

Quest

Quest builds community-driven software solutions that help our mutual customers spend less time on IT administration and more time on business innovation. We help organizations modernize their data centers in order to get to the cloud faster. We also provide the expertise, security and accessibility to grow our customers' data-driven businesses.



Solutions

- **Endpoint Systems Management** – Easy-to-use, fast-to-implement appliances that deliver comprehensive management of network-connected devices
- **Microsoft Platform Management** – Microsoft platform migration, security and management solutions
- **Database Management** – Software tools that simplify complexity and ensure optimal database performance
- **Data Protection** – ZeroIMPACT, full-system, instant-recovery solution that restores data in 15 minutes or less
- **Performance Management** – Comprehensive portfolio of solutions for maximum virtual infrastructure performance, efficiency and availability

COMPETITIVE SUPPLIERS

- Symantec Altiris, LanDesk, Kaseya, IBM BigFix, Microsoft SCCM, Spiceworks, Servicenow, JAMF Software, Flexera, Binary Tre, Share-gate, Veeam, Symantec, Commvault, Unitrends, Barracuda, HPE Data Protector

FISCAL YEAR

February - January

SOURCING | SALES MODEL

Hybrid

PARTNER PROGRAM

Quest Partner Circle Program is committed to delivering programs to drive profitability and increase capability, with ease of doing business.

PRODUCT FIT

- KACE Systems Management and Deployment Appliances
- Microsoft Platform Management solutions
- NetVault
- Rapid Recovery

SERVICE OPPORTUNITIES

- Certified engineers
- One person manages issue through resolution
- Support and portal communities

COMPLEMENTARY SUPPLIERS

Microsoft, VMware

IDEAL END-CUSTOMER PROFILE

- CxO: CIO, CTO, CFO
- IT director/manager
- IT administrator
- Application administrator
- Systems administrator
- Service desk administrator

QUESTIONS TO ASK

- How do you execute system refreshes or new rollouts today? How does that process differ in remote locations? How much time does it take for you to complete system refreshes and new rollouts?
- Do you have clear visibility to all network devices in your environment, including non-computing devices?
- Are you planning a migration to a new version of Exchange, SharePoint or Office 365? What is your greatest concern about migrating?
- What are your data protection challenges (including servers, storage, networking, etc.)?
- How important is it that your data and applications are always available and easily restored?

YEAR ARROW BECAME A DISTRIBUTOR FOR QUEST

2016

Quick Links

- > **Quest Website**
www.quest.com
 - > **Quest Partner Site**
partners.quest.com
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