

Quest Software Japan

With partners always

代表取締役社長

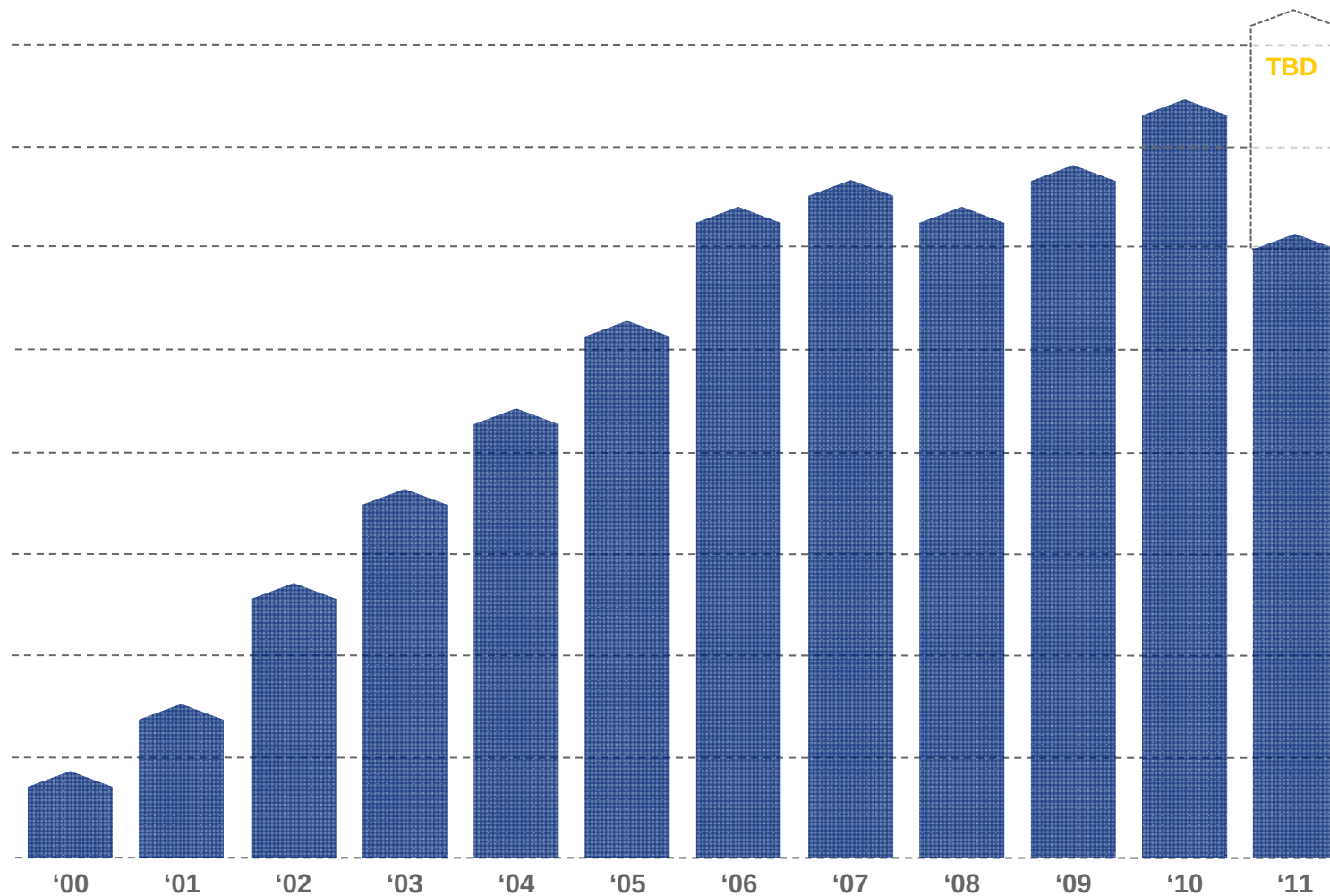
大越 大造

2012年2月17日

2011年Quest/BakBone合併

1. 1月 USにてQuest Software がBakBone Software を買収
2. 4月 旧クエストメンバーの西新宿オフィスへの引越
3. 7月 日本子会社が合併し日本クエスト・ソフトウェア株式会社へ社名変更
4. One Teamとして旧クエスト製品、旧バックボーン製品を相互に取扱う営業/パートナー体制の構築
5. 営業同様、旧クエスト製品、旧バックボーン製品を相互に担当するサポート体制の構築
6. 新しい販売代理店様、ならびに既存の代理店様との新規製品の契約
7. 永久ライセンス、期間ライセンス、使用料/サービス料課金といった新しいライセンス制度
8. 日本のマーケットに対する注力製品の選定

日本クエスト・ソフトウェア売り上げ



2012 Japan Product List

- vRanger
- vFoglight
- vFoglight Storage
- vWorkspace

Virtualization
Management

- Foglight
- vFoglight
- vFoglight Storage

APM

- SharePlex for Oracle
- Space Manager with LiveReorg
- Toad for Oracle
- Spotlight

Database
Management

- NetVault Backup
- NetVault FastRecover
- vRanger

Data
Protection

- Migration Manager for Active Directory
- Migration Manager for Exchange
- Notes Migrator for Exchange
- Notes Migrator for SharePoint
- Migrator for Could Email
- Migration Suite for SharePoint

Migration

Migration

- Migration Manager for Active Directory
- Migration Manager for Exchange
- Notes Migrator for Exchange
- Notes Migrator for SharePoint
- Migrator for Outlook Email
- Migration Suite for SharePoint

Migration



QUEST SOFTWARE NAMED A
FINALIST FOR THE MICROSOFT
NOTES MIGRATION PARTNER OF
THE YEAR AWARD



2011 PARTNER OF THE YEAR
Notes Migration
Finalist

ZEROIMPACT MIGRATION



- Total Solution: 準備、移動、共存、管理、統合
- Cloud, Office 365

The screenshot shows the Quest Software website header with navigation links: Products, Solutions, Services, Support, Download, Shop, Partners, About. Below the header is a banner for ZeroIMPACT Migration. The banner features a large yellow '0' in the center, with the words 'ZERO DATA LOSS', 'ZERO DISRUPTIONS', 'ZERO OVER BUDGET', and 'ZERO COMPETITION' arranged around it. To the left of the '0', there is text describing the migration process and two buttons: 'Read White Paper' and 'Download Trial'.

This graphic is a detailed version of the ZeroIMPACT Migration banner. It includes the Quest Software logo at the top left. The main heading is 'ZEROIMPACT MIGRATION' in large, bold letters. Below the heading, it says 'No headaches. No hassles. No surprises.' To the right of the heading is a large yellow '0'. To the right of the '0', the words 'ZERO DATA LOSS', 'ZERO DISRUPTIONS', 'ZERO OVER BUDGET', and 'ZERO COMPETITION' are listed. Below the heading, there is a section titled 'Discover ZeroIMPACT Migration' with a paragraph of text and a 'Lorem Ipsum' button. To the right of this section is a list of topics. At the bottom, there is contact information for Quest Software Pty Ltd and an email address.

QUEST SOFTWARE
Simplicity At Work™

ZEROIMPACT MIGRATION

No headaches.
No hassles.
No surprises.

ZERO DATA LOSS
ZERO DISRUPTIONS
ZERO OVER BUDGET
ZERO COMPETITION

Discover ZeroIMPACT Migration

More than 30 million users migrated. Have a ZeroIMPACT migration to Office 365 with simply the best in the business — Quest Software. Quisque odio ante, posuere nec sollicitudin eros et justo pulvinar tempormollis lobortis ante sed placerat. Phasellus sed erat non mi ultrices pulvinar.

[Lorem Ipsum](#)

Lorem ipsum dolor sit, [consectetur adipiscing elit](#). Proin purus blandit mi, sit amet iaculis ante elementum quis.

Topics Include:

1. Functionality right out of the box
2. Customization for advanced monitoring of devices, OS and applications
3. Introduction to the Big Brother user community where more than 1,000 pre-written customizations

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Brisbane: (07) 3023 5101
Canberra: (02) 6243 4849

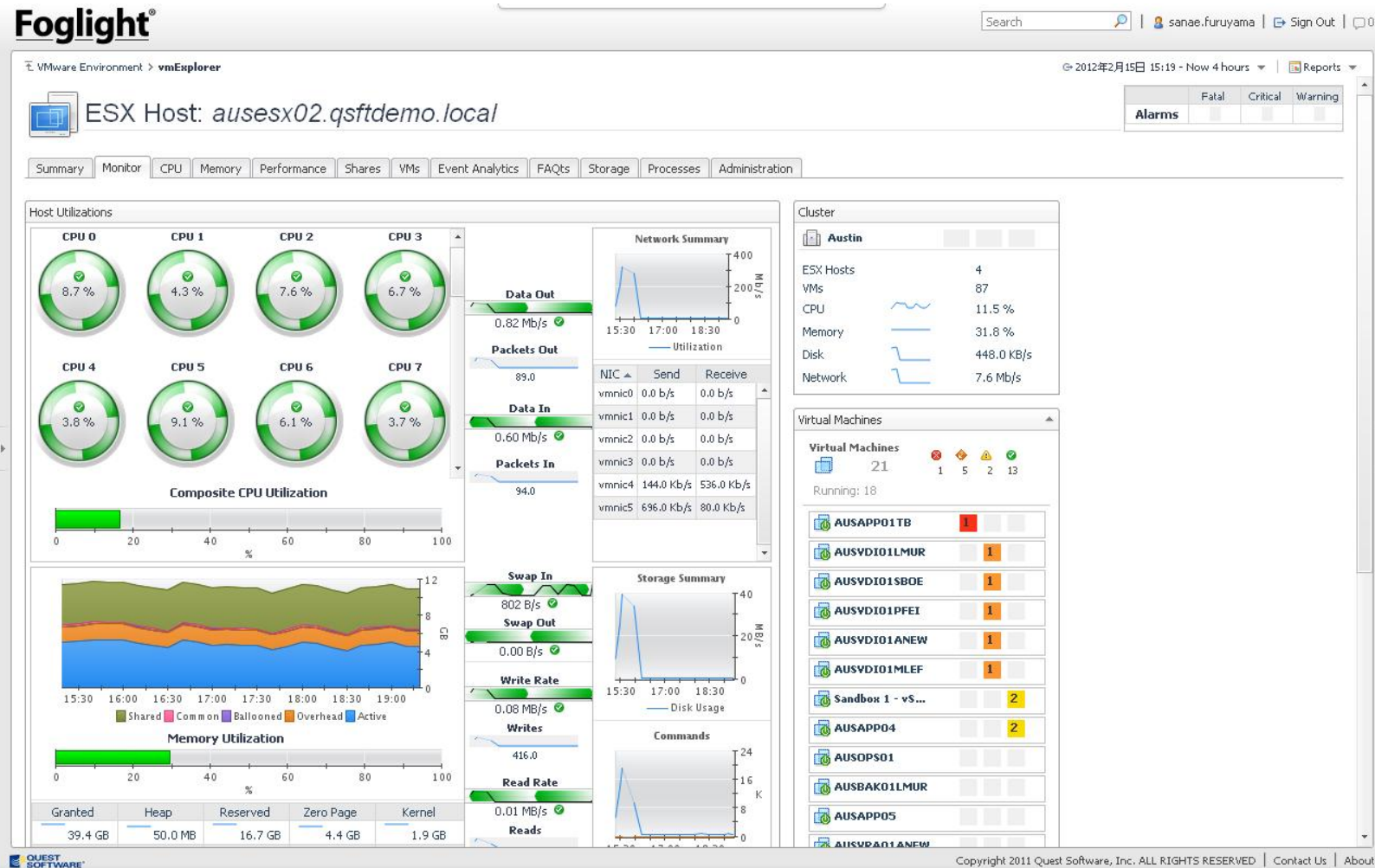
If you do not wish to receive future promotions directly from Quest Software, please forward this e-mail to unsubscribe@quest.com; please note that there is a separate opt-out procedure to be removed from the list from which this email originated.

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Performance Monitoring

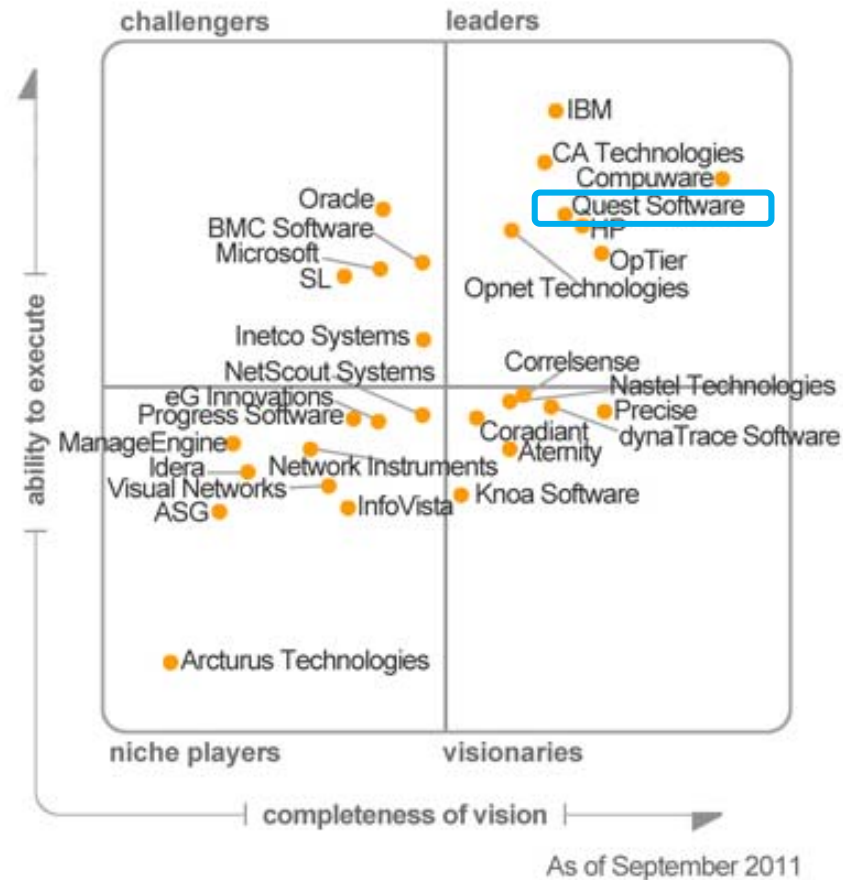
- Foglight
- vFoglight
- vFoglight Storage

Foglight



Foglight

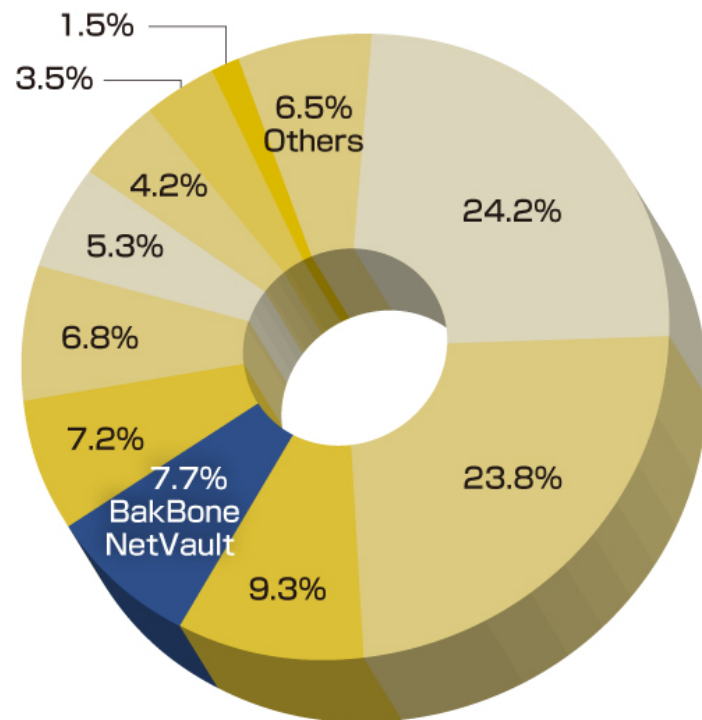
Quest Named a Leader, in
Gartner's 2011 Magic Quadran
for Application Performance
Monitoring



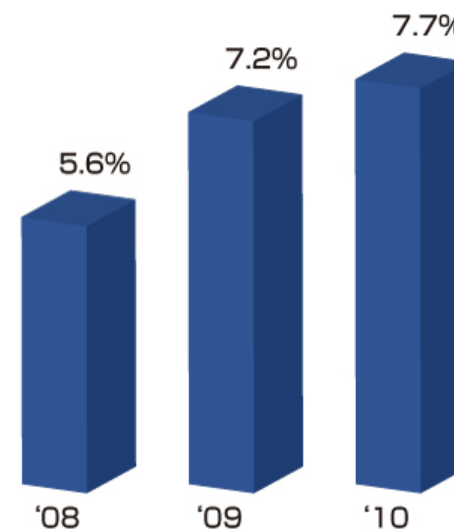
Data Protection

- NetVault Backup
- NetVault FastRecover
- NetVault Ranger

国内データ保護／リカバリーソフトウェア市場 IDC調査結果：2010年実績 － 全OS稼動環境 (メインフレームを除く) －



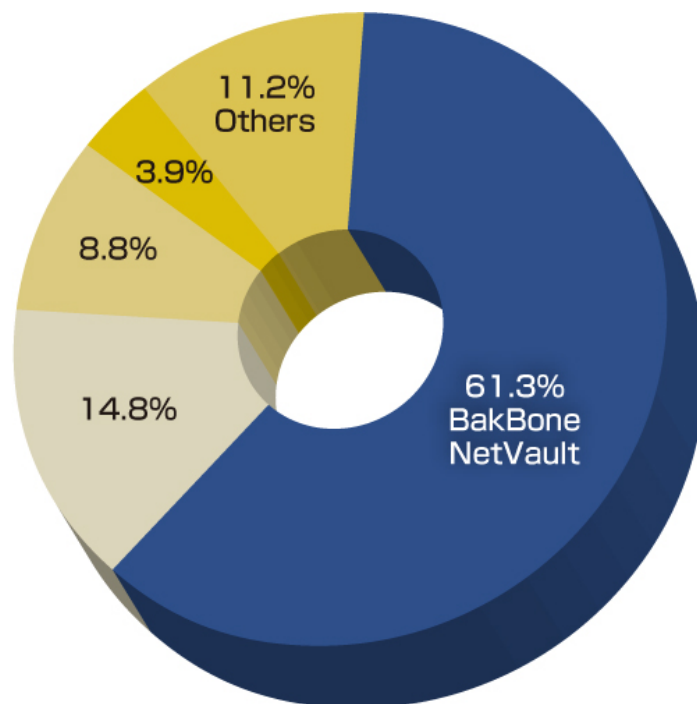
過去3年間のBakBoneの実績



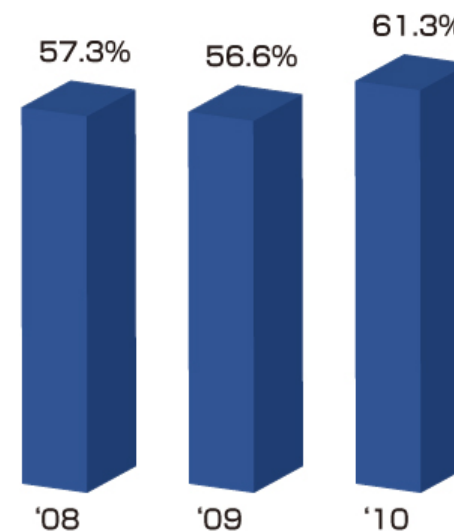
Source: IDC Japan, June 2011

「国内ストレージソフトウェア市場2010年の分析と2011年～2015年の予測：
東日本大震災による影響を考慮 (#J11440103)」

国内データ保護／リカバリーソフトウェア市場 IDC調査結果：2010年実績 - Linux稼動環境 -



過去3年間のBakBoneの実績



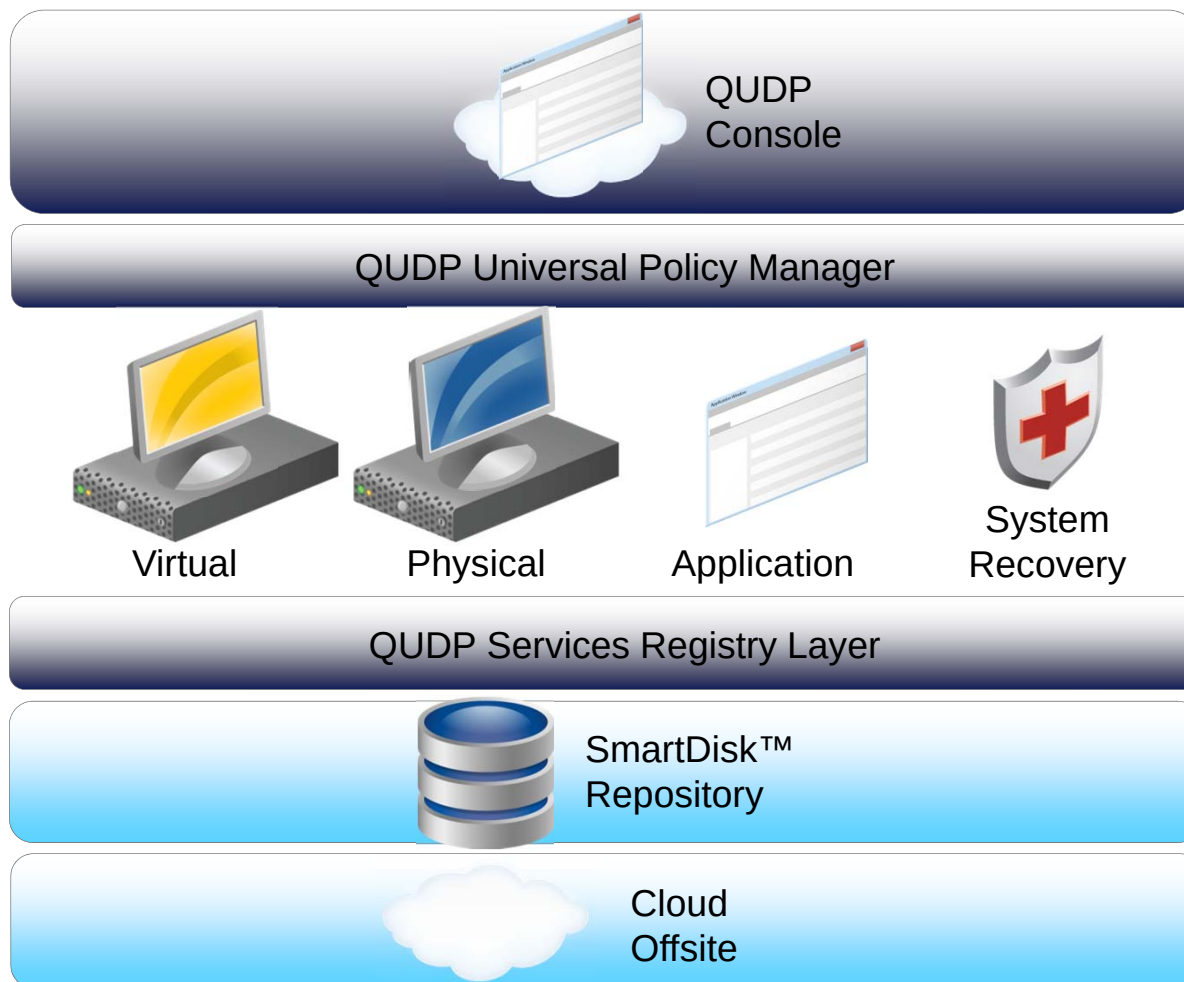
Source: IDC Japan, June 2011

「国内ストレージソフトウェア市場2010年の分析と2011年～2015年の予測：
東日本大震災による影響を考慮 (#J11440103)」

Quest Unified Data Protection (QUDP)

- Phase 1
 - QUDP Services Registry 発表
 - NetVault Backupとの連携
 - NetVault SmartDiskとの連携
 - vRangerとの連携
 - QUDPコンソールの発表
- Phase 2
 - Cloud Optionのリリース
 - Recovery Manager製品群の連携
- Phase 3
 - QUDP Universal Policy Managerのリリース
 - Chargeback optionのリリース

Quest Unified Data Protection (QUDP)



My Private Infrastructure

OVERALL SUMMARY

JOB

Search



100
KB/SEC

100
TIB

300
TIB

500
TIB

100

2000

150

30

TYPE:

ALL

BACKUP

RESTORE

REPLICATE

SLA:

ALL

GOLD

SILVER

BRONZE



My Private Infrastructure

OVERALL SUMMARY

JOB

Search



100
KB/SEC

100
TIB

300
TIB

500
TIB

100

2000

150

30

TYPE:

ALL

BACKUP

RESTORE

REPLICATE

SLA:

ALL

GOLD

SILVER

BRONZE



Information

100
KB/SEC

100
TIB

300
TIB

500
TIB

Actions

TYPE:

ALL

BACKUP

RESTORE

REPLICATE

SLA:

ALL

GOLD

SILVER

BRONZE



Atlanta

Close

SLA Editor

Search



✕ Delete

+ Create

ALL
300

GOLD
110

SILVER
90

BRONZE
45

CUSTOM
55

ASSIGNED
210

UNASSIGNED
90

🏅	SLA Name	30	🔴
🏅	SLA Name		🟢
🏅	SLA Name		🔴
🏅	SLA Name		🟢
🏅	SLA Name		🔴
🏅	SLA Name		🔴
🌟	SLA Name		🔴
🏅	SLA Name		🔴

🏅 SLA Name

30 Groups Assigned

Description

Lorem ipsum dolor sit amet, consectetur adipiscing elit. Nulla hendrerit magna facilisis arcu imperdiet et rhoncus ipsum malesuada. Aliquam a turpis non purus lacinia vulputate vel egestas felis. Suspendisse sed orci a enim bibendum varius at, hendre

RTO : Daily
RPO : 6 Hours
Support Leve : Level 1

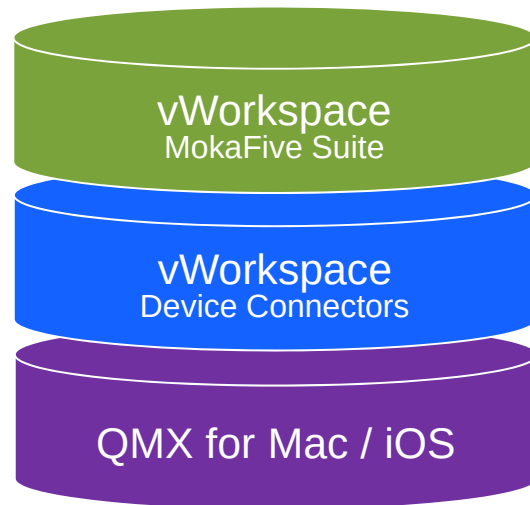


- vRanger
- vFoglight
- vFoglight Storage
- vWorkspace

Virtualization Management

UWM Solution “Stack”

Apple in a Microsoft enterprise



Best in Class Offline VDI Solution for Win 7 on Apple Mac OS Devices

Hosted Virtual Desktop Solution for Win 7 on all Apple Devices (incl. iPads)

Extend MSFT System Center reach to include Apple Mac / iOS Devices

With partners always

USD857M

- License USD337M
- Service USD520M

世界で認められた製品群

- 多数のAwardの受賞
- 調査会社からの評価

拡大し続けるマーケット

- 仮想環境(Server, Desktop)
- データプロテクション
- マイグレーション

New Technology

- Could
- Big data

