don't settle for costly and complex data protection that forces you to use legacy approaches and bolt-on modules or point solutions. Easily protect applications and data with ZeroIMPACT, full-system, instant recovery to get back online in as little as 15 minutes

- Examples: Veeam, Symantec, Commvault, Unitrends, Barracuda, HP DataProtector

Key differentiators

What our customers say:
- **88%** found faster backup and restore than previous solution
- **20%** gained more than a 10x performance boost
- **86%** saved money and **21%** saved more than $50K on time, maintenance and licensing costs

- **83%** reduced the time per week spent on backup monitoring and management; **30%** saving more than 10hours per week
- **80%** chose Quest Data Protection because their previous vendor didn't meet their needs

Products

- Rapid Recovery
- DL
- DR Appliance
- NetVault Backup
- vRanger

Quest

Data Protection for growing organizations

Questions To Ask	What To Listen For
• **What are your challenges with data protection?**	• **No backup policies** • **Can't trust backups/recoveries** • **Zero budget for data loss although I know it'll happen**
• **How important is it that you data and applications are always available and easily restored?**	• **Extremely important. Our employees are highly collaborative and work in fast paced competitive environment** • **Recovery takes too long** • **I don't trust backup/recoveries**
• **If you saved more than $50,000 over your current back up and recovery costs would that be viewed positively?**	• **I am interested in speeding my environment, cost savings and time savings**

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