

Quest Software

Business Strategy

Matt Vitale

VP Sales, Worldwide Data Protection

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Stability, Capability and Innovation

Small Problems
Simple Products

Solve Big Problems
Simple Products

Big Problems
Complex Products

VEEAM
solarwinds
BinaryTree
SPICEWORKS™
idera™



bmcsoftware
ca
IBM
hp
ORACLE®

Market Presence



Industry Leaders Depend on Quest

Finance	Retail	Telecom	Healthcare	Automotive	Public Sector	Technology
   	   	  	   	  	   	   

As Well As Thousands of Mid-Sized Companies

JOHNS HOPKINS
UNIVERSITY



BRASFIELD
& GORRIE
GENERAL CONTRACTORS



PacifiCare®



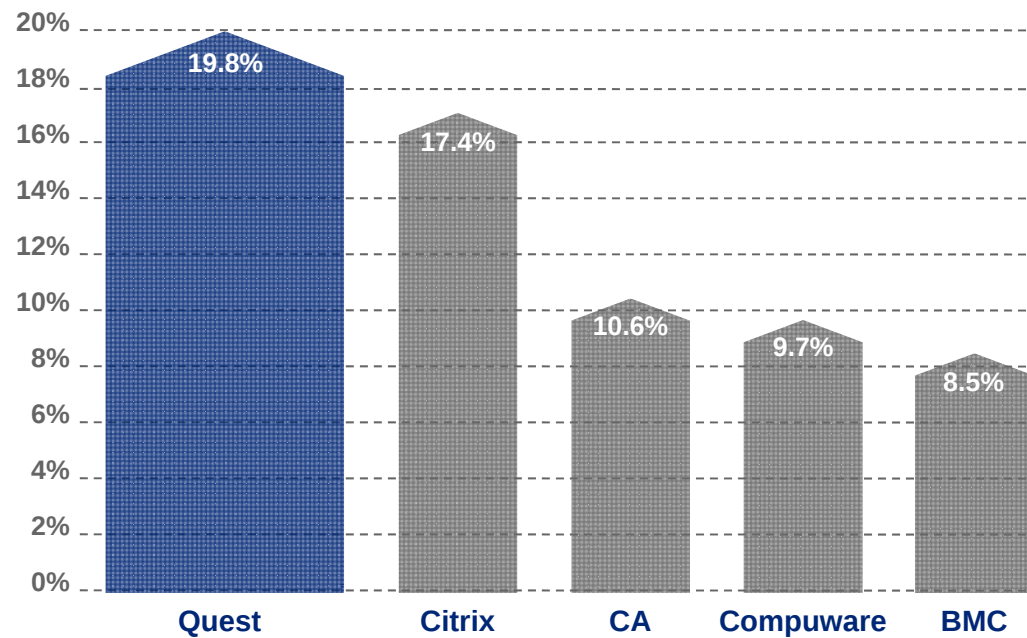
TeliaSonera

3RFkredit



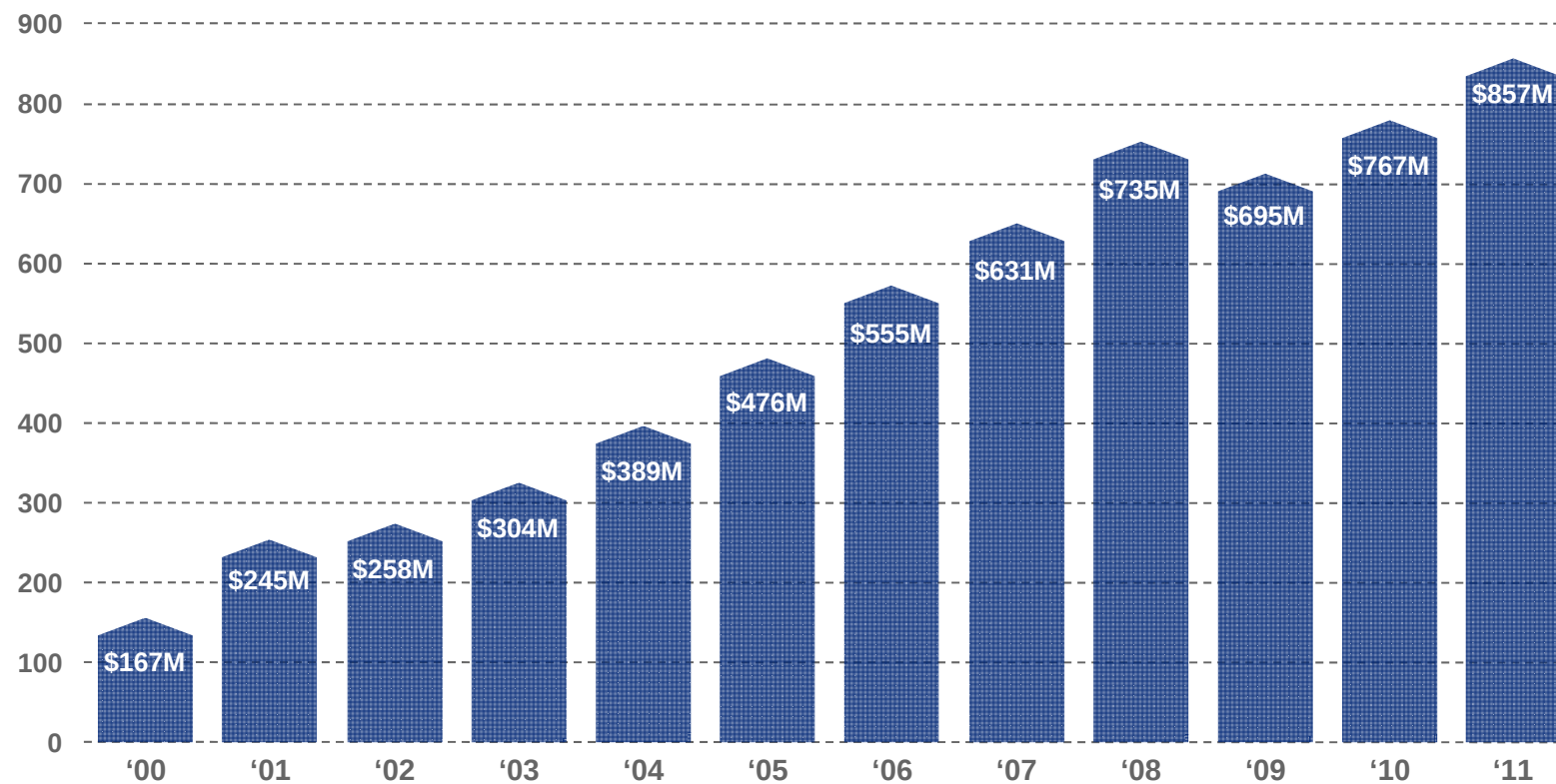
Investing in Innovation

To support continued innovation, Quest invests an industry-leading 19.8 percent of revenues back into R&D operations.



As reported in each company's public filing for the most recent complete fiscal year; updated December, 2011

Financial Strength



2011 Financial Summary

- Total revenues increased 13% to \$245.9 million during the quarter and 11.8% to \$857.4 million for the full year.
- For the quarter, license revenues increased 8% to \$105.6 million and total services revenues were up 18% to \$140.3 million.
- For the full year,
 - license revenues were up 5%,
 - maintenance revenues were up 15% and
 - professional services grew nicely at 24%.
- Total pro forma expenses increased 7% to \$179.1 million during the quarter, 17% to \$689.1 million for the full year.
- Revenue in the Americas was 60% of total revenue in Q4 vs. 40% in the rest of the world.
 - For the full year, revenue outside the Americas expanded from 34.6% of worldwide revenues in 2010 to 38.6% in 2011.

“Surround the Platform” Strategy (‘99 – ’10)

vmware®

Organic

#3 in Virt Mgmt
(IDC, 2011)

Microsoft®

Acquisitions

ISV of the Year
(‘04, ‘07)

ORACLE®

Organic

\$200M



\$800M

Quest Today – Our Market Position

- Large customer base with significant market share
 - Deep platform expertise
- A few years ago, we began to change:
 - Different set of competitors
 - Changed our acquisition focus
 - Sales model shifts
 - Marketing focus – more attention on analysts
 - Significant R&D investments in core platform

How to Drive Quest to the Future

- We will **continue to dominate our traditional markets:**

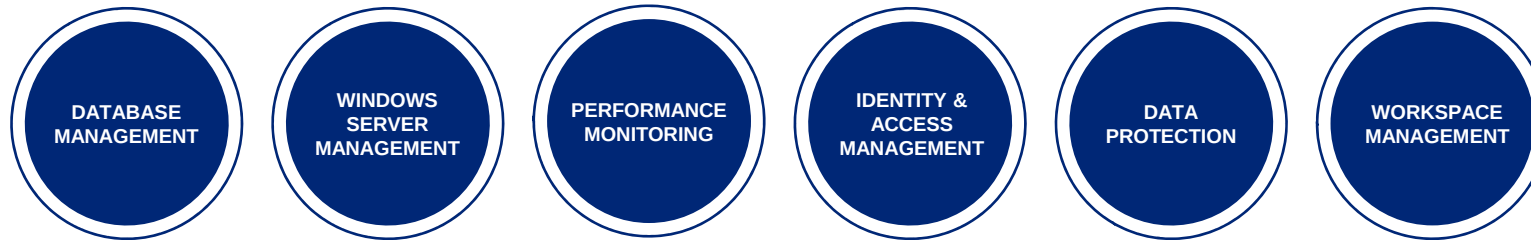


- While transitioning from the “surround the platform” strategy into **broader IT management markets:**



The Right Solutions on the Right Platforms

SOLUTIONS



PLATFORMS



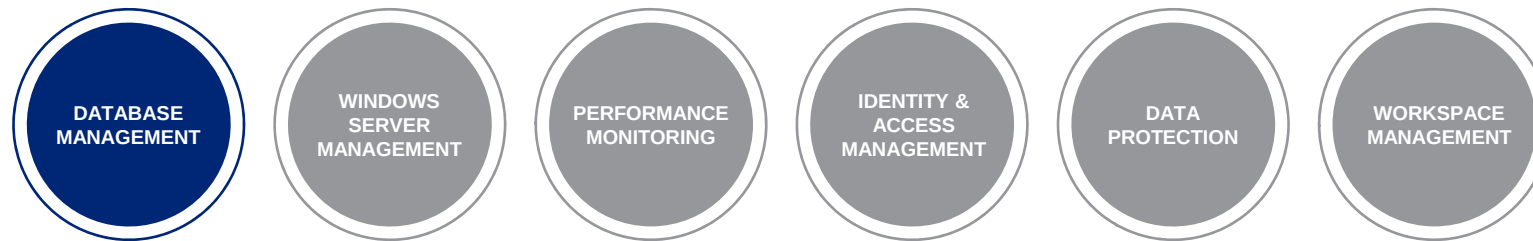
PHYSICAL | VIRTUAL | CLOUD

Acquisitions Over The Last Two Years



Database Management

SOLUTIONS



CAPABILITIES AND BENEFITS

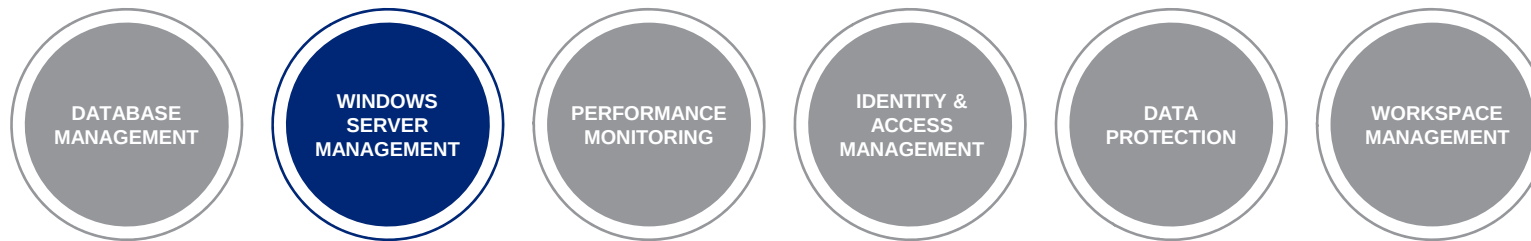
- Automation lowers management costs and increases skills of developer, DBA, and analyst roles
- Extensive support for RDBMSs and emerging Hadoop/NoSQL data stores
- Visualize data across disparate sources without BI burden of migrating or duplicating data
- Data replication enables HA, real-time reporting, and offers a lower cost alternative to native Oracle tools

Quest[®] Toad[®]

PHYSICAL | VIRTUAL | CLOUD

Windows Server Management

SOLUTIONS



CAPABILITIES AND BENEFITS

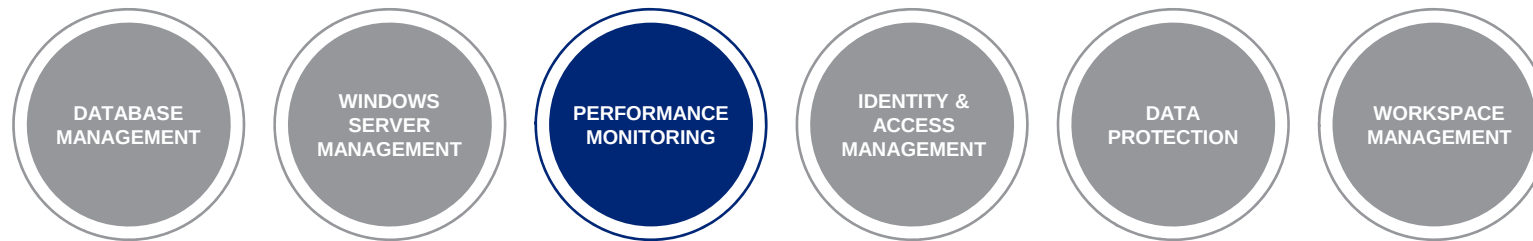
- Improves administrator productivity and service levels to end-users
- Migrates and consolidates data with ZeroImpact to the business, lowering risk and cost
- Helps IT organizations satisfy compliance requests and focus on higher-priority projects sooner
- Provides the most complete Windows experience available outside of Microsoft itself

Quest® Windows Server Management

PHYSICAL | VIRTUAL | CLOUD

Performance Monitoring

SOLUTIONS



CAPABILITIES AND BENEFITS

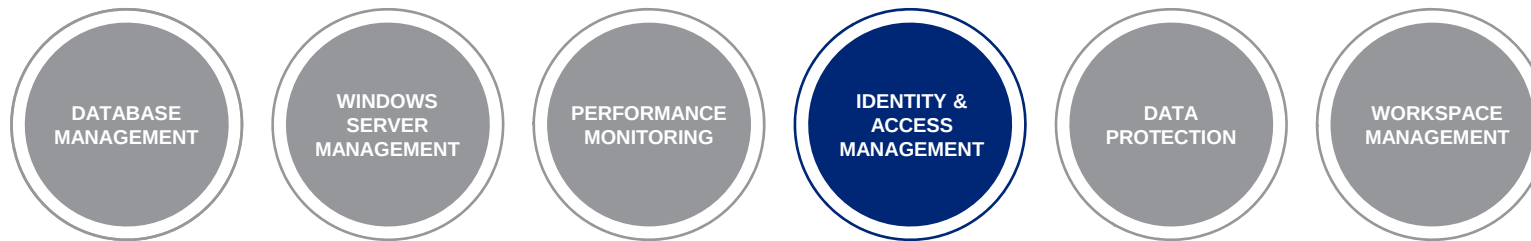
- Monitor service level impact then diagnose and resolve performance issues
- Manage the quality of the user experience to minimize support costs
- Correlate issues directly to underlying infrastructure components for faster MTTR
- Integrated services view up and down the stack for better visibility and control

Quest® Foglight

PHYSICAL | VIRTUAL | CLOUD

Identity and Access Management

SOLUTIONS



CAPABILITIES AND BENEFITS

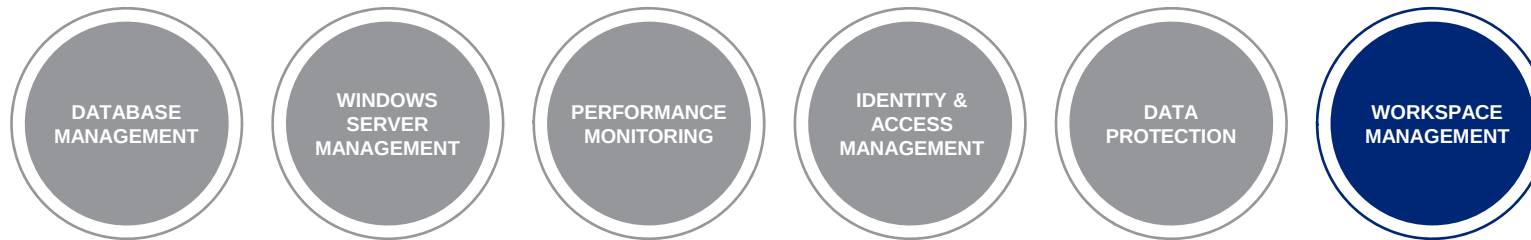
- Controls access to corporate data and resources to enforce policies and comply with regulations
- Role-based policies to ensure IT is properly aligned with business needs
- Scalable architecture easily adapts to evolving business requirements
- Cloud & virtualization ready to accommodate future infrastructure needs

Quest[®] One

PHYSICAL | VIRTUAL | CLOUD

Workspace Management

SOLUTIONS



CAPABILITIES AND BENEFITS

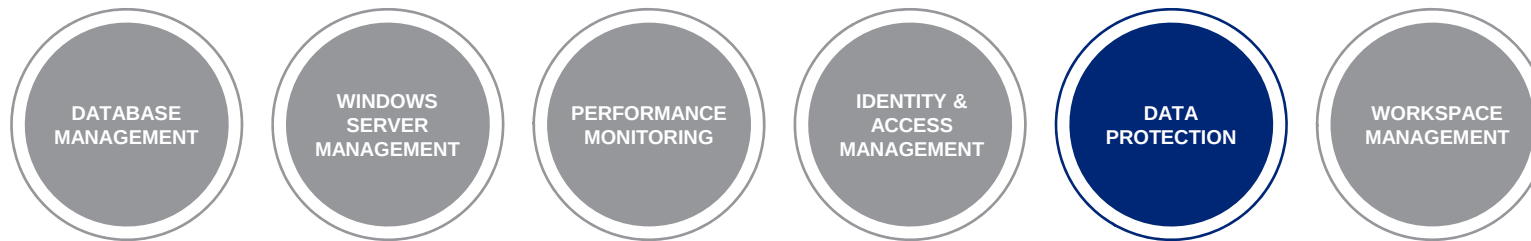
- Deploy Windows 7 and IE updates with minimal disruption
- Make Apple and other new devices work in Windows-centric environments
- Centrally manage and deliver physical and virtual desktops and applications
- Increase productivity by providing user freedom while maintaining IT control

Quest[®] Workspace

PHYSICAL | VIRTUAL | CLOUD

Data Protection

SOLUTIONS



CAPABILITIES AND BENEFITS

- Best-of-breed backup and recovery solutions for physical and virtualized applications
- Heterogeneous platform support - VMware, Unix, Windows, Linux, SQL Server and more
- Deep application-level recovery to minimize downtime and resume applications quickly
- Enterprise-class deduplication - reduce backup data by up to 90%

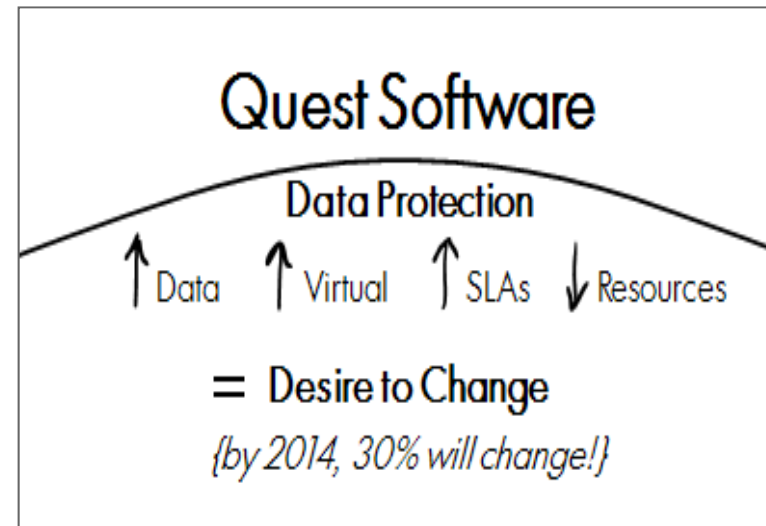
Quest® NetVault

PHYSICAL | VIRTUAL | CLOUD

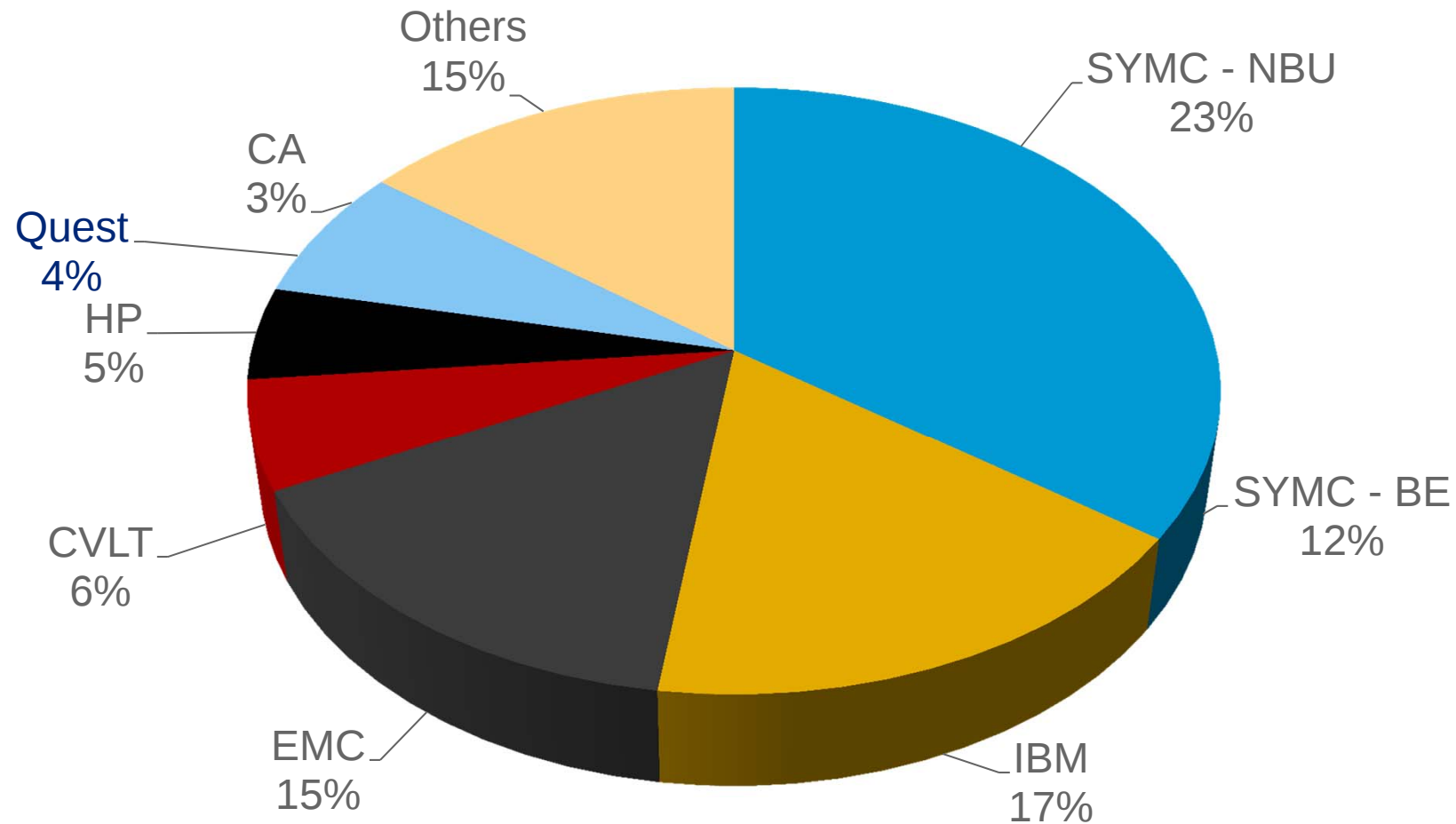
Data Protection

BU Strategy:

- Leader “application-aware” data protection
- Leader in virtualization
- Win with an integrated offering that has breadth and depth of functionality – Unified Data Protection (UDP)



Backup Vendor Portfolios – Full Year 2010



Gartner

Davie Russell, Gartner Data Center Summit, December 2011

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Quest Japan

- APJ continues to show nice growth
- Great Quarter! Q3 for NetVault...
- NetVault Backup was recently **ranked #1 for Linux backup** in Japan by IDC

“Simplicity means you can tackle tough IT challenges easier and faster, saving your organization a lot of time and money.”

Vinny Smith, Chairman and CEO, Quest Software

