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PARTNER

# Quest Channel Partner Program

When You Choose Quest, You Gain a Partner That Helps  
Turn Your Client Relationships Into Long-Term Growth

## Partner Revenue Expansion

- Channel research indicates that top-tier advisors average **1.1 to 1.3 core services per enterprise account**.
- Quest has a proven track record of building long term relationships and service expansion once engaged. Partner accounts **average growth to 3 core service offerings within the first 12 months** of engagement with Quest. This represents an average growth in services revenue of 38%.
- Quest's building block approach allows for natural expansion of services and cross sell opportunities that are **a win for the customer, and a win for the Quest partner**.



**Your client relationships are valuable.** Quest helps you turn those relationships into stronger technology conversations, expanded account opportunities, and long-term revenue potential.

**When you partner with Quest, you gain support that helps you grow without having to carry every sales, marketing, and technical lift alone.** You stay connected to the customer relationship while Quest provides training, sales resources, marketing outreach, technical expertise, and delivery capabilities to help you identify new opportunities, expand customer conversations, and bring more services to market with confidence.

You bring the relationship. Quest brings the depth, resources, and support to help you create more opportunity from it.

### Resources and services include:

- Managed Services
- Cybersecurity
- Professional Services
- Infrastructure Services
- Application Development
- Technology Products



PARTNER PROGRAM



Learn more about Quest's  
**Channel Partner services.**

## A Partner Program Built to Help You Grow

Growing your business takes more than access to products or a list of services. It takes the right conversations, the right expertise, the right follow-through, and a partner who helps you uncover new opportunities inside the accounts you already know.

Quest's channel partner program is built to support that growth.

You do not have to become a cybersecurity expert, cloud specialist, infrastructure engineer, application developer, or managed services strategist to start the conversation. Quest helps you recognize where opportunities may exist, position services more effectively, and bring in the right technical expertise at the right time.

That means you can support broader customer needs, expand account value, and grow your business with a partner built to help you move opportunities forward.

## Your Registered Accounts Stay Engaged

When you register an opportunity with Quest, our support does not stop after the first conversation.

When Quest-led marketing or outreach uncovers a new opportunity within an account you introduced, we bring you back into the conversation. Your relationship stays connected, and you remain positioned to earn commission on eligible future sales tied to your registered accounts.

With Quest, your customer introduction is not treated as a one-time opportunity. It becomes part of a broader account growth strategy.

Quest helps keep registered accounts engaged through ongoing marketing, outreach, and educational touchpoints **designed to identify new needs, expand service conversations, and support long-term account growth.** Not every opportunity closes right away. Priorities shift. Budgets and timing change. New needs surface over time.

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## You Do Not Have to Be the Expert to Sell More

Your customers may need help with cybersecurity, managed services, cloud, disaster recovery, infrastructure, application development, technical staffing, physical security, communications, or technology products.

You do not need to master every one of those areas to start the conversation.

Quest provides partner training, sales resources, marketing support, and access to experienced technical experts who help guide opportunities forward. We help you understand where to look, what to listen for, and when to bring Quest into the conversation.



**That means you can pursue more opportunities across more service areas** while staying focused on the client relationships you already know how to build.

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## More Ways to Grow Every Account

Technology needs rarely stay in one neat category.

A cybersecurity conversation may uncover a backup or disaster recovery need. A cloud migration may reveal a staffing gap. A wireless project may lead to broader infrastructure improvements. A help desk discussion may open the door to managed services. An application challenge may uncover business process, integration, security, or support needs.

**Quest helps you connect those dots.**

Because Quest works across multiple technology pillars, you have more ways to support your customers, expand account value, and create long-term revenue opportunities from the relationships you already have.

## What You Gain When You Partner With Quest

When you choose Quest, you gain more than a service provider. You gain a partner focused on helping you grow.

**Quest helps you:**

- Build stronger technology conversations with your customers
- Bring more services into the accounts you already know
- Access sales, marketing, training, and technical support
- Leverage Quest-led marketing and outreach that helps keep your registered accounts engaged, uncover new needs, and expand service opportunities over time
- Stay connected when new opportunities surface within accounts you introduced
- Earn commission on eligible sales tied to your registered accounts
- Support customers across a broader technology portfolio
- Grow your business without becoming the expert in every service area

## Full-Service IT Depth Behind Your Customer Relationships

Quest gives you access to a broad portfolio of technology services designed to support the way businesses actually operate.

Your customers do not think in isolated service categories. They think about problems, goals, risks, performance, growth, and the pressure to keep their business running. Quest helps you bring forward the right mix of services to support those needs.

From cybersecurity and managed services to infrastructure, cloud, professional services, application development, disaster recovery, and technology products, Quest helps you support more of the customer's technology environment through one experienced partner.





## Managed Services

Help your customers strengthen day-to-day operations with services designed to support, monitor, maintain, and improve critical IT environments.

Quest's managed services help partners bring forward practical solutions for organizations that need reliable technology operations without adding more strain to their internal teams. Our capabilities include monitoring and alerting, help desk, Technical On-Call Support, unified communications, cloud services, backup, disaster recovery, and ongoing IT operations support.

These services help you start conversations around business continuity, operational stability, user support, communications, and long-term IT performance.

For partners, managed services create valuable opportunities to build recurring revenue while helping customers address the everyday technology needs that keep their businesses moving.

## Cybersecurity

Cybersecurity is one of the most important conversations you can have with your customers, and you do not have to lead it alone.

Quest helps partners bring forward cybersecurity conversations backed by experienced technical teams and practical service offerings. Our capabilities include cybersecurity assessments, managed detection and response, endpoint protection, patch management, SIEM, Zero Trust Network Access, email security, incident response, immutable storage, and broader risk management support.

We help you open the conversation, position the need, and bring in the right expertise at the right time.

For your customers, that means stronger support across risk, resilience, protection, response, and recovery. For your business, it means more ways to grow inside accounts where security is already a priority.



## Professional Services

Your customers may need specialized expertise, project support, staffing resources, application knowledge, migration assistance, or help moving complex initiatives forward.

Quest's professional services give you a way to support those needs without building a bench of specialists internally. Our capabilities include application development, cloud and email migration, project-based technical support, staffing resources, governance and compliance support, and Technical On-Call Support.

These services help you stay involved when customers need expertise beyond your internal capacity.

Instead of stepping away from complex needs, you can bring Quest into the conversation and keep the opportunity moving.

## Infrastructure Services

Reliable technology depends on the physical and operational foundation behind it.

Quest helps partners support customers with infrastructure services that keep environments connected, secure, and ready for modern business needs. Our capabilities include wireless, structured cabling, network wiring, physical security, video surveillance, access control, audio-visual solutions, and related design and implementation support.

Infrastructure services create strong entry points for conversations around modernization, reliability, safety, connectivity, workplace experience, and long-term planning.

These are often practical, visible needs your customers already recognize. Quest helps you turn those needs into stronger opportunities.

## Application Development

When customers need to modernize systems, improve workflows, integrate platforms, or build custom applications, Quest gives you access to experienced application development expertise.

Our team supports application strategy, development, integration, lifecycle management, and application security needs. This helps you bring forward business-level conversations that go beyond IT products and connect directly to how customers operate, serve users, improve performance, and support growth.

Application development can also open the door to broader conversations around cloud, cybersecurity, infrastructure, data, governance, and ongoing support.

With Quest, you can stay involved in those opportunities without needing to become the development expert yourself.

## Technology Products

Quest also helps partners support customer technology product needs through access to hardware, software, and vendor solutions aligned to the broader customer environment.

Because Quest works across both services and products, we help customers think beyond procurement. We help connect technology investments to larger operational, security, infrastructure, and business goals.

That gives you more ways to support customer needs, strengthen your role as a trusted advisor, and expand the value of each relationship.



## Why Quest is Different

- ❑ Quest is **not simply another provider** waiting for you to bring us a deal.
- ❑ We help you **grow the accounts** you introduce.
- ❑ We support registered opportunities through **ongoing marketing, outreach, and account engagement**.
- ❑ We provide training and sales resources so **you do not have to be the expert** in every service area.
- ❑ We bring **technical depth across multiple IT pillars**, giving you more ways to expand conversations.
- ❑ We help you **stay connected when future needs surface** within your registered accounts.
- ❑ We are built to **support the relationship you already have with your customer** while helping you create more opportunity from it.

## Let's Build More Opportunity Together

Your customers already trust you. Quest helps you bring more value to those relationships.

When you choose Quest, you gain a partner with the services, training, marketing support, sales enablement, technical expertise, and delivery capabilities to help you grow your business.

Whether your customer needs cybersecurity, managed services, cloud, infrastructure, professional services, application development, disaster recovery, or technology products, Quest gives you the team and capabilities to help move the conversation forward.

You bring the relationship. Quest helps you turn it into long-term growth.

## How Can We Help?

Visit [www.questsys.com](http://www.questsys.com) or call **1.800.326.4220** to learn more about the Quest Channel Partner Program.

Let's have a conversation.

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