Grow your MSP business with Quest® NetVault®

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

The data protection market for managed services providers (MSPs) is expected to reach $14 billion by 2025 as businesses increasingly seek to convert capital expense to operational expense 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 NetVault provides cloud-ready data protection for hybrid data centers with complex IT infrastructures. Its purpose-built MSP features and multi-tenant architecture make it easy for MSPs to manage hundreds of large enterprise environments. Its dual-role management interface allows MSPs to not only easily manage backup and recovery, it enables you to provide access to your clients so they too can perform NetVault tasks.

And to help reduce storage requirements and cost, NetVault integrates with Quest QoreStor software-defined deduplication, and supports Data Domain DD Boost for data deduplication.

NETVAULT MSP USE CASES

- Back up from Client site to MSP site with source-side deduplication

- Back up file servers and applications running in Azure and AWS clouds

- Back up direct to cloud*

- Replicate backups from Client site to MSP site/cloud with source-side deduplication*

- Replicate backups from Client site to public cloud (e.g., Azure and AWS) with source-side deduplication*

*Requires Quest QoreStor

BENEFITS:

- Ease backup and recovery to increase staff productivity

- Provide more value through your backup and disaster recovery offerings

- Increase profitability from new and existing customers

- Reduce Total Cost of Ownership (TCO)

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NETVAULT OVERVIEW

NetVault simplifies backup and recovery for large, complex IT environments. With NetVault, you can protect a massive number of servers containing petabytes of data — from one web-based console. It delivers high-performing yet easy-to-use comprehensive features to protect a wide range of applications running on both physical and virtual environments in the data center, remote offices and in the cloud.

NetVault also provides strong data security with CAST-128, AES-256 and CAST-256 encryption and is certified for FIPS 140-2 Level 1. Its unique catalog search makes restoring files quick and easy and Bare Metal Recovery (BMR) enables full system recovery.

- **Operating Systems**: Windows, most Linux platforms, Solaris, AIX, HP-UX and MAC

- **Applications**: Office 365, Exchange, SQL, SharePoint, Oracle, SAP, SAP HANA, DB2, PostgreSQL, MySQL, Domino, Sybase, Teradata and more

- **Virtual Infrastructure**: VMware, Hyper-V, and Nutanix AHV

- **Clouds**: Integrates with most public and private clouds. NetVault is also available through Microsoft's Azure marketplace.

- **Extensive storage options**: Supports a wide range of storage targets, including disk arrays, tape libraries and third-party deduplication appliances. Get advanced data protection for information stored on NAS devices.

For more information on NetVault, visit the product page

YOUR CLIENTS' OUTCOMES

With NetVault, your Clients can:

- Protect diverse, complex hybrid IT environments, from on-premises databases to cloud delivered SaaS.

- Reduce business downtime due to system outages and data loss/damage.

- Address critical disaster recovery needs to avoid long-term business disruption.

- Ensure data is safely stored where it is required, through cross-site protection and optimized replication.

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.

You get:

- Flexible, term-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 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, 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 msp@quest.com today, or by visiting: quest.com/data-protection-msp

NetVault and the Quest Data Protection MSP Program helps you attract new customers and achieve profit goals.

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