Boost the profitability of your endpoint management services as a Quest® KACE® MSP

Quest®

KACE™

Expand your services, reduce upfront costs and simplify systems management

The global market size for managed services is expected to grow to $309.4 billion by 2025 as more organizations look to managed service providers (MSPs) to help them improve endpoint and systems management processes while reducing costs and the burden on their internal IT resources. Although it presents an excellent market opportunity for MSPs to grow their services, its one that is fiercely competitive, making it more important than ever as an MSP to differentiate your service offerings with solutions that position you and your customers to address what comes next.
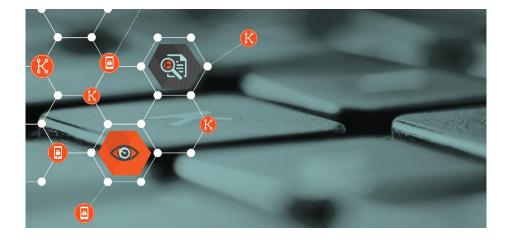
CHALLENGES

Endpoint proliferation in terms of device volumes and types, along with a growing need for both traditional and modern endpoint management, are changing the landscape. As an MSP, your customers rely on you to deliver the solutions they need to address endpoint growth while providing them with a more effective means to discover, manage and secure their IT environment — and you need to

be able to do this without impacting your profit margin.

If you're relying on disparate, multipoint solutions for complete visibility and control over endpoints and systems management — including inventory and asset management, patch management and vulnerability scanning, software distribution and service desk management — it can be a challenge to profitably manage these requirements without adding complexity.

There is a better way — one that can help you more effectively meet the specific needs of your customers and still grow your MSP business with a single, common set of tools.

THE SOLUTION

The Quest® KACE® portfolio of products make it possible for you to implement a unified endpoint management (UEM) strategy that is built to meet your customer's unique needs. This way you're able to proactively secure and

BENEFITS:

- Engage new markets and shorten time to market with endpoint management and security solutions

- Comprehensive, proven portfolio of unified endpoint management solutions

- Access expert-level training and support, peer-to-peer collaboration and marketing support

- Competitive pricing and payment terms that support your business as it grows

Learn more about joining the Quest KACE MSP Program by emailing mailto:msp@quest.com today, or visit quest.com/kace-msp/

manage desktop computers, laptops, servers, smartphones and tablets, and do so in a connected, cohesive manner using a single platform.

However, for you to consistently win more business and grow your profits, you need a partner that offers proven technology and support services that help you significantly reduce your operating costs, so you can meet your customer expectations. With an award-winning product line, competitive pricing, and extensive onboarding and management support, Quest KACE makes it easy for your MSP business to reach its maximum potential.

IT managed services

As a managed service provider, your customers look to you to outsource major IT functions to provide flexible and cost-effective solutions. This includes everything from specific endpoint management functions to full IT outsourcing of other essential, key capabilities.

As your partner, KACE provides you with proven, industry-recognized products that can be used independently or in tandem to meet these needs. KACE products make it possible to:

- Discover and inventory everything that has access to your entire IT environment, including applications, hardware and OS software

- Manage and track operating systems and applications across all device types

- Create granular reports for basic management or more formalized audits that add value to your customers

Network and cybersecurity

Network security is at the forefront of every IT leader's mind. As devices evolve and become more complex, the task of securing IT environments becomes even more complex. As a KACE MSP, our products let you be the hero of your customer's story. KACE products make it possible to proactively identify and quickly mitigate risk, so you're able to scan for vulnerabilities, patch known issues and provide real-time reporting on the state of the environment. In the event of a breach, KACE helps you quickly identify impacted devices and reset them to a compliant state.

Endpoint and user onboarding

Your customers rely on you to help them realize process efficiencies and streamline repetitive, time-consuming tasks that cost them a considerable amount of time and resources. As your valued partner, KACE helps you easily setup and configure new devices, so they're up and running quickly without any impact to the user or productivity. Throughout the device lifecycle, KACE helps you keep these devices functioning at an optimal state, so when it's time to offboard a user, KACE makes it possible to remove that device and user access. All this can be managed through the KACE Service Desk.

Document management

Organizations in every industry have document management needs that range from federally mandated to business critical. When you host document management applications for your customers, they need a way to connect their scanners to these applications. KACE RemoteScan makes it seamless for your customers to use their scanners with the applications that you host for them. KACE RemoteScan offers a flexible document scanner and application support, while ensuring your customers can meet their compliance goals.

THE QUEST KACE MSP PROGRAM

In addition to award-winning technologies, the Quest KACE MSP Program provides you with comprehensive training and support, as well as flexible licensing, competitive pricing and financial incentives, so that 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

UNPARALLELED CUSTOMER SUPPORT

With the Quest KACE MSP Program, you can quickly deliver your services to customers through comprehensive planning, implementation and management support, tailored to your company's needs.

We offer:

- Free, self-driven training and enablement tailored to your specific needs

- Professional services and instructor-led training for all offerings through KACE Academy and channel enablement programs

- A specialized MSP program team to help simplify and accelerate licensing, engage with MSP partners on new business opportunities and service offerings

- Technical support across your installations and POCs

ABOUT QUEST

Quest provides software solutions for the rapidly changing world of enterprise IT. We help simplify the challenges caused by data explosion, cloud expansion, hybrid data centers, security threats and regulatory requirements. Our portfolio includes solutions for database management, data protection, unified endpoint management, identity and access management, and Microsoft platform management.

Quest