



Solve Everyday IT Challenges Faster and Easier with Quest

NOW MORE THAN EVER, organizations need to work smart and improve efficiency. Quest Software creates and supports smart systems management products—helping our customers solve everyday IT challenges faster and easier. That means our customers' teams will be more productive and their core critical systems will perform better.

Since 1987, more than 100,000 customers worldwide have partnered with Quest to improve their IT efficiency. In fact, the top companies in several industries depend on Quest to help them manage their critical IT systems (see *The Best Depend on Quest* on page 10). With more than 60 offices around the world, and with the help of our partner network, Quest serves customers in just about every industry and of every size.

Our Customers Come First



AT QUEST, what's most important to us is focusing on our customers.

We treat our customers with fairness and honesty—and we support them relentlessly. We strive to earn our customers' trust every day, whether it's through building intuitive products that do what we say they do, addressing technical issues with speed and accuracy, or identifying the most pressing IT challenges and helping customers solve them.

In addition, our customers tell us that they're very satisfied with the support we provide, as well as with our experts who guide them every day.

“Quest has really gone above and beyond and provided us with a partnership rather than just a point source for software.”

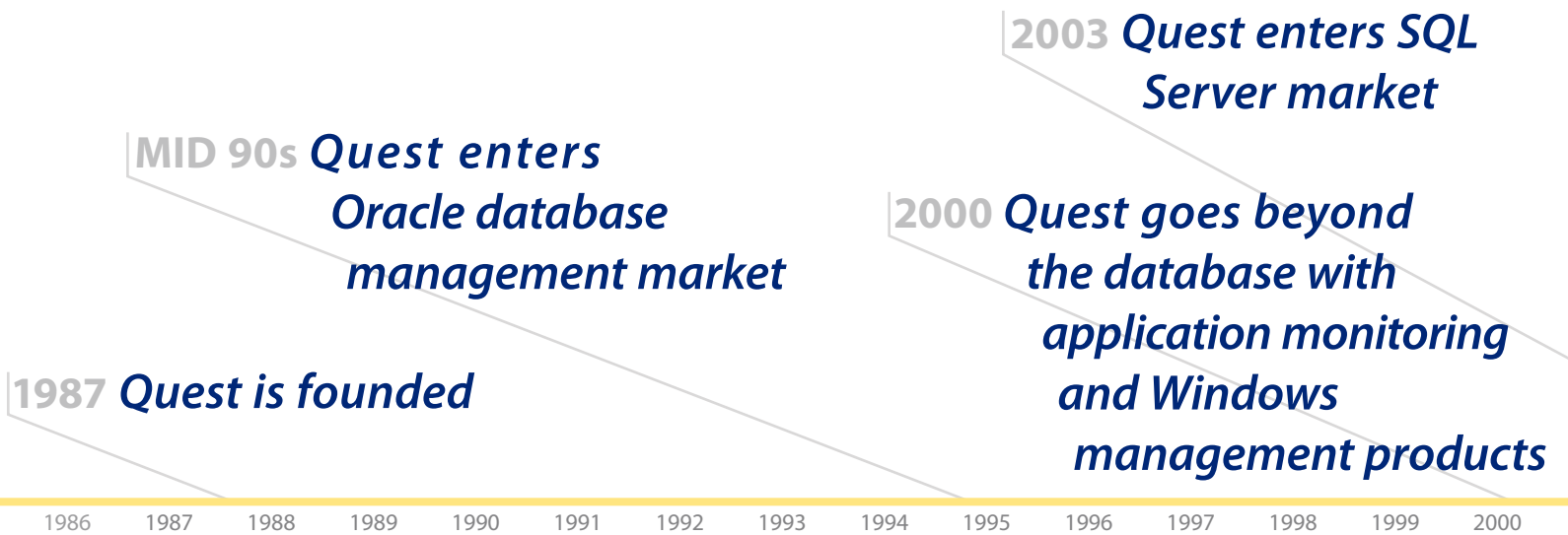
—David Wascom, CIO & VP of IT Services, Summit Electric Supply

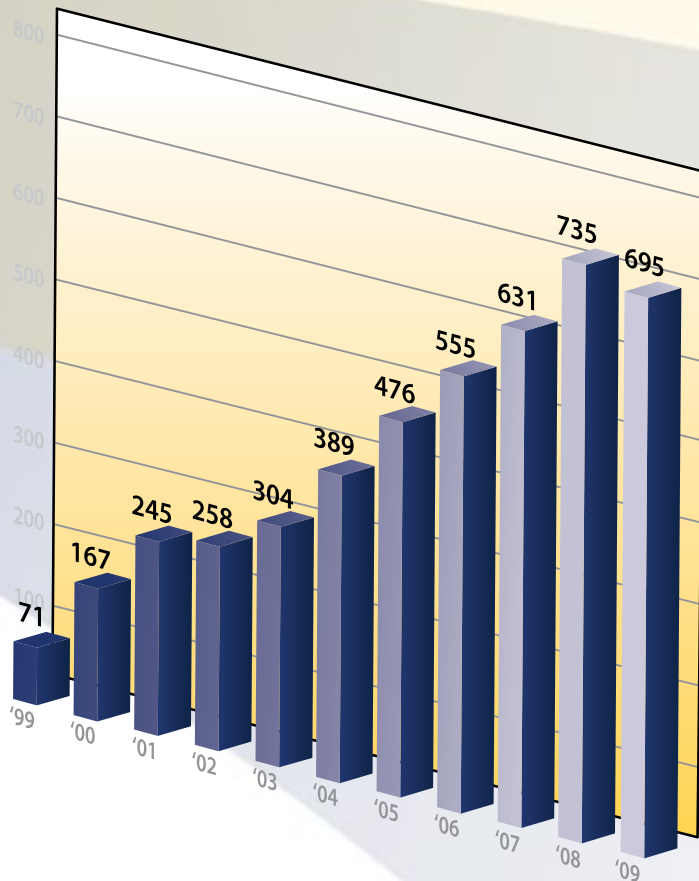
Focused on Progress

FOR MORE THAN 20 YEARS, Quest has focused on anticipating our customers' systems management challenges and providing smart products to address them. Through the years, we have focused on identifying critical systems that have management gaps. And, we have invested in developing and acquiring best-of-breed products to bridge those gaps.

Today we are a leading provider of smart systems management products that help our customers manage their critical applications, databases, Windows infrastructure and virtual environments.

The combination of our proven, award-winning software and strong customer and partner relationships makes Quest a smart, reliable technology partner.





ANNUAL REVENUES
(IN MILLIONS USD)

Long-term Stability

QUEST IS a stable, global company that has been in the systems management market for more than 20 years. Quest believes that our proven history will give us the strength and stability to stand the test of time.

2007 Quest enters virtual desktop infrastructure market

2007 Quest enters SMB market and adds desktop management products

2008 Quest bolsters its server virtualization management capabilities by acquiring Vizioncore®

2005 Quest extends into Linux/Unix management markets

2008 Quest extends its portfolio for managing complex Microsoft infrastructures by acquiring NetPro®

2002 2003 2004 2005 2006 2007 2008 2009 2010 2011 2012 MILESTONES

Industry Partnerships and Recognition

OUR INDUSTRY PARTNERS are among the world's leading technology vendors and channel partners. Quest's application and software expertise, combined with our partners' industry and technical knowledge, is a tremendous value add for our customers.

Over the years, Quest has received numerous industry awards and accolades. Quest has twice been named Microsoft's Global ISV Partner of the year – a prestigious honor that only one other company besides Quest has achieved since the award's inception.

In addition, Quest has been a repeat winner of Best of Tech·Ed awards, *SQL Server Magazine's* Editor's Best and Community Choice awards, *Windows IT Pro* Editor's Best and Community Choice awards, *Redmond Magazine's* Readers' Choice awards, and TechTarget Products of the Year awards.

Industry analysts also continue to recognize our solutions. In fact, Forrester¹ and Gartner^{3,4} have ranked Quest in the top 5 of IT Management software vendors. And Quest has been highly ranked in each of the markets we serve.

Quest is positioned in the Leaders Quadrant of Gartner's Magic Quadrant for Application Performance Monitoring²

Gartner ranked Quest #2 worldwide in the server virtualization marketplace based on total software revenue for 2008³

Gartner ranked Quest #4 worldwide and #1 in North America in database management software marketplace based on total software revenue for 2008⁴

Quest was recognized as a leader in the identity and access management market by IDC⁵



Smart Systems Management

CUSTOMERS RELY on Quest's people, products and partners to help them manage their critical applications, databases, Windows infrastructure and virtual environments.

WINDOWS MANAGEMENT

Our Windows management solutions simplify, automate, secure and extend the Microsoft infrastructure, as well as integrate non-Windows systems into a managed environment. Our solutions support: Active Directory, Exchange, Office Communications Server, SharePoint, SQL Server, System Center, Windows Server and PowerShell.

DATABASE MANAGEMENT

In its early days, Quest was all about solutions for databases. And still today, our Toad® development tool is unmatched, serving more than 1 million users. It's just one of our market-leading database management products designed to improve DBA and developer productivity, as well as boost database performance. Quest offers database

management products for Oracle, SQL Server, DB2, MySQL and Sybase.

APPLICATION MANAGEMENT

Our goal in application management is to help our customers improve their top- and bottom-line results using application performance monitoring and change management for the dynamic data center. Whether our customers are aggressively virtualizing, outsourcing to public clouds, or operating a more traditional environment, Quest offers application and services management solutions for their most important investments.

VIRTUALIZATION MANAGEMENT

Quest has been building an impressive virtualization management product portfolio for the past five years. We are now the largest independent virtualization management vendor with 20,000 customers. Our heterogeneous solution spans from desktop to server to storage. We focus on simplifying management of the virtual environment, so our customers can benefit from reduced costs and increased flexibility.

does not endorse any vendor, product or service depicted in the Magic Quadrant, and does not advise technology users to select only those vendors placed in the "Leaders" quadrant. The Magic Quadrant is intended solely as a research tool, and is not meant to be a specific guide to action. Gartner disclaims all warranties, express or implied, with respect to this research, including any warranties of merchantability or fitness for a particular purpose.

3. Gartner, "Market Share: X86 Server, Virtualization Software Market, Worldwide, 2008," Alan Dayley, July 2009
 4. Gartner Dataquest, "Market Share: IT Operations Management Software, Worldwide 2008," Rene Millman, June 2009
 5. IDC, Worldwide Identity and Access Management 2009 – 2013 Forecast and 2008 Vendor Shares, July 2009

Putting Our Expertise to Work

SUPPORT, SERVICES, TRAINING AND KNOWLEDGE OUR CUSTOMERS CAN TRUST

Providing a solid product is only the first step in delivering the full value of our customers' IT investments with Quest. That's why we also offer a wide range of top-notch support, implementation and education services, as well as other knowledge sources. Quest consistently delivers premium people, processes and products to maximize the return on our customers' enterprise IT investment.

RESEARCH AND DEVELOPMENT

We believe that strong research and product development capabilities are essential to enhancing our core technologies and developing additional products. That's why we invest a significant portion of our cash flow into R&D, and just over one-third of our employees work in product development, quality assurance or technical documentation roles. Our key software engineers and developers have expertise in Oracle technologies, Java, Microsoft infrastructure technologies, ERP and CRM systems. We dedicate a significant amount of our R&D efforts to ensure Quest products work consistently within heterogeneous IT environments.

QUEST SUPPORT

We are passionate about our goal to deliver world-class support to our customers. Quest Support provides global coverage from highly skilled professionals committed to our customers' satisfaction, plus options to choose a level of support which accommodates the unique needs of their organization. In addition to outstanding technical support, Quest customers receive access to SupportLink, which serves as a single source for all their technical support needs. This self-service support portal provides access to new releases and service packs, along with product documentation and the ability to search our extensive Knowledgebase. SupportLink also allows customers to log and manage all support cases online, giving access to Support wherever and whenever our customers need it.



“We couldn't have done our migration without Quest. The Professional Services team was flexible and pulled out all the stops to install the solution in record time.”

—Bruce Jefferies
IT Manager
Barbon Insurance Group

Professional and Education Services

For more Quest success stories, visit www.quest.com/customers

PROFESSIONAL SERVICES

Quest's Professional Services Organization helps customers successfully use Quest solutions to achieve their technology and business goals. With more than 5,000 implementations, our Professional Services consultants, together with our partners, rapidly and successfully implement and integrate Quest solutions into complex environments. Our customers benefit from:

- Maximum business impact, from consultants with expertise in mapping business objectives to Quest solutions
- Minimum cost and business risk by deploying software correctly the first time
- Exposure to IT industry best practices that our experts have acquired through years of experience with Fortune 500 companies

EDUCATION SERVICES

Quest instructors and course designers are committed to ensuring greater productivity, effectiveness and product satisfaction among our customers. We meet these commitments by providing performance-based training that is relevant, timely and cost-efficient. Our instructors bring years of industry experience and in-depth product knowledge to every class they teach. Our customers can learn best practices, tips and tricks, and ways to optimize functionality based on their business requirements. Whether training is part of a deployment plan or needed to educate new hires, Quest's on-site, off-site and online course offerings provide flexible options for a variety of audiences and budgets.

Fast Facts

YEAR FOUNDED 1987

IPO 1999

NASDAQ TICKER QSFT

EMPLOYEES Approximately 3,400 worldwide

INDUSTRY PARTNERSHIPS

- **Microsoft** Gold Certified Partner
- **VMware** Technology Alliance Partner
- **Oracle** Partner Network Certified Partner
- **Dell**
- **SAP** Software Partner
- **Accenture**
- **Sun** Solution Provider
- **Avanade**

CUSTOMERS 100,000 worldwide

THE BEST DEPEND ON QUEST

The following top companies rely on Quest products to improve their IT efficiency

10 out of the top 10

- Banks
- Chemical Companies
- Retailers
- Conglomerates
- Telecommunication Companies
- Car Manufacturers
- Pharmaceutical Companies
- Food, Drink & Tobacco Companies
- Insurance Companies
- Healthcare Equipment Companies
- Capital Goods Manufacturers

9 out of the top 10

- Aerospace Companies

8 out of the top 10

- Business Services
- Construction Companies

7 out of the top 10

- Hospitals



ABOUT QUEST SOFTWARE, INC.

Now more than ever, organizations need to work smart and improve efficiency.

Quest Software creates and supports smart systems management products—helping our customers solve everyday IT challenges faster and easier. Visit www.quest.com for more information.



5 Polaris Way, Aliso Viejo, CA 92656 | PHONE 800.306.9329 | WEB www.quest.com | E-MAIL sales@quest.com
If you are located outside North America, you can find local office information on our Web site.

© 2010 Quest Software, Inc.
ALL RIGHTS RESERVED.

Quest Software, NetPro, Toad and Vizioncore are registered trademarks of Quest Software, Inc. in the U.S.A. and/or other countries. All other trademarks and registered trademarks are property of their respective owners.
BRC-CorporateBrochure-20100303-KJ