



Quest

Grow your MSP business with Quest® QoreStor®

See how QoreStor and the Quest Data Protection MSP Program help you expand your MSP business and achieve your profit goals.

The data protection market for managed service providers (MSPs) is expected to reach \$14 billion by 2025 as businesses increasingly seek to convert their capital expenses to operating expenses by adopting subscription-based and outsourced services-based purchasing models. Although that's a great market opportunity, the competition is fierce, making it more important than ever to differentiate your service offerings.

Quest® QoreStor® is a software-defined secondary storage solution, used in the data center and in any cloud. Use QoreStor to complement your data protection service offerings, since it integrates with many of the backup and recovery software solutions you may already use. QoreStor helps you and your clients significantly reduce storage costs via deduplication, accelerate backups via protocol accelerators to reduce risk of data loss, and securely and confidently replicate backups offsite for disaster recovery.

Best of all, QoreStor MSP consumption-based licensing allows you to use QoreStor with no up-front costs, no long term contracts, and no minimum commitments. You only pay for the storage you use.

QORESTOR MSP USE CASES

- Offer increased ransomware protection services with Anomaly Detection alerting and the ability to make data immutable by storing it in the data recycle bin.

Benefits

- Enhance and provide more value through your backup and disaster recovery offerings
 - Increase profitability from new and existing customers
 - Maximize internal and client infrastructure resources to better manage hardware and storage budgets
 - Broaden your services to address both SMB and enterprise client needs
 - Differentiate your business from competitors' offerings
 - Enhance data security with support for object locking and versioning control
 - Add Ransomware protection with Anomaly Detection alerting
 - Supports Veeam® Data Platform v12's direct to object backup
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- Enable Quest® NetVault® Continuous Data Protection (CDP) innovation, providing instant recovery direct from deduplicated storage, helping address business SLAs
 - Reduce the storage footprint in your data center along with the costs of securing your customers' data.

- Offer customers the option to bring their own cloud if data sovereignty is a concern
- Use built-in Cloud Tier technology to provide an optimized, secure and long-term data store for your customers
- Improve backup from the client site to your data center with source-side deduplication
- Securely replicate backups from the client site to a public cloud, including Microsoft
- Azure and Amazon Web Services (AWS), with optimized and secure data transfer

With QoreStor deduplication, you can lower your IT costs and increase profitability as well as differentiate your business from the competition by offering lower service costs

QORESTOR OVERVIEW

QoreStor works with a wide range of backup software, storage devices, virtualization platforms and public clouds:

- **Backup software:** Quest NetVault® and vRanger; CommVault; Veritas; Veeam® Data Platform v12; Dell/EMC and many others
- **Storage:** Dell/EMC, HP, Hitachi, NetApp and more
- **Virtual infrastructure:** VMware, Hyper-V
- **Clouds:** Microsoft Azure, AWS, Google, Oracle, Rackspace, MSP clouds
- **Cloud storage:** AWS S3, Azure Blob Storage, Google, IBM Cloud and Wasabi, support for Scality Artesca S3

For more information on QoreStor, visit the [product page](#).

MSP OUTCOMES

- Enable new cloud options for customers including bring their own cloud storage, widening the scope for target customer opportunities
- Increase security with object locking and versioning control for S3-based data workflows to protect backup data.*

- Enhance ransomware protection with anomaly detection alerting
- Run backup more often to reduce the risk of data loss and business downtime.
- Address ever-tightening backup windows to avoid impact to business systems and the network.
- Reduce storage costs and repurpose budgets for business growth initiatives.
- Address critical disaster recovery needs to avoid long-term business disruption.

MSP SUCCESS STORIES

- [Precisely reduces backup footprint by 85 percent using deduplication](#)
- [Medialine AG Achieves 90% Deduplication and Cuts Archive Storage Costs in Half](#)
- [Sodvin-Fagdata cuts data storage costs by 75% and accelerates backups](#)
- [EDSI avoids appliance capital expenses, offers clients softwarebased disaster recovery](#)

ENHANCING A BAAS BUSINESS

QoreStor also enhances backup-as-a-service (BaaS) businesses. MSPs can:

- Significantly reduce their storage costs by deduplicating backup data
- Manage all instances across all clients via a multitenant software-as-a-service (SaaS)-based console
- Provide optimized backup data movement and management
- Deploy on any hardware or virtual infrastructure including cloud, thanks to this fully software-defined solution*
- Host more customers per QoreStor instance

YOUR CLIENTS' BENEFITS

- Ability to bring their own cloud for data security and compliance purposes

*Prerequisite requirements must be met.
**Works with Quest® NetVault® and BridgeHead only.

- Increase security with object locking and versioning control for S3-based data workflows to protect backup data**
- Enhance ransomware protection with anomaly detection alerting
- Significantly reduce backup storage requirements and costs by as much as 93%
- Accelerate backups to enable more frequent backups and reduce the risk of data loss – with up to 20 TB per hour data ingest throughput
- Back up directly to the cloud for storage cost savings and improved IT productivity
- Securely and confidently replicate backups to the cloud or any remote site for disaster recovery, reducing replication time by up to 10 times or more
- Achieve cost-effective, optimized, long-term data retention that leverages cloud storage using built-in technology
- Comprehensive, free, self-driven training and enablement tailored to your specific needs
- Professional services and instructor-led training for all offerings
- A specialized MSP program team to help simplify and accelerate licensing, engage with MSP partners on new business opportunities and service offerings, and quickly resolve any issues that may occur

Learn more about joining the Quest Data Protection MSP Program by emailing mssp@quest.com today or by visiting quest.com/data-protection-mssp.

THE QUEST MSP PROGRAM

In addition to its award-winning technologies, the Quest Data Protection MSP Program provides MSP training and support, and offers flexible licensing, competitive pricing and financial incentives, so you can focus on growing your MSP business.

We offer:

- Flexible, subscription-based, pay-as-you-grow licensing that allows you to enhance your offerings with support for recurring revenue billing – no high upfront costs
- Attractive, MSP-only pricing with tiered discounts and rebates

EXPERIENCE UNPARALLELED CUSTOMER SUPPORT

With the Quest Data Protection MSP Program, you'll achieve fast time-to-market for your services through comprehensive planning, implementation and management support, tailored to your company's needs. We offer:

- Complete technical support for installation and proof of concept (POCs)