

# Quest Customer Engagement Opportunities

## SHARE YOUR SUCCESS

As a Quest customer, you understand the importance of choosing the right solution. You especially understand how an independent voice can help build confidence in a solution and guide you to the best purchase for your organization. You've had some important successes and we'd like to highlight your experience giving you visibility and recognition in the industry!

The following is a list of opportunities you can leverage to promote the success you've had with Quest solutions and to build awareness of how it has enabled your organization to operate more efficiently and securely.

**Review the list below and choose as many engagement opportunities as you'd like.** If you have any questions, the Quest Customer Engagement Team will be happy to have a conversation with you prior to any participation.

### **REFERENCE CALL**

Share your experiences with potential Quest customers about our products and services. Common topics include implementation, product quality, performance, services and customer support.

### **CASE STUDY**

Here we highlight your technical environment, your business challenges, why you selected Quest, and the measurable results you've seen since implementation. Tell your story!

### **PRESS INTERVIEW**

Experience like yours is gold to tech reporters. They genuinely want to hear your perspective on trends as well as understand the value that Quest products bring to the marketplace.

### **SOCIAL MEDIA COMMENTARY**

Are you active on social media? If so, we'd love to help you amplify your voice further with occasional opportunities to comment on industry trends and topics, as well as your experience with Quest.

### **ANALYST INTERVIEW/SURVEY**

An interview/survey with an analyst firm is completely confidential. Your feedback will not be cited in any written report.

### **REVIEW QUEST**

Quest strives to provide the best solutions. Your feedback can help our products and services be even better. Please consider evaluating us at either Gartner Peer Insights or IT Central Station. Your participation and feedback will guide others who are searching for solutions. Reviews take about 10 minutes to complete and can be anonymous.

### **CUSTOMER VIDEO**

Tell your story in a short video. It's easy. We do all the heavy lifting to learn about your successful deployment of Quest solutions and capture it on film.

### **SPEAKER OPPORTUNITY AT EVENT OR WEBINAR**

We have a wide variety of speaking opportunities at external events, as well as internal events and webinars. Speaker opportunities can be a fantastic way to build visibility for yourself, your department and organization. We'll always run the opportunity by you for consideration first and you can decide whether or not you're interested/available.

### **NEWS RELEASE QUOTE**

Have a conversation with our friendly Quest PR staff to be quoted in one of our press releases. It may be simple reaction to an announcement or an industry trend or your experience with Quest product(s).

Last name:	First name:
Title:	
Company name:	Location:
Phone number:	Email:
Quest product(s) used:	Sales rep:
Company Website URL:	Company Twitter:
Company LinkedIn:	Company Facebook Page:

After completing this form, please email to your sales representative or [Laureen.Smith@quest.com](mailto:Laureen.Smith@quest.com)

We look forward to hearing from you.

## BENEFITS OF CUSTOMER ENGAGEMENT

- Promote business successes with internal and external audiences
- Position the Quest investment, showing how it positively impacts the company
- Increase visibility of successes via exclusive press or speaker engagements
- Demonstrate how IT has helped to enable business and improve customer service
- Accelerate adoption of technology in the organization
- Gain recognition as a thought leader
- Differentiate from the competition
- Gain marketing content to use

## About Quest

Quest creates software solutions that make the benefits of new technology real in an increasingly complex IT landscape. From database and systems management, to Active Directory and Office 365 management, and cyber security resilience, Quest helps customers solve their next IT challenge now. Quest Software. Where next meets now.

[www.quest.com](http://www.quest.com)