

# Quest® Predictive Business Continuity

# Quest®

Remove complexity, optimize your IT environment, and protect your IT resources and data to minimize business disruption.



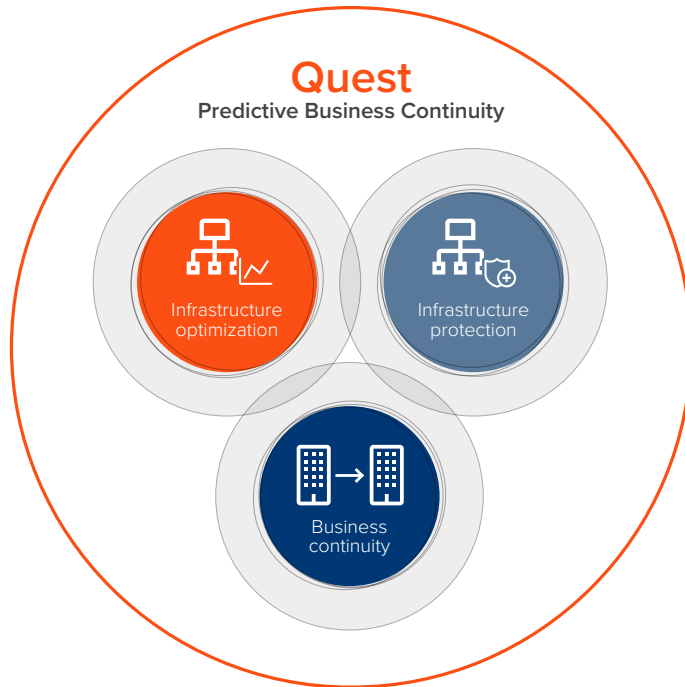
Many IT organizations continue to rely on legacy strategies and technologies to address increasingly demanding service level agreements (SLAs). They face significant risk of business disruption from a wide range of unforeseen events including more and more frequent cyberattacks, natural disasters such as fire and flood, system and application outages, and even simple IT and end-user mistakes. The results include lost revenue, lost business productivity and, worse, lost customers.

At the same time, infrastructure is evolving more quickly than ever before. Software-defined storage, virtualization sprawl, cloud services, new business-critical applications and astronomical data growth all add to the complexity and risk IT staff face every day.

According to a 2016 TechValidate survey, almost two-thirds of technology professionals say maintaining current systems while simultaneously developing or incorporating new digital services is a major roadblock to digital transformation.

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“Foglight for Virtualization has delivered savings of more than \$450,000 in the first year alone.”

*Purnima Rajagopalan, Systems Engineering Senior Advisor, Dell Inc.*

But what if you could:

- Remove the complexity and cost from your existing environment and unlock budget and staff time to fully embrace digital transformation?
- Get complete visibility into your hybrid IT environment and automatically optimize and protect your systems and proactively avoid problems before they happen?
- Identify and reclaim underused resources, reduce storage costs by up to 93 percent and forecast future costs more accurately?

Today, savvy IT organizations leverage new, more flexible and powerful strategies and technologies that not only better protect the IT environment and accelerate recovery but also help proactively avoid unplanned outages and data loss in the first place. The outcome: reduced revenue loss and business downtime. In these businesses, IT is a hero instead of a scapegoat.

According to a Continuity Central survey published in February 2017, 34.9 percent of organizations expected business continuity and disaster recovery spending to increase during the following year, up more than 6 percent from the previous year. Nearly 10 percent expected to implement new business continuity technologies, and

another 10 percent planned to implement disaster recovery solutions. The increase indicates a growing focus in business on optimizing infrastructure resources and minimizing downtime and data loss by employing proactive technologies.

At Quest Software, we call the result of this proactive approach “predictive business continuity.” It’s a critical stance for evolving your IT organization from a basic cost center to a business enabler and strategic asset.

#### **QUEST PREDICTIVE BUSINESS CONTINUITY**

Quest has the technologies to help you get there. Our Predictive Business Continuity solution is designed for virtualization and cloud technologies. We take a proactive approach to infrastructure optimization and business continuity so you can realize the maximum value from your hybrid IT environment while reducing risk of business disruption from the constant threat of cyberattacks, system failures and data loss.

The Quest® solution combines innovative technologies that together deliver infrastructure performance, protection and recovery capabilities not found in any competing data protection solution.

## WHAT'S IN IT FOR YOU?

With the easy-to-use, cost-effective solution from Quest, you can:

- Achieve the next level of technology and business optimization to improve customer satisfaction and retention while increasing business efficiency.
- Remove complexity and cost from your existing environment to unlock budget and staff time to fully embrace digital transformation.
- Proactively optimize infrastructure performance and detect potential problems before they happen to significantly reduce risk of business downtime.
- Automatically recover full systems and data on premises or in the cloud in minutes after an outage or attack to reduce revenue loss and increase business productivity.
- Plan the appropriate resources and estimate the exact cost of running workloads in the Azure Cloud and then migrate risk-free with a few clicks to save time and money.

The Quest Predictive Business Continuity solution covers the range of possible data protection needs and is scalable from the small business to the enterprise. Offering a combination of monitoring, management, data protection, and system, application and data recovery and backup storage capabilities, the Quest solution enables customers to choose to run solutions on premises, in the cloud or in a hybrid environment. The solution is available as traditional software or software as a service.

## RESOLVING CHALLENGES

### Managing hybrid environments

Many organizations today have adopted hybrid data centers, which are continually becoming more complex, thus increasing risk of system downtime, data loss and missed business performance SLAs. Quest Foglight® for Virtualization provides complete visibility into hybrid IT environments so you can visualize, analyze and optimize your virtual infrastructure.

Quest Rapid Recovery backup and recovery software automatically optimizes and protects your systems to avoid problems before they happen. These two components of the Quest Predictive Business Continuity solution help IT organizations reduce risk and improve service overall.

### Meeting ongoing expectations while under attack

Another challenge that IT teams face is simply to meet ongoing expectations while coming under constant threat of cyberattacks, natural disasters and system failures. Employing Foglight for Virtualization and Rapid Recovery lets you proactively optimize performance and predict potential problems before they happen. You can automatically recover full systems and data in minutes after an outage or attack, thus reducing risk, saving time and improving service to users and the business.

“Had we not had Rapid Recovery, I would have likely had to recreate the environment from scratch. The impact on the company would have been huge, and it would have taken some time to recover from any reputational damage.”

*George Mair, IT & Comms Manager,  
Journeycall*





“We currently have Rapid Recovery take snapshots every hour. Therefore, we have been able to cut our recovery point objective from two days to just one hour, minimizing data loss to a level we are comfortable with.”

*Jason Holland, System Administrator and Software Developer, AE&C Services*

### Reducing costs

In addition, for most organizations, CAPEX and OPEX costs are increasing, leaving a smaller budget available for more innovative investments. Sometimes part of the problem stems from misallocation of resources. Foglight for Virtualization can help you identify and reclaim underused IT resources, and with Rapid Recovery and Quest DR Virtual Appliances, you can reduce your backup storage footprint by up to 93 percent. In the long run, you'll be better equipped to forecast — and reduce — future costs more accurately and improve service.

IT administration is another costly and time-sucking culprit. Foglight and Rapid Recovery help on this front too, by simplifying and automating the management, optimization and protection of your systems and data.

### Migrating to the cloud

As far as innovation goes, many businesses are looking to move their workloads to the cloud, but some are struggling to understand the true cost of migration and ultimately running in the cloud. Foglight for Virtualization, Rapid Recovery and DR Virtual Appliances can help you plan the appropriate cloud resources for your organization, forecast the exact cost of running workloads in the Azure Cloud and actually perform the migration risk-free with just a few clicks.

### Freeing up resources

Some businesses are eager to embrace digital transformation but are lacking time, people and resources to get the job done. Again, the combination of Foglight and Rapid Recovery helps remove the complexities — and cost — from your existing environment to unlock budget and staff to fully embrace

next-level digital solutions. Relieving bottlenecks and automating processes and workflows results in higher overall performance and productivity in the IT landscape. In the long run, you reduce risks and costs, save time, and implement true innovation at the strategic level. The Quest Predictive Business Continuity solution enables IT to spend more time and resources supporting business growth initiatives.

### CONCLUSION

Business continuity and disaster recovery are growing concerns among IT leaders who oversee ever-changing, increasingly complex technology environments. More complexity means less control. The Quest Predictive Business Continuity solution enables you to streamline and automate infrastructure management tasks and harness resources to focus on digital business innovation.

With over 70,000 customers globally, Quest sponsors an active online community where users can connect with one another, share knowledge, interact with Quest engineers and suggest new features. The Quest Predictive Business Continuity solution offers world-class support, though 98 percent of our customers have never had a reason to call.

This award-winning, market-proven solution can help you solve complex problems with intuitive, cost-effective technologies, enabling you to embrace digital transformation with confidence and achieve the next level of IT and business optimization.

To learn more about the Quest Predictive Business Continuity solution, please visit us online at [www.quest.com/pbc](http://www.quest.com/pbc).

## ABOUT QUEST

At Quest, our purpose is to solve complex problems with simple solutions. We accomplish this with a philosophy focused on great products, great service and an overall goal of being simple to do business with. Our vision is to deliver technology that eliminates the need to choose between efficiency and effectiveness, which means you and your organization can spend less time on IT administration and more time on business innovation.

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