

# Make your data protection MSP business soar with Quest

Attract new customers, achieve your profit goals and confidently meet your clients' backup and disaster recovery needs.



The data protection market for Managed Services Providers (MSPs) is expected to reach \$14B by 2025 as businesses increasingly seek to convert CapEx to OpEx 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.

To consistently win more business, MSPs require a partner who offers a broader feature set with integrated tools that increase capabilities and help grow margin. Focusing solely on cost, and ignoring the value of integrated software solutions that support enhanced services offerings, limits the ability to efficiently and reliably service client needs. This ultimately limits the ability to retain customers and attract new business in a tough, competitive landscape.

Data protection, monitoring, and optimization solutions from Quest Software allow you to differentiate your company to acquire new customers and protect your existing business, while increasing margins and taking advantage of advanced analytical tools to increase efficiency.

The Quest MSP Program delivers a breadth of technologies that address market needs, provides dedicated training and support, and offers flexible licensing, competitive pricing and financial incentives, so you can focus on growing your backup and disaster recovery business. Here's how Quest can help you:

## **GROW YOUR CUSTOMER BASE**

With the Data Protection MSP Program and software-based data protection solutions from Quest, you can differentiate your services, create entirely new offerings and engage new markets – all to help grow sales. We offer:

- A suite of integrated software-based technologies designed to help you create best-of-breed services. No appliances!

## **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



- The ability to enhance your data protection and disaster recovery services with advanced and detailed system monitoring, infrastructure optimization and confident cloud migration scoping and execution.
- Higher value to clients with real cost and resource allocation data for management of their infrastructure on-premises, in the cloud or as they prepare to move to the cloud.

### **INCREASE MARGINS AND PROFITS**

With the Quest MSP program, you not only get proven technologies on which to build your services, you get flexible licensing to help reduce start-up and expansion costs, and MSP-specific rate plans and rebates to maximize profitability and easily scale with you as you grow. 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

- Broad access to the Quest MSP Program for CSPs, MSSPs, ASPs and businesses that provide IT services on behalf of their clients

### **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 POCs
- 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, to engage with MSP partners on new business opportunities and service offerings, and to quickly resolve any issues that may occur

### **QUEST DATA PROTECTION PRODUCTS SUITE**

- **NetVault®** — Cloud-ready data protection for complex hybrid data centers to simplify enterprise backup, recovery and disaster recovery
- **QoreStor™** — Software-defined deduplication and replication that makes backups faster, while significantly lowering backend storage costs
- **Foglight® Evolve** — Hybrid cloud management that simplifies the complexity of data centers, reduces infrastructure costs, and maximizes system performance
- **Rapid Recovery** — Snapshot backup and zero-impact instant recovery allowing uptime in as little as 15 minutes in the event of a failure

Learn more about how you can become part of the Quest Data Protection MSP Program by emailing [msp@quest.com](mailto:msp@quest.com) today, or by visiting: [quest.com/data-protection-msp](http://quest.com/data-protection-msp)

**The Quest Data Protection MSP Program helps you enhance your offerings and deliver your services more reliably, efficiently and confidently.**