Quest | **Metalogix** Now part of Quest

Quest is the go-to, global ISV to address your customers' Office 365 migration, management and security needs across any workload – Azure AD, Exchange Online, OneDrive for Business, SharePoint Online and Teams.

Customers
130,000 companies across 100 countries, including 95% of the Fortune 500 and 90% of the Global 1000

Awards
Gartner cited Quest as the ONLY vendor to deliver all 40 of the 40 essential features and functionalities expected in an Office 365 migration tool, according to it's 2019 Market Guide for Cloud Office Migration Tools.

Microsoft awards & recognition include:
- Top 5 ISV for co-sell wins and ACR
- 2019 PoY Finalist – Healthcare
- 2018 US ISV PoY: Winner's Circle
- 2016 and 2015 Messaging PoY Finalist

MODERN WORKPLACE SECURITY | O365 ADOPTION AND SECURITY MANAGEMENT
Reduce Risk and Downtime with Quest Office 365 Migration & Management

Retire Microsoft cloud quota and scorecard metrics: ACR, ACA, M365 customer adds

Help your organization manage risk in a time of evolving threats and regulatory demands during your O365 migration. Migrate up to 10x faster with Quest's ZeroIMPACT migration solution. Control costs, mitigate risk and use automation to simplify O365 security and management tasks, reducing both risk and complexity.

Qualify for free deployment services* from Microsoft partners and up to $3,000 in Free Azure* in collaboration with Microsoft through the Azure Sponsorship program. The credit can be used to do a POC or deployment on Azure or offset deployment costs for up to 60 Days.

*T&C apply

TARGETING INFO

Target Customer

Customers moving workloads to Office 365
- Merger, acquisition or divestiture
- File Shares / Box / Dropbox / Google Drive
- End of Support for: SharePoint, Exchange, 3rd-party email archives, Lotus Notes
- AD consolidation / cleanup / modernization
- SharePoint consolidation / restructuring
- Nintex workflows to O365

Customers with high cloud maturity level & investment
- Increased reliance on cloud apps – SFDC, ServiceNow, Workday, Concur, etc.
- Using Azure AD for application access
- Work with MSFT rep to learn cloud adoption history & current O365 SKUs

Target Audiences

Buyer Job Roles
- IT Leadership
- IT/Sys Admin – i.e. SharePoint, OneDrive, Exchange, AD or Tenant/License admin
- IT Architect

Company Profile
- Mid-market- 500-1000 employees
- Enterprise – greater than 1,000 employees
- G500

Industry Verticals
- All Verticals

CONTACT INFO
Microsoft PDM: Marti Stephens-Hartka
Quest Partner Contact: Leigh Ann Campbell
Quest PSC/Deal Tracking Contact: Karla Thorpe
Quest Sales First Point of Contact: Leigh Ann Campbell
Quest Channel Contact: Mark Tucker

DEAL DATA
Avg. Sales Cycle: +/- 60 days
Avg. Deal Size: $37-40k
Avg. 12 Mo. Azure Consumption: $4k
Bill of Materials
Refer to Technical BOM slide for more detail
H/W: Windows-based member server (Migration to O365)
S/W: Quest MMAD, MMEX, Content Matrix, Essentials for O365 (Migration to O365)
Professional Services: Assessment/Deployment/Configuration/Migration

Conversation Starter

Elevator Pitch
O365 migrations are complex and fraught with risk. Controlling costs, mitigating risk and complexity is a challenge for many customers in the midst of migration decisions—Office 365 now has 200 million commercial monthly active users, and nearly 60% of sensitive data stored in the cloud is in Office 365.

Quest's ZeroIMPACT migration solution leads customers through a successful migration and effectively manages and secures the new cloud or hybrid environment.

Only with Quest can you simplify the migration, security and management of O365 as well as Azure AD, Exchange Online, OneDrive for Business, SharePoint Online and Teams.

Solution Overview
Quest: Your go-to for tackling Office 365 challenges:

- **Conquer any migration**: AD cleanup. O365 tenant to tenant (Teams, SPO, OneDrive, Exchange Azure AD). Box/Dropbox/EFSS to OneDrive. On-prem SharePoint & Exchange to O365.
- **Manage and secure O365 users, licenses, content and permissions**: SharePoint, OneDrive, Groups & Teams.

Benefits Statement
- **Move**: Get all your workloads to Office 365 with little to no disruption to your end users
- **Manage**: Reduce the time, clicks and scripts to manage your Office 365 or hybrid environment
- **Secure**: Extend your existing security and compliance framework to your ever evolving Office 365 environment

Reduce Risk and Downtime with Quest Office 365 Migration & Management

Quest | Metalogix Now part of Quest

OFFER

Qualify for free deployment services* from Microsoft partners and up to $3,000 in Free Azure* in collaboration with Microsoft through the Azure Sponsorship program. The credit can be used to do a POC or deployment on Azure or offset deployment costs for up to 60 Days.

* Subject to Program Availability, Terms and Conditions

OPPORTUNITY WIN FORMULA

Lead 0-10%	Qualify 10-20%	Develop 20-60%		Prove Value 60-80%	Negotiate Terms 80-100%
Cloud Proposal	**Qualification Meeting**	**Assessment**	**Co-selling Alignment**	**Demo or POC**	**Co-selling**
Confirm migration plan – budget, timelines, business drivers and goals. Learn about current staff and how they plan to execute plan before, during and after migration.	*Technical pre-sales qualification session to understand technical requirements of source and target environments.*	*Pre-migration assessment delivering data-driven insights into a customers existing environment to identify areas for cleanup and modernization.*	*Share Results of Assessment and bill of materials for Solution and Azure Sizing. Pitch POC if needed.*	*Proof of concept to accelerate opportunity or prove value. $3k in free Azure Sponsorship available.*	*Co-selling with Microsoft to drive combined value into and resources.*
Sales Training (see customer pitch deck w/speaker notes) Intro Email with Offer Telescript (see below)	Customer Pitch Deck	Technical BOM	*Technical BOM* - On Azure BOM - Tenant to Tenant Reference Architecture - Migration to O365 Reference Architecture - Licensing Guidance	Technical BOM - Implementation Training - On Demand video training	Customer Evidence (see customer testimonials on slide 3)

TELESCRIPT

Understand	**Questions to Ask / Statement to Make**	**Look For, Probe On**
Understand Current State	What workloads are you planning to migrate to Office 365?	Migration of anything!!! Office 365 tenants, Teams, OneDrive, Exchange email /public folders / PSTs, 3rd party email archives, file shares, SharePoint, Box, Dropbox, Gmail/G Drive, Lotus Notes mail & apps, AD and Azure AD
Expose Challenger Questions	How are you planning to migrate the content? How many resources do you have dedicated to completing your migration? Do you have a good understanding of what needs to be moved and what can be cleaned up? How confident are you in planning for and executing a successful migration?	Native tools / manual scripts – tedious, time-consuming and prone to errors. Lack of internal expertise and resources to complete the project. Lack of pre-migration planning and lack of confidence. Need for professionals who can provide a thorough discovery and assessment of current environment in order to plan effectively to ensure migration success.
Surface Business Value	What is the timeline for completion? Why is that date important? What happens if you miss the deadline? What's the business impact if users experience downtime or data loss during migration?	Concerns with meeting M&A-related deadlines, End of Support dates, etc. Impact to user productivity means lost revenue. Reputation damage to IT department
Peak Interest	O365 migration is a transformational IT project. Why take unnecessary risks and put your business at risk? Go with vendors you can count on. Quest provides unparalleled experience: 184M users managed, 99 petabytes of SharePoint data supported, 95M AD users migrated and 74M mailboxes migrated (which is double ANY other vendor).	Use Conversation Starter as talking points: Elevator Pitch, Solution Overview and Benefits
Request Meeting	How high of a priority is it to find a solution to help reduce migration risk, cost and time?	Can we schedule a meeting to understand Quest tools and discuss our free Assessment?

Quest Play Card, p3

MODERN WORKPLACE SECURITY | O365 ADOPTION AND SECURITY MANAGEMENT
Reduce Risk and Downtime with Quest Office 365 Migration & Management

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Additional Resources

| Marketing	Sales	Technical List
Gartner 2019 Market Guide for Cloud Office Migration Tools	Solution Brief: Office 365 Expansion with Quest	Solution Brief: Office 365 Expansion with Quest
Ebook: Office 365 Migration Guide: five key dos & don'ts for a successful migration	Case Studies	Partner Portal
White Paper: Best Practices for Office 365 Migration	Customer testimonials: Why Quest for AD migration	
Webcast: Reversing Office 365 Tenant Sprawl	Customer testimonials: Why Quest Metalogix for content migration	
Ebook: Content Migration - Seven Lessons Learned	Customer testimonials: Why Quest Metalogix vs. other solutions	Azure Documentation - https://docs.microsoft.com/en-us/azure/
White Paper: IT Integration Best Practices in Mergers & Acquisitions (M&A)	Customer testimonials: Why Quest for email migration	Azure Training - https://docs.microsoft.com/en-us/learn/azure/
Ebook: C-level Guide to M&A IT Systems Integration	Customer testimonials: Why Quest for O365 tenant migration	

LANDING THE PLAY

Suggested Roles

BDM	Facilitates the play and driving engagement	Quest/MSFT CAM/PDM
Qualifying	Introduces offer, pre-qualifies and sets up meeting for the Sales Specialist	Channel AE
Sales Specialist	Provides presales support in customers meeting to solution architect	Channel / Quest Solution Consultant
Quote	Builds and quotes solution	Channel / Quest AE
Azure Activation	Submits Azure Sponsored Account Activation Request to Program Lead	Channel / Quest
PIE Request	Submits PIE request to capture funding	Channel / Quest
DPOR / PAL	Requests DPOR/PAL in the account	Channel / Quest
PSC Entry	Manages deals in PSC	Channel

Suggested Channel Play Landing Steps

Goal	*XX wins for the campaign*
# Targets	*How many targets are needed to achieve goal?*
Partner Plan	*Formal Plans with partners for targets, goals, timeframe, owner, roles*
Customize	Customize sales Play-in-a-Box as needed.
Train BDMs	Train BDMs on the Play and their role in driving the AMs to run the play and set up the meeting with the customers.
Train Sales Specialist	Train Sales Specialists on the Play and their role in scoping, creating SOWs, quotes and requesting PIE and Azure Sponsored Accounts.
Services Enablement	Create Services BOM – SOWs, Deliverables Enable Services Team
Sales Campaign Plan	Build and Execute Sales Driven Campaign Plan with Enablement and Activities
GTM Campaign Plan	Build and Execute GTM Campaign Plan for marketing (Include MTC Events as appropriate)
Launch Plan	Launch Schedule – Jointly agreed to between Quest and partner

Office 365 Expansion - Getting to the cloud

Quest

Get to the cloud – Office 365

Consider these numbers..

38%
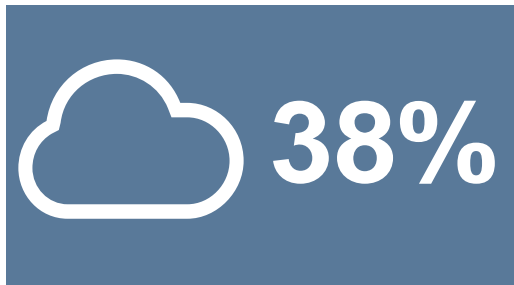
of IT people feel pressured by management to move to the cloud

70%

of Fortune 500 companies have purchased Office 365 in the past 12 months

58%

of sensitive data stored in the cloud is stored in MS Office

.

1.2M

Azure AD accounts compromised each month

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Business challenges

Quickly adopt cloud technology with minimal user disruption

Mitigate security threats in your expanding complex environment

Maintain control despite infrastructure sprawl and chaos

Develop the people, processes and technology necessary to govern more efficiently

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Common approaches

Charge ahead

Put in more hours

Use native tools or PowerShell

Assume Microsoft has it all covered

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But the risk with these approaches is ...

Charge ahead	Put in more hours	Use native tools or PowerShell	Assume Microsoft has it all covered
Unknown hurdles & compromised security	Your team already lacks time and resources	Yes they're free … but have critical gaps	Unexpected delays & additional work

quest.com | confidential

How this affects you

Decreased confidence, and reputation damage

Increase in security incidents

Loss of control and failure to meet timelines

Spotlight on flaws

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What if you could …

Get all your workloads to Office 365 with little to no disruption to your end users
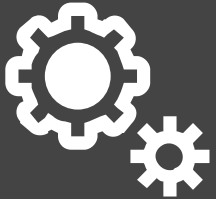
Reduce the time, clicks and scripts to manage your Office 365 or hybrid environment

Extend your existing security and compliance framework to your ever evolving Office 365 environment

quest.com | confidential

Quest is your go-to expert to help **move**, **manage** and **secure** your entire Microsoft environment.

Microsoft
Active Directory

Azure
Active Directory

Office 365

SharePoint

SharePoint
Online

OneDrive
for Business

Exchange

Exchange
Online

Microsoft Teams

Cloud | Hybrid | On-Premises

Quest | Metalogix
Now part of Quest

2019 Market Guide for Cloud Office Migration Tools

40 out of 40

Quest is the only vendor listed with all 40 features and functionality supported.

" Use of cloud-to-cloud migration tools is growing prominent as organizations undergo acquisitions, mergers and divesture as well as shifts in their digital business strategies.

Gartner, Inc.

Figure 3. Look for Features and Functionality That Go Beyond Replicating the On-Premises Environment
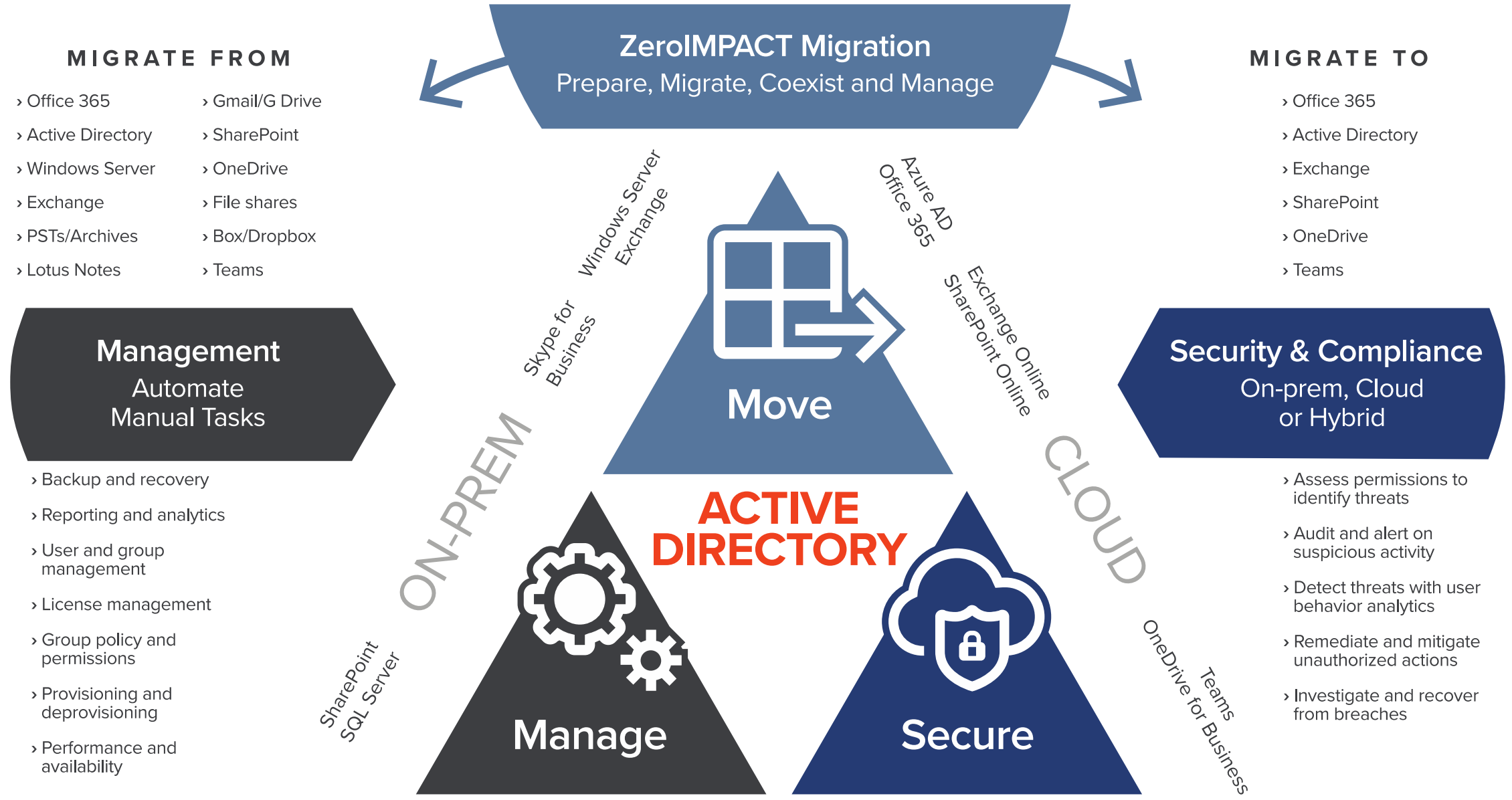
Features and Functionality Supported

Workload	Migration Function	AvePoint	Binary Tree	BitTitan	CodeTwo	Proventeq	Quadrotech	Quest	ShareGate	Simflofy	SkyKick	SkySync	Tervela	Xillio
Email	Email	✓	✓	✓	✓			✓			✓	✓		
	Shared Mailboxes	✓	✓	✓	✓	✓	✓	✓			✓	✓		
	Public Folders	✓	✓	✓	✓		✓	✓			✓	✓		✓
	Calendar	✓	✓	✓	✓		✓	✓			✓	✓		
	Address Books	✓	✓	✓	✓			✓				✓		
	Tasks	✓	✓	✓	✓		✓	✓			✓	✓		
	Email PSTs	✓	✓				✓	✓			✓	✓		
	Email Delegation Relationships		✓	✓			✓	✓				✓		
	Email Distribution Lists	✓	✓				✓	✓			✓	✓		
	Calendar Delegation		✓	✓				✓				✓		
	IM Conversation History	✓		✓			✓	✓			✓			
Files	Shared Drives	✓	✓	✓		✓		✓	✓	✓		✓	✓	✓
	Public Folders	✓	✓	✓		✓		✓	✓			✓	✓	✓
SharePoint	Site Collections	✓	✓			✓		✓	✓			✓	✓	✓
	My Sites/OneDrive for Business	✓	✓	✓		✓		✓	✓			✓	✓	✓
	Sites	✓	✓			✓		✓	✓			✓		✓
	Subsites	✓	✓			✓		✓	✓			✓		✓
	Lists	✓	✓	✓		✓		✓	✓			✓		✓
	Libraries	✓	✓			✓		✓	✓			✓	✓	✓
	Content Types	✓	✓	✓		✓		✓	✓			✓	✓	✓
	Information Management Policies	✓				✓		✓	✓			✓		
	Document Deletion Policies	✓	✓			✓		✓	✓			✓		
	SharePoint Groups	✓	✓			✓		✓	✓	✓		✓	✓	✓
	Managed Metadata	✓	✓			✓		✓	✓			✓	✓	✓
	Site Columns	✓	✓			✓		✓	✓			✓		✓
	Documents	✓	✓	✓		✓		✓	✓			✓	✓	✓
	Document Versions	✓	✓			✓		✓	✓			✓	✓	✓
	Folders	✓	✓	✓		✓		✓	✓			✓		✓
	List Items	✓	✓			✓		✓	✓				✓	✓
	Pages	✓	✓			✓		✓	✓			✓		✓
	Web Parts	✓				✓		✓	✓			✓		
	Nintex Forms	✓						✓	✓					
	Nintex Workflows	✓						✓	✓					
	SharePoint Standard Workflows	✓	✓			✓		✓	✓					
	SharePoint Designer Workflows	✓						✓	✓					
	Document Sets	✓	✓			✓		✓	✓			✓	✓	✓
	Permissions	✓	✓	✓		✓	✓	✓	✓			✓	✓	✓
	Permission Levels	✓	✓			✓		✓	✓			✓	✓	✓
	Document Security	✓	✓			✓		✓	✓	✓		✓		
	Videos	✓		✓		✓		✓	✓			✓		

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Gartner, Market Guide for Cloud Office Migration Tools, Gavin Tay, Adam Preset, Joe Mariano, 28 February 2019. This graphic was published by Gartner, Inc. as part of a larger research document and should be evaluated in the context of the entire document. The Gartner document is available upon request from Quest. Gartner does not endorse any vendor, product or service depicted in its research publications, and does not advise technology users to select only those vendors with the highest ratings or other designation. Gartner research publications consist of the opinions of Gartner's research organization and should not be construed as statements of fact. Gartner disclaims all warranties, expressed or implied, with respect to this research, including any warranties of merchantability or fitness for a particular purpose.
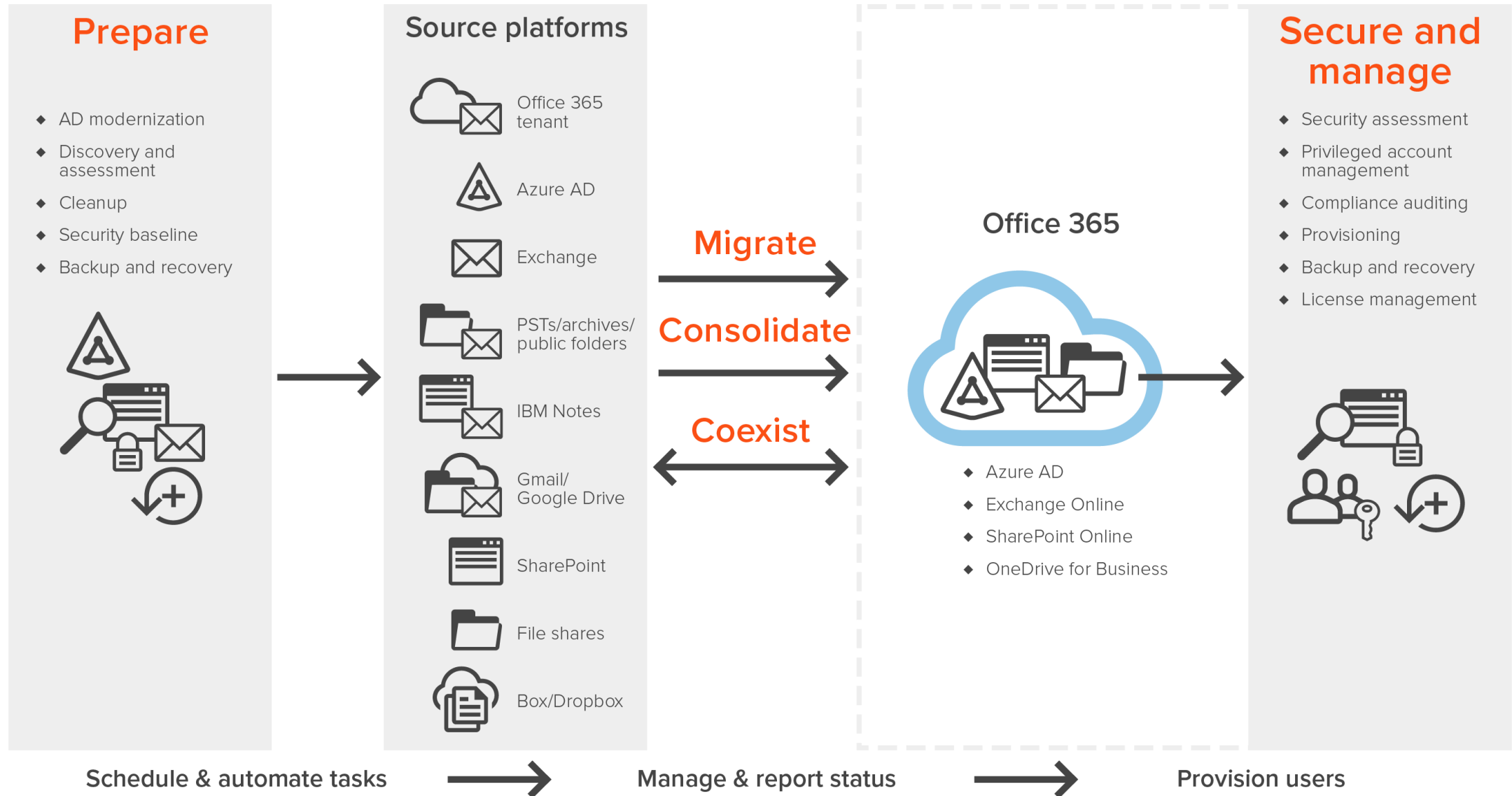
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Your go-to for everything Microsoft

ZeroIMPACT Migration
Prepare, Migrate, Coexist and Manage

MIGRATE FROM

- Office 365
- Active Directory
- Windows Server
- Exchange
- PSTs/Archives
- Lotus Notes
- Gmail/G Drive
- SharePoint
- OneDrive
- File shares
- Box/Dropbox
- Teams

MIGRATE TO

- Office 365
- Active Directory
- Exchange
- SharePoint
- OneDrive
- Teams

Management
Automate
Manual Tasks

- Backup and recovery
- Reporting and analytics
- User and group management
- License management
- Group policy and permissions
- Provisioning and deprovisioning
- Performance and availability

Security & Compliance
On-prem, Cloud
or Hybrid

- Assess permissions to identify threats
- Audit and alert on suspicious activity
- Detect threats with user behavior analytics
- Remediate and mitigate unauthorized actions
- Investigate and recover from breaches

Windows Server
Exchange
Skype for Business

Azure AD
Office 365
Exchange Online
SharePoint Online

ON-PREM

CLOUD

SharePoint
SQL Server

Teams
OneDrive for Business

Move

ACTIVE DIRECTORY

Manage

Secure

Your go-to Office 365 experts

Prepare

- AD modernization
- Discovery and assessment
- Cleanup
- Security baseline
- Backup and recovery

Source platforms

- Office 365 tenant
- Azure AD
- Exchange
- PSTs/archives/ public folders
- IBM Notes
- Gmail/ Google Drive
- SharePoint
- File shares
- Box/Dropbox

Migrate

Consolidate

Coexist

Office 365

- Azure AD
- Exchange Online
- SharePoint Online
- OneDrive for Business

Secure and manage

- Security assessment
- Privileged account management
- Compliance auditing
- Provisioning
- Backup and recovery
- License management

Schedule & automate tasks → Manage & report status → Provision users

Customer story
Major International Mining Company

One of the world's largest commodities companies based in the United States with more than 30,000 users worldwide and over 400TBs of data.

Challenge

- Complex M&A activity
- Need to review, modify, and migrate hundreds of employees across two global SharePoint instances
- Others failed to meet expectations and the company determined it needed an experienced partner

Results

- Migrated 20 TBs of data to the latest Microsoft SharePoint version over a 15-month period
- Achieved 2GB/Hour On-Premises, 1GB/Hour to O365 Cloud on a 250 mb network
- Effectively and efficiently transitioned and modified 100+ employee permissions
- Saved $1.25 M with Metalogix, compared to using other tools and services or migrating manually

"[Metalogix] Content Matrix is one of my favorite employees. It's extremely reliable and tirelessly does exactly what you ask of it. Our cost, time, and resource savings were monumental."

- Program Manager

Go-to experience you can rely on

DOUBLE

\# of mailboxes migrated to Exchange over competition

WOW!

You can say that again.

184M

Active Directory accounts managed

Fair Dinkum, Mate?!

Or more than 7x the number of mates living in Australia!

95M

AD accounts migrated

!!!

Or more than 10X the number of people living in NYC!

166M

user accounts audited

Lookin' good, Neil

If 1 user = 1 mile, then that's 347 trips to the moon…and back!

5X

More Exchange mailboxes managed than folks visiting the Eiffel Tower annually!

Do you like my hat?

Non!

99PB

Of SharePoint data supported

Wait, did you say Petabytes?!!

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Go-to, award-winning products

Change Auditor

- People's Choice STEVIE Award – Best Software Winner
- New Product of the Year STEVIE – Silver
- Info Security Compliance Award – Bronze
- SIIA CODiE Award for Best GRC Solution

Enterprise Reporter Suite

- People's Choice STEVIE Award - Best Governance/Risk/Compliance Solution
- New Product of the Year STEVIE – Bronze

IT Security Search

- New Product of the Year STEVIE – Silver

On Demand Migration for Email

- New Product of the Year STEVIE for Migration as a Service– Gold

Metalogix Migration solutions

- Named Charter Member of the Microsoft Content Services Partner Program
- Microsoft Preferred Partner for Content Services

Quest On Demand

- People's Choice STEVIE Award – Best Cloud Applications/Services
- New Product of the Year STEVIE for - Cloud Application/Service – Bronze

Quest On Demand Recovery

- New Product of the Year STEVIE for Cloud Storage & Backup Solution – Silver

Quest MPM portfolio

- Microsoft Partner of the Year Finalist – Healthcare
- Microsoft Partner of the Year Finalist – Messaging

Go-to products – the full list!

⊞→ MOVE

Migration Manager for Active Directory
Migrate, consolidate and restructure AD.

Secure Copy
Migrate and consolidate file server data.

Migration Manager for Exchange
Migrate or consolidate to new Exchange on premise or Office 365 environment.

On-Demand Migration
SaaS-based Office 365 tenant-to-tenant migrations of Exchange, OneDrive, SharePoint and Teams.

On-Demand Migration for Email (ODME)
Fast, reliable migration to Office 365 with zero footprint (SaaS).

Migration Manager for PSTs
Identify and migrate Outlook PSTs.

Migration Manager for Email Archives
Migrate third-party email archives to Office 365.

Migrator for Notes to Exchange
Migrate Notes email and calendars to Exchange/O365.

Coexistence Manager for Notes
Seamless coexistence between Notes and Exchange/O365.

Migrator for Notes to SharePoint
Migrate Notes applications to SharePoint/O365.

Metalogix Content Matrix
Handle complex SharePoint/O365 migrations.

Metalogix Essentials for Office 365
Migrate SharePoint Online, OneDrive, Box, Dropbox, Google Drive and file shares.

Metalogix Expert
Free assessment tool for SharePoint/O365 migration.

⚙ MANAGE + ☁ SECURE

Change Auditor
Security and compliance auditing for AD/Azure AD, AD Queries, Exchange/Exchange Online, File Servers, Logon Activity, OneDrive for Business, SharePoint/SharePoint Online and SQL Server.

Change Auditor Threat Detection
Proactive user behavior-based threat detection for Microsoft environments

On Demand Audit
Azure-hosted SaaS that tracks all changes made across AD, Azure AD and Office 365.

InTrust
Collect and store huge amounts of native or third-party workstation logs to meet compliance while making data easily searchable for reporting, troubleshooting and security analytics.

Enterprise Reporter Suite
Security and compliance assessment, reporting and remediation for Microsoft on-premises and cloud platforms.

Recovery Manager
Disaster recovery solutions for AD and Exchange. Perform full-forest recovery and automate virtual lab creation to test disaster recovery plans.

On Demand Recovery
SaaS solution for fast, secure Azure AD and Office 365 backup and recovery.

Active Roles
Automate user and group management to overcome the native shortcomings of AD and Azure AD.

GPOADmin
Control and simplify Group Policy management and administration.

On Demand Group Management
SaaS solution to control the chaos of managing Azure AD, Office 365 and hybrid AD groups.

Active Administrator
Simplify management of AD, Azure AD, DNS and digital certificates. Ensure the health and availability of AD with troubleshooting and diagnostics.

On Demand License Management
Get visibility into O365 licenses and the reporting capabilities needed to achieve optimal license utilization.

Metalogix Archive Manager
Archive, manage and secure files and Exchange email.

Metalogix Backup for SharePoint
Quick and efficient backup and restore for SharePoint.

Metalogix ControlPoint
Secure and protect SharePoint from internal and external threats.

Metalogix Sensitive Content Manager
Manage SharePoint content and enforce data loss prevention policies.

Metalogix Diagnostic Manager
Monitor, diagnose and resolve SharePoint performance issues.

Metalogix Essentials for Office 365
Centrally manage users, content and licenses in Office 365.

Metalogix Replicator
Synchronize content between multiple SharePoint environments.

Metalogix StoragePoint
Optimize SharePoint storage with leading remote blog storage solution.

Go-to support you can count on

8x
Winner of **Confirmit Achievement in Customer Excellence Award**

Confirmit **ACE AWARDS** 2017
Achievement in Customer Excellence

4x Winner of the ASP Top 10 Best Web Support Sites

THE ASSOCIATION OF SUPPORT PROFESSIONALS
Award Winner 2017
The Year's Ten Best Web Support Sites

Self help support portal with **10M+** visits a year & **90K** knowledge base articles

93%
CSAT
74%
NPS

Interacting with customers through **community forums & social media**

Hundreds of **support engineers** with deep product expertise and many with industry certifications

Domain experts
helping with customers' unique business needs, available **24x7**

Increase productivity & save time

Helping customers solve issues and meet critical deadlines

Drive adoption
Reduce TCO

Delivering profitable, outcome-based services to ensure customers realize the full value of our products and solutions

Quest | Metalogix Now part of Quest

Thank you

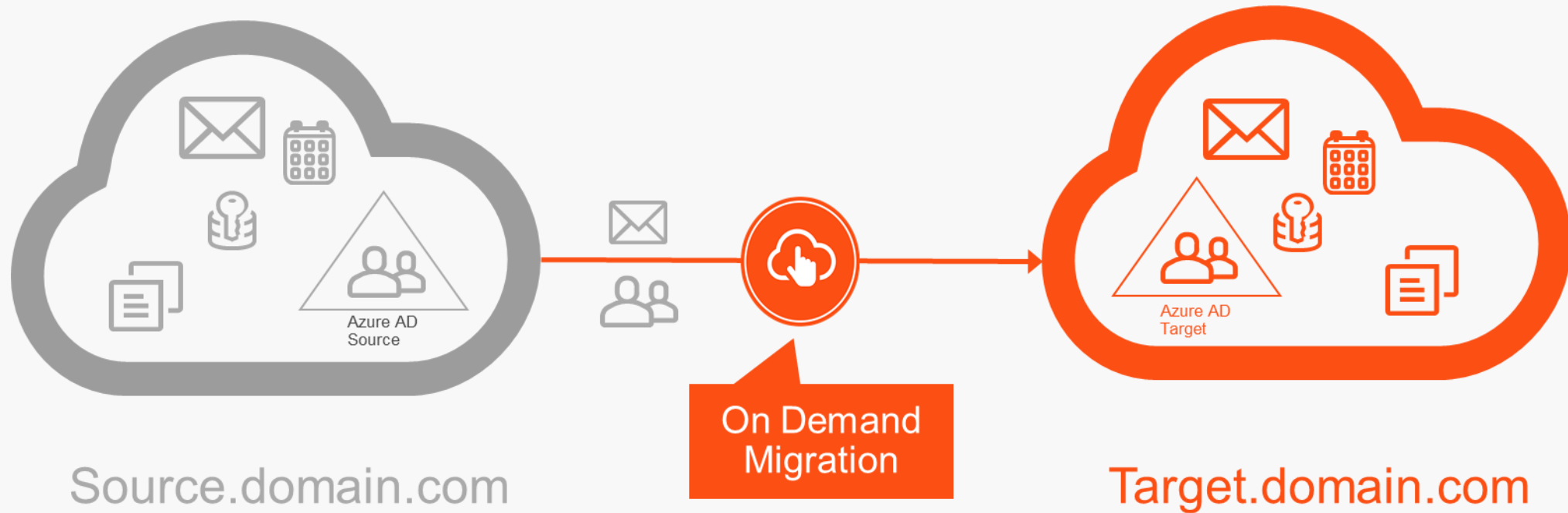Quest®

Tech BOM

Table of contents

- Bill of Materials
- Licensing
- Partner Enablement

Quest + Azure Bill of Materials

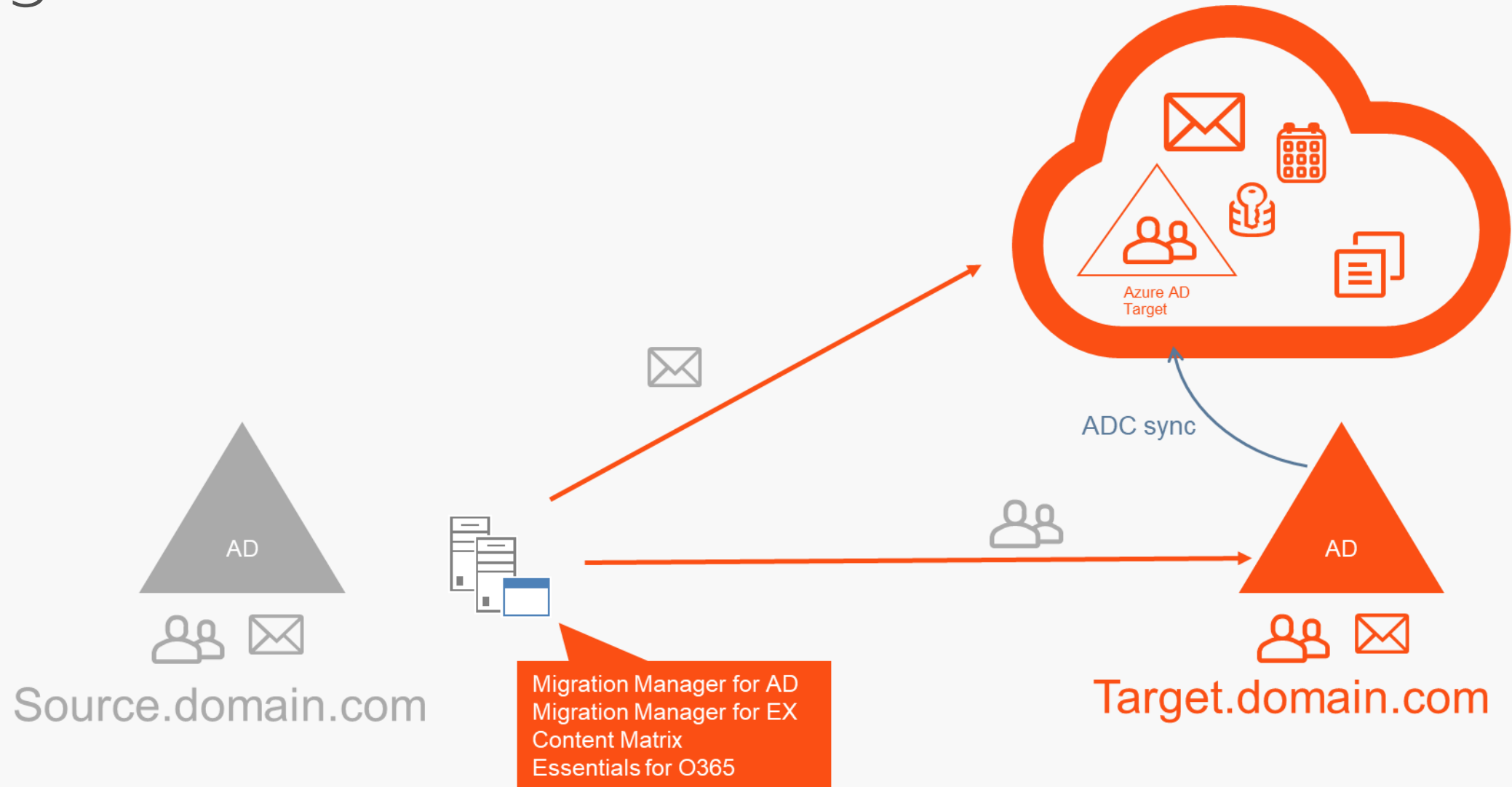| Solution	On-premises Hardware	On-premises Software	In Azure Resources	Professional Services*
Tenant to Tenant Migration	N/A	N/A	Azure Subscription (Source\Target) On Demand Migration (SaaS)	Assessment\Configuration\Migration - Assess Source & Target - Configure Migration Solution - Establish mail routing - Define migration collections - Migrate objects\data
Migration to O365	Windows-based Member Server	MMAD MMEX Content Matrix Essentials for O365	Azure Subscription (Target)	Assessment\Deployment\Configuration\Migration - Assess Source & Target - Deploy hardware\software - Configure software - Establish mail routing - Define migration collections - Migrate objects\data

- Plus Standard Azure Programs: Azure Sponsored Account, PIE: Azure Everywhere, Azure Deployment Offer, GoFast Funds, MTC Partner Days

Tenant to Tenant Migration - Reference Architecture

Source.domain.com

Azure AD Source

On Demand Migration

Azure AD Target

Target.domain.com

Not a complete diagram - Must be customized for each ISV

Migration to O365 - Reference Architecture

Azure AD Target

ADC sync

Source.domain.com

AD

Migration Manager for AD
Migration Manager for EX
Content Matrix
Essentials for O365

Target.domain.com

AD

Not a complete diagram - Must be customized for each ISV

Quest Licensing Guide

License	Description	Cost
Tenant to Tenant Migration	On Demand Migration: licensed per **Migrated User**.	Contact Quest Sales
Migration to Office 365	MMAD: licensed per **Migrated User** MMEX: licensed per **Migrated Mailbox** Content Matrix\Essentials (2 License Models) • Licensed per **Managed User** (O365: licensed users; Onpremise SharePoint = SharePoint CALs) • Licensed per **Migrated GB\TB**	Contact Quest Sales

Quest Partner Circle Portal

1 Register\Sign In to the Quest Partner Circle Portal

2 Click the Training tab

3 Register for the desired Instructor-led or Web-based implementation training course

Quest Partner Circle

- http://partners/quest.com
- Remote ILY and web training and certifications
- Access to customer evaluation trial keys
- Online Demo Center for client demos
- Virtual labs for testing, POCs, prep for certifications
- Quest Product collateral, datasheets, whitepapers

Implementation Training Courses

Course Name	Duration	Format
Migration Manager for Active Directory & Exchange	5 Days	Instructor-led
Migration Manager for Active Directory	2.5 Days	Instructor-led
Migration Manager for Exchange	2.5 Days	Instructor-led
Migration Manager – Migrating to Office 365	3 Days	Instructor-led
Essentials for Office 365	2.5 Days	Instructor-led
Metalogix Content Matrix	2.5 Days	Instructor-led
On Demand Migration Technical Overview	n/a	WBT

On Demand Migration – Video Tutorials
https://support.quest.com/on-demand-migration/current/videos

- On Demand Migration – Overview
- Creating a project and migrating in On Demand Migration
- How to configure connections to source and target tenants
- How to configure a discovery task
- How to create a collection of accounts/mailboxes
- How to migrate accounts in a collection
- How to migrate mail in a collection
- How to configure switch mailboxes
- Migrating Groups in On Demand
- How to configure enable calendar sharing

Additional Quest Partner Resources

Presales Assistance

- Pre-sales enablement\activities on Quest solutions
- Solution architecture assistance (i.e. Q&A and Best Practice information related to architecture and deployment)
- Coordinating with Partner Program for training\certification

Quest Support

Product Support organization which provides:
- Software break\fix assistance
- Solution troubleshooting related to solution errors

Quest Professional Services

Quest Professional Services provide services assistance tailored to help customers\partners reach specific goals.
- Expert advice
- Full or partial engagement management
- Deployment, configuration, pilot assistance

Confidential

Quest™