

# Bring in more business. Solve more of your customers' problems. Make more profit.

Position your company as a trusted managed service provider with enterprise software solutions and sales enablement tools from the Quest® MSP Partner Program.

What's the best way to grow your revenue as a managed service provider, differentiate your business from the competition, increase profitability and make the most of your limited resources?

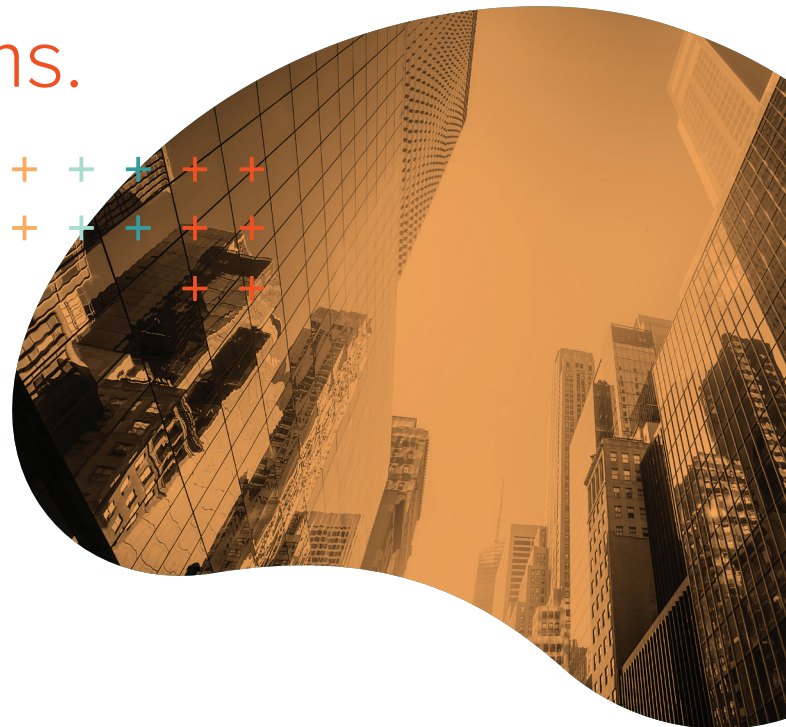
Shift your business into high gear by positioning yourself as a trusted managed service provider with the Quest® MSP partner program. Offer your customers proven solutions in data protection, endpoint management and systems and application monitoring.

Global market demand for managed services is predicted to grow by more than 12 percent annually (CAGR), from USD 215 billion in 2020 to USD 552 billion in 2028.<sup>1</sup> Whether you're a new MSP, a veteran or somewhere in between, the Quest Managed Service Provider partner program can help you get a bigger slice of that pie.

## WHY JOIN THE QUEST MANAGED SERVICE PROVIDER PROGRAM?

Quest has designed the program around the features that managed service providers and their customers want most.

- **Flexible pricing options** — Quest has replaced the high, up-front cost of traditional programs with flexible, subscription-based, pay-as-you-grow licensing. That allows you to enhance your offerings with recurring revenue billing. The program includes MSP-specific, tiered pricing with volume discounts and rebates.



- **Priority support** — Need assistance? Take advantage of complete support from Quest for installation, proof of concept and enhanced support options. Top-tier MSPs with Premier support are paired with a services account manager.
- **Training and enablement** — The program includes cost-free, comprehensive, self-driven product training and sales enablement. Quest also offers professional services and instructor-led training for each software solution.
- **Go-to-market collaboration and co-selling support** — Quest helps you plan for and implement its solutions with your customers. A specialized managed service provider team helps simplify and accelerate licensing for new business opportunities and service offerings, quickly resolving any issues that may arise. Quest MSPs enjoy access to market development funds (MDF) and partner branding.

<sup>1</sup> Managed Services Market Size, Share and Trends," Grand View Research, May 2021, <https://www.researchandmarkets.com/reports/5351651/managed-services-market-size-share-and-trends>

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## SOLVE YOUR CUSTOMERS' IT PROBLEMS WITH OFFERINGS FROM A SINGLE VENDOR

Most of all, Quest offers one-stop shopping for the solutions to your customers' most urgent IT needs.

### MANAGE CLOUD AND DATA CENTER

#### Reduce infrastructure costs with Quest Foglight®

**Evolve.** A holistic approach to hybrid cloud management simplifies data center complexity and optimizes system performance so you can maximize profits. Foglight Evolve reduces complexity in the IT environment, despite an ever-increasing mix of clouds, hypervisors and applications.

#### Resolve performance problems fast with Quest

**Foglight for Databases.** SQL Server and Oracle database performance problems need to be resolved quickly, and root cause needs to be identified and resolved. Foglight for Databases reduces mean time to resolution, helping maintain levels of service to customers by diagnosing performance bottlenecks with deep dives into queries and resource utilization, and automated query tuning.

### PROTECT SYSTEMS AND DATA

#### Back up highly diverse IT environments with Quest

**NetVault®.** Give your customers system and data protection across a broad spectrum of operating systems, virtualization platforms, applications and backup targets. NetVault lets you safeguard data wherever it resides, including in physical, virtual and cloud environments.

#### Offer fast, simple backup and restore with Quest

**Rapid Recovery.** Get your SMB customers with simple IT environments back to uptime — systems, apps and data; physical, virtual or cloud — in 15 minutes or less. With Rapid Recovery, you can backup and restore anything to anywhere with no impact on users. Plus, point-and-click cloud connectivity allows you to easily replicate your customers' apps and data for disaster recovery.

#### Reduce backup time and storage requirements with Quest

**QoreStor®.** This software-defined secondary storage solution works with most major backup products and significantly reduces storage

requirements and cost, both on-premises and in the cloud. It accelerates backups and connects your customers' data to the cloud faster and more easily. QoreStor also replicates faster and more safely to the cloud for data archiving and disaster recovery.

## MANAGE AND SECURE ENDPOINTS

### **Manage any network-connected device with Quest KACE® Systems Management Appliance.**

Provide security for and insight into your customer's endpoints. Manage their service desk and help them get a handle on their software spend. KACE Systems Management Appliance provides automated, endpoint-related administrative tasks, inventory of all hardware and software, and patch management for mission-critical applications and operating systems. It helps reduce the risk of a breach and improves software license compliance.

**Centralize and automate imaging with Quest KACE Systems Deployment Appliance.** Automate large-scale systems deployment across your customers' environments, whether onsite or remote endpoints. KACE Systems Deployment Appliance is a virtual solution for provisioning and administering master system images and driver updates on diverse hardware platforms.

**Take charge of mobile and modern devices with Quest KACE Cloud Mobile Device Manager.** Offer your customers the insight and control to easily enroll iOS, macOS, Android and Windows 10 devices. Build a comprehensive inventory, configure devices and secure the content on them, regardless of device ownership. Implement cloud-based, modern device management with your customers in a matter of days to secure devices without delay.

## MANAGE DOCUMENTS

**Provide error-free document scanning over the network with Quest RemoteScan®.** Help your customers retain important documents. RemoteScan turns any TWAIN- or WIA-compliant document scanner into a RDP scanner. Your customers can access scanners connected to workstations running in Terminal Server (TS)/Remote Desktop Session

Host (RDSH), VMware, Citrix or Microsoft Azure environments – without compromising network security or creating shares.

## GET STARTED!

Hundreds of managed service providers worldwide partner with Quest to bring in more business, solve more of their customers' problems and make more profit. It's time for your company to join them.

Quest's MSP licensing enables you to build and enhance the services you offer without incurring up-front fees, so you pay for only the services you use. With decades of in-depth product experience and industry best practices, Quest pre-sales and professional services teams are ready to help you install, configure and start making money with Quest solutions.

[Learn how you can qualify for the Quest Managed Service Provider partner program.](#)

## About Quest

Quest creates software solutions that make the benefits of new technology real in an increasingly complex IT landscape. From database and systems management, to Active Directory and Office 365 management, and cyber security resilience, Quest helps customers solve their next IT challenge now. Around the globe, more than 130,000 companies and 95% of the Fortune 500 count on Quest to deliver proactive management and monitoring for the next enterprise initiative, find the next solution for complex Microsoft challenges and stay ahead of the next threat. Quest Software. Where next meets now.

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