

INFORMATION MANAGEMENT TOOLS (IM)



1
Toad Base starts at around £600. It is the leading application development tool and we see daily sales in the UK.



2
Your key question is to ask whether the end user is looking to do some degree of code checking and code optimisation. If they do, then it's a Toad Xpert requirement.



3
If however the customer is using multiple databases, for example Oracle to SQL Server or Oracle to Sybase then you need to begin looking at a Multi Database Toad license.

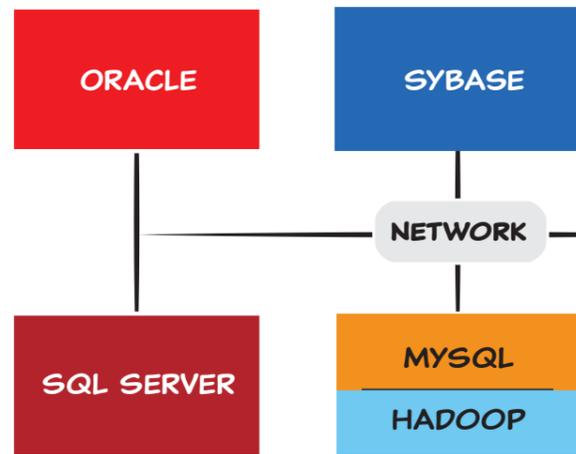


4
If you're running a multi database tool in those platforms, then you will want some degree of checking how those platforms are working and what the issues are with those platforms.

This is where Quest Spotlight and Quest Foglight come into the mix.



6
With SharePlex, you can replicate your database, make changes in a non-live environment and then pump it back in to a live environment. We use SharePlex to check, re-engineer and allow it to re work.



PLATFORM MANAGEMENT TOOLS (PM)



7
These products help to manage the Active Directory and also enable your customers to meet GDPR and be a risk compliant end user.



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9
Active Directory is a corner stone of any business. If the Active Directory doesn't work, nothing else will work as it's connected to your access rights within this environment.



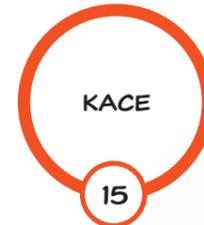
10
Quest On Demand allows you to identify and manage your Azure instance as well as your on-prem instance of Active Directory.

Active Directory and Exchange are fundamentally linked - one doesn't work without the other.

Old versions of Exchange are unsecure and unsupported but there are a number of tools to help you migrate to new versions.



DATA PROTECTION (DP) INCLUDING KACE (UEM)



14
15
Desktop Authority and KACE allow you to secure what a PC user would see and use. They provide the same applications to users as the Information and Platform Management desktop tools, offering specific access to applications at job role level.



16
Quest's QoreStor allows you to back up every data piece that you hold on a day to day basis and de-duplicate it.



Additional backup tools provided by Quest

Turning a **£600** order into a **£120,000*** one could seem like a mighty fight. With Quest all it takes is a few simple questions. Up to **40%** margin available**

* Based on 1000 users ** Margin dependant on partner status

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Get in touch with Sigma's Quest Business Development Manager Peter Brimble on **+44 (0) 1364 655155** to discuss your Quest opportunities further and to set up a meeting.

