

Grow your MSP business with Quest® Rapid Recovery

See how Quest Rapid Recovery 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 \$14B by 2025 as businesses increasingly seek to convert CapEx to OpEx 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.

Rapid Recovery is a snapshot-based backup and recovery solution for IT organizations that demand fast recovery time and granular recovery points to keep business going and reduce risk of data loss. Its purpose-built MSP features and multi-tenant architecture make it easy for MSPs to manage hundreds of small and medium-sized client environments.

Rapid Recovery provides data deduplication to reduce storage costs in your clients' data centers, your own data center, as well as in the cloud. You also get built-in replication to replicate client backups to your data center and to the cloud for disaster recovery planning.

RAPID RECOVERY MSP USE CASES

- Back up from client site to an MSP site
- Back up direct-to-cloud
- Back up file servers and applications running in Azure and AWS clouds
- Replicate backups from client site to an MSP site/cloud
- Replicate backups from client site to a public cloud (e.g., Azure and AWS)

In addition to its award-winning technologies, the Quest 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.

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)

RAPID RECOVERY OVERVIEW

With Rapid Recovery, you can back up and quickly recover anything — systems, apps and data — anywhere, whether it's physical, virtual or in the cloud. You can take snapshots up to every five minutes to help reduce risk of data loss. Rapid Recovery allows you to run without restore, with zero impact on your users, as if the outage or data loss never happened.

You can connect to the cloud simply and easily, and protect growing virtual environments automatically. With Rapid Recovery you can reduce storage requirements and costs with built-in deduplication. The Quest Rapid Recovery license portal allows you to easily manage your entire Rapid Recovery environment and protect all your clients' data centers.

Rapid Recovery can be used with a wide range of technologies:

- **Operating Systems:** Windows Server 2012-2022, Windows 10-11, RHEL 6.4-8.6, CentOS 6.4-8.5, Oracle Linux 6.4-8.6, Debian 9-11, Ubuntu 16.04-22.04, SUSE Linux 12,15, Alma Linux 8.3-8.6, Rocky Linux 8.3-8.6.
- **SAML Enabled:** Rapid Recovery Core now supports SAML-based user identity authentication enabling MFA with external identity providers OneLogin, Azure AD and Okta. Enhanced security ensures your assets are better protected at sign in.

- **Applications:** Exchange, SQL, SharePoint and Oracle
- **Virtual Infrastructure:** VMware, Hyper-V and VirtualBox
- **Clouds:** Amazon Web Services (AWS), Microsoft Azure, Rackspace/Open Stack, Google or MSP clouds
- **Storage:** Cloud Attached Storage (CAS), Direct Attached Storage (DAS), Network Attached Storage (NAS) and Storage Area Networks (SAN)

For more information on Rapid Recovery, visit the [Quest website](#).

YOUR CLIENTS' OUTCOMES

With Rapid Recovery, your clients can:

- Protect business applications such as Exchange, SQL, SharePoint and Oracle
- Reduce business downtime due to system outages and data loss/damage
- Address critical disaster recovery needs to avoid long-term business disruption

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 visiting: quest.com/data-protection-msp

Rapid Recovery and the Quest Data Protection MSP Program help you attract new customers and achieve profit goals.