Office 365 Solutions for MSPs

Move, manage and secure all workloads across your clients' Office 365 tenants



Organizations moving to Office 365 still rely on partners like you for migration and onboarding. But what about after the migration? As an MSP in this competitive market, you need to continually seek ways to offer new, value-added services for Office 365 to help clients maximize their investment and create a recurring revenue model for your business.

Office 365 is a complex set of applications to manage and secure. Managing a cloud environment is different in myriad ways from on-prem. Aside from continuous tenant-to-tenant consolidations, your clients now must learn the intricacies of managing Azure and Azure AD, plus multiple Office 365 workloads.

Microsoft takes ownership of platform security, but it's up to your clients to assign permissions properly, set up effective governance, and promptly spot and investigate suspicious user behavior. While native tools and PowerShell scripts are free of charge, they are not free of effort or risk, which puts your clients at high risk of security incidents and failed audits.

WHAT YOU CAN DO ONLY WITH QUEST

Quest is the go-to software vendor for everything Microsoft. With Quest Office 365 solutions for MSPs, you can expand beyond just migration into ongoing management and security of all of your clients' critical workloads — Office 365, Azure AD, Teams, SharePoint Online, OneDrive for Business and Exchange Online. Our market-leading solutions are backed by global, award-winning, 24x7x365 support.

While other vendors can do one or two things, or support one or two platforms, no one else even comes close to the breadth and depth that Quest provides. This enables you to differentiate your Office 365 services, create entirely new services and engage in new markets — all to help grow sales.

YOUR GO-TO OFFICE 365 MIGRATION SOLUTION

Help your clients onboard to Office 365 up to 10x faster and with ZeroIMPACT. Quest offers migration planning and consolidation solutions to address almost any Office 365 migration scenario:

- Active Directory cleanup
- Office 365 tenant to tenant (Teams, SharePoint Online, OneDrive for Business, Exchange Online and Azure AD)
- Box/Dropbox/Google Drive/File Shares to OneDrive for Business
- On-premises SharePoint and Exchange to Office 365

QUEST FAST FACTS

Industry-leading experience

- 184M AD accounts managed
- 166M user accounts audited
- 99 petabytes of SharePoint data supported
- 95M AD accounts migrated
- · 74M mailboxes migrated

Microsoft awards and recognition:

- 2019 Partner of the Year Finalist Healthcare
- Over 20 CoSell-approved solutions available globally
- Top 5 ISV for CoSell wins and ACR in FY19
- 2018 US ISV Partner of the Year: Winner's Circle
- Microsoft Preferred Partner for Content Services







Gartner

2019 Market Guide for Cloud Office Migration Tools

Quest is the only vendor with 40 out of 40 features and functionalities supported.

Gartner, Market Guide for Cloud Office Migration Tools, 28 February 2019 Gavin Tay, Adam Preset, Joe Mariano

YOUR GO-TO OFFICE 365 MANAGEMENT SOLUTION

The moment your client's Office 365 environment comes alive, you need to be able to manage it effectively. With Quest, you can use automation (versus PowerShell) to simplify Office 365 management and administration tasks, reducing manual effort and complexity.

License management – Gain complete visibility into Office 365 licenses to achieve optimal utilization. Get detailed license reports based on Microsoft APIs. These reports contain comprehensive and significant license information in an intuitive dashboard to help proactively manage license usage, license costs and O365 productivity.

Group management – Get full control of Azure AD, Office 365 and hybrid AD groups across your organization — all in a single application — to mitigate security and compliance risks caused by group sprawl and access creep.

Backup and recovery – With Quest solutions, you can protect cloud and hybrid environments with secure backups and fast, comprehensive recovery of Azure AD and Office 365 data, including Azure AD users, groups, attributes, B2B/B2C accounts and configurations, SharePoint Online content, OneDrive files and more.

YOUR GO-TO OFFICE 365 SECURITY SOLUTION

Quest solutions help you improve your client's security posture and protect their data across your Office 365 and Azure AD environments to combat today's complex threat landscape and increasingly stringent mandates.

Auditing – Consolidate event data from on-prem and Office 365 workloads for a single view of activity across your hybrid environment. Track all configuration, user and administrator changes made in AD, Azure AD, Exchange Online, SharePoint Online and OneDrive for Business.

Security reporting – Keep your complete Office 365 and Azure AD environment secure and compliant. Comprehensive access assessments and built-in reporting provide deep visibility into Azure resources, users, groups, permissions and much more.

Governance – Reduce risk, maintain compliance and take control of who can do what in SharePoint Online with comprehensive policy enforcement. Automatically control access privileges and usage of SharePoint features such as versioning, file upload limits, site quotas and site templates. Save time by delegating control to discrete site administrators or power users.

HOW QUEST WORKS WITH MANAGED SERVICE PROVIDERS

With the Quest MSP program, you can build up a monthly or annual recurring revenue stream by offering ongoing Office 365 services and solutions that meet client needs and align to your own business model. You not only get proven technologies on which to build your Office 365 services, you get flexible, subscription-based, pay-as-you grow licensing and attractive, MSP-only pricing with tiered discounts and rebates.

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. Quest Software. Where next meets now.

Contact us today. Visit www.Quest.com/MicrosoftMSP for questions and pricing.

Quest

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