

Quest Partner Circle

Your IT Management Choice For Driving Up Incremental
Revenue, Margin and Customer Satisfaction



We are eager to extend the scope of the Quest solutions we provide to our customers, and we are encouraged by Quest's commitment to building a channel program that will support our efforts to expand our market penetration.

BRANDON WORRELL
DIRECTOR OF BUSINESS DEVELOPMENT
SOLUTIONS II

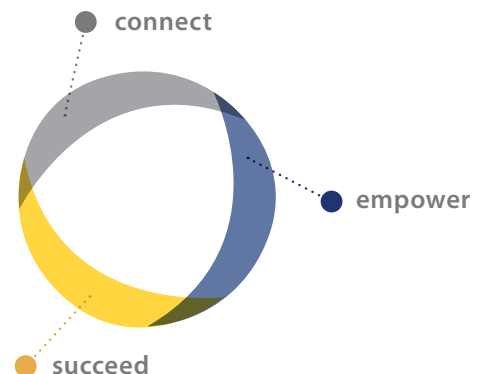
Perfectly Positioned to Give You the Best Chance at Success

When it comes to choosing IT vendors, you might think your choices are limited to two types of companies: big, stable vendors that have broad, integrated solution suites, but are slow to innovate and difficult to navigate; or smaller, more focused vendors that offer innovative solutions but have unclear futures and limitations in solution breadth, support and services. We provide the best of both worlds. Established in 1987, Quest is a financially strong and pioneering vendor that will be around for the long term. With more than 60 offices around the world and 100,000 customers across all major horizontal and vertical segments, Quest boasts a rich array of more than 150 tools and solutions with targeted capabilities. But we also deliver more innovation, faster time to value, and stronger ROI than the mega vendors could ever provide. Quest is the ideal vendor choice because our unique position opens the door to \$16.7 billion in market potential—without any risk.

The Quest Partner Circle: Get Connected, Empowered and Succeed More Than Ever Before

The Quest Partner Circle is a unified partner program that provides unparalleled opportunities for its reseller, referral and distribution partners around the world. Through a transparent, predictable engagement model, our program enables you to sell the breadth of Quest's solution offering to drive up incremental revenue, margin and customer satisfaction. Our robust partner program will keep you informed, prepared, and supported through a combination of expert training, sales tools, attractive incentives, and technical and marketing support and resources. As a member of the Quest Partner Circle, you will:

- Connect with your customers in new and exciting ways, elevating conversations and leveraging the full depth and breadth of Quest solutions for higher-than-ever profits.
- Be empowered with marketing tools and programs, strong discounts and incentives, and both sales and technical training in seven solution specializations.
- Achieve success by expediting sales cycles and building deeper relationships with your new and existing customers.



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Three Levels of Engagement to Match Your Commitment

When you become part of the Quest Partner Circle, you join more than 4,500 partners worldwide of all types and sizes. From value-added resellers and regional partners to system integrators and referral partners, our partner community sells both point products and complete solution offerings from Quest. We work closely with you to meet the unique needs of your customers. We recognize that you're not well served by a one-size-fits-all approach to a vendor/partner relationship. That's why Quest Partner Circle is a tiered program that enables partners of all types and sizes to succeed with three levels of engagement—Registered, Premier or Elite. The program benefits are structured to recognize your level of investment in and contribution to selling solutions that drive our mutual success.

REGISTERED PARTNER

As a registered partner, you do not have revenue, contractual or training requirements. You simply source Quest solutions from your distribution channel of choice and benefit from standard product discounts. Quest also provides Registered partners access to the Quest partner portal, which includes access to the Quest Partner Learning Center (PLC), as well as standard technical support.

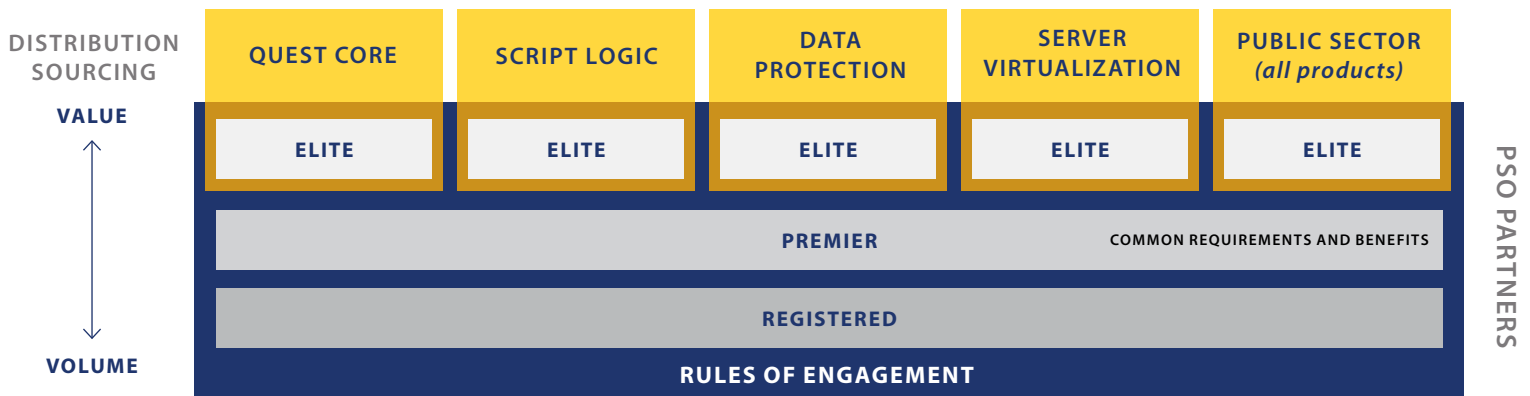
PREMIER PARTNER

As a Premier partner, you will meet established goals for revenue and basic industry competencies that prepare you to succeed in key technology segments. You will also earn certifications on Quest solutions, further bolstering your chances for successful partnership. In return, Quest offers significant product discounts as well as marketing support to help you drive interest and demand in the marketplace. That support includes marketing plans and campaign development for the top partners at this level.

ELITE PARTNER

As an Elite partner, you are committed to meeting top revenue expectations, attaining advanced levels of industry competency, and securing supplemental Quest certification. In return, Quest provides you with our top product discounts, executive-level technical support, collaborative business planning, and a host of marketing benefits that include MDF, campaign planning and development, and tactical execution from a Quest management resource. In addition, you will gain the opportunity to join Quest's annual partner conference and participate in our Circle of Trust partner advisory council.

Quest Partner Circle Program Definition





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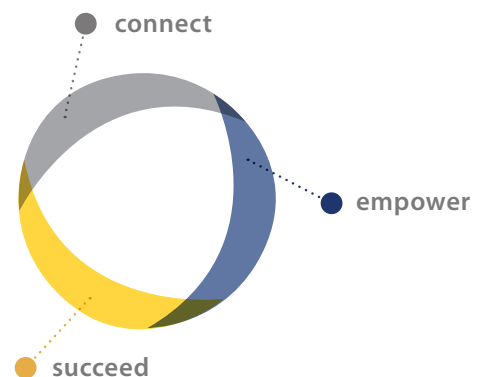
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REGISTERED

PREMIER

ELITE

PROGRAM BENEFITS

Access to Quest Products	Via Distributor	Via Distributor	x
Channel Account Management	Via Distributor	Shared	Dedicated
NFR Licenses	Via Distributor	Via Distributor	x
Partner Advisory Council		x	x
Annual Partner Summit		x	x
Access to Technical Resources		x	x
Product Discounts or % Margins	Via Distributor	Via Distributor	x
Referral Fee Eligible	x	x	x
Net-New Customer Acquisition Bonus		x	x
Professional Services Discounts		x	x
Special Bid Pricing		x	x
Special Promotional Opportunities	x	x	x

SALES RESOURCES AND TOOLS

Case Studies and Success Stories		x	x
Competitive Information		x	x
Customer Evaluation Software		x	x
Deal Registration	x	x	x

SUPPORT BENEFITS

Phone and Online Support	x	x	x
Service Case Submission and Tracking	x	x	x
Business Critical Support		x	x
Executive Level Sponsorship			x

TECHNICAL RESOURCES & SUPPORT

Training	x	x	x
Access to Partner Learning Center (PLC)	x	x	x
Sales Training	x	x	x
Pre-Sales Training	Recommended	x	x
Implementation Training		x	x
Access to Quest Cloud Computing Platform		x	x
Certification		x	x

MARKETING BENEFITS

PartnerZone Portal Access	x	x	x
Partner Communications	x	x	x
Access to Partner Marketing Manager		x	x
Product Roadmap Briefings		x	x
Marketing Plan Assistance from Quest		x	x
Marketing Development Funds (MDF) Program		x	x
Joint Marketing/Co-Branded Materials & Campaigns		x	x
Joint Promotional Marketing Campaigns		x	x



Benefits That Deliver a Powerful Revenue Model

The Quest Partner Circle creates a powerful revenue model for your business. First, you gain access to Quest's global resources, technology and support that help you to shorten the sales cycle and sell profitably to the right prospects and existing customers. Plus, you receive product discounts based on your level—Registered, Premier, or Elite—as well as specialization discounts earned by achieving technical competency in one of seven areas of Quest solution specialization. And by registering deals and winning your registered deals, you will receive yet another incremental discount—and this all adds up to money in the bank!

Join the Inner Circle: the Quest Partner Circle!

Quest Partner Circle empowers you to address your evolving customer requirements and grow your business! Through a transparent, predictable model that enables unique partner engagement, Quest Partner Circle enables you to drive profitable revenue streams from the breadth of Quest solutions while building a strong foundation for customer engagement and satisfaction. Join Quest Partner Circle today!

To learn more about the Quest Partner Circle or to complete a partner application form, go to www.quest.com/qpc.



Scan this QR code to go to
www.quest.com/partnercircle

Quest has been a phenomenal partner over the years because of its channel-friendly approach and tremendous array of solutions that have helped DLT to provide powerful solutions to our government end users. I'm excited about the Quest Partner Circle program because it will take Quest's partner program to the next level and provide an enablement model that is truly scalable.

CHRIS DEWEY
VICE PRESIDENT DLT SOLUTIONS



ABOUT QUEST SOFTWARE

Quest Software (Nasdaq: QSFT) simplifies and reduces the cost of managing IT for more than 100,000 customers worldwide. Our innovative solutions make solving the toughest IT management problems easier, enabling customers to save time and money across physical, virtual and cloud environments. For more information about Quest solutions for administration and automation, data protection, development and optimization, identity and access management, migration and consolidation, and performance monitoring, go to www.quest.com.

QUICK FACTS

- \$767 million total revenue generated in 2010
- \$493 million in cash is available for investments
- R&D investment accounts for 18.5% of revenues
- 100,000 customers served worldwide (87% of the Fortune 500)
- More than 60 offices established in 23 countries

INDUSTRY LEADERSHIP

- 2010 Microsoft Gold Independent Software Vendor (ISV), Silver Virtualization Partner, and Silver Unified Communications Partner
- Two-time winner, Microsoft Global ISV Partner of the Year Award
- 2010 Notes Migration Partner of the Year Finalist 2010 and 2011 winner of ACE Achievement in Excellence Award for Customer Satisfaction