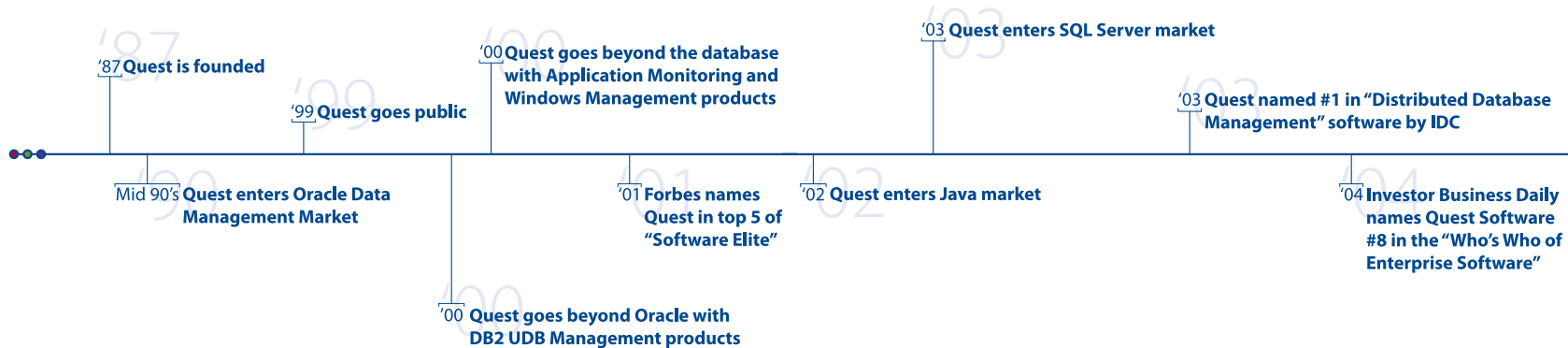## Focused on Producing Results

Meeting Higher Expectations for Enterprise IT

Organizations today have high expectations for IT. Constant uptime. Peak performance. Lots of change. Like many organizations, you've made significant investments in strategic software providers—like IBM, Microsoft, Oracle and others—to help meet those expectations. And with those investments comes value. But there's something else you can get: a complex IT environment that is very difficult to manage.

You could "get by" using the native management capabilities these strategic vendors provide. But knowing the expectations your organization has for IT, is getting by really enough? We don't think so.

That's why Quest Software develops innovative products that help customers get more performance from their applications, databases and Windows infrastructure, and more productivity from the people who manage them.

'87 **Quest is founded**

'99 **Quest goes public**

'00 **Quest goes beyond the database with Application Monitoring and Windows Management products**

'03 **Quest enters SQL Server market**

'03 **Quest named #1 in "Distributed Database Management" software by IDC**

Mid 90's **Quest enters Oracle Data Management Market**

'01 **Forbes names Quest in top 5 of "Software Elite"**

'02 **Quest enters Java market**

'04 **Investor Business Daily names Quest Software #8 in the "Who's Who of Enterprise Software"**

'00 **Quest goes beyond Oracle with DB2 UDB Management products**

FOCUSED ON PRODUCING RESULTS

So why should you choose Quest Software? Sure, we're a leader in the application, database and Windows management markets. And we've been ranked #1 by top industry analysts such as Gartner Dataquest for Application Management software[1], and IDC for Distributed Data Management Facilities software[2]. And Quest was recognized as a leader by Forrester Research for Windows Server Platform Management software[3]. But what's most important to us is focusing on our customers' management needs, delivering innovative products that solve tough IT challenges and using our deep IT expertise to make our products and serv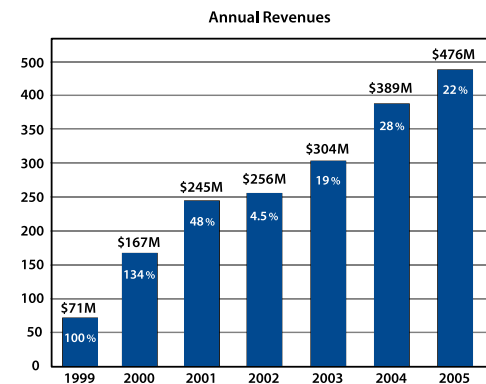ices even better. Add to this a history of strong performance, industry partners and financial health and you can see why IT professionals all over the world rely on Quest.

A "HEALTHY" VIEW OF SUCCESS

Quest Software's single goal has always been to build a "healthy software company." To us, this means:

- Building great products that work
- Treating customers with fairness and honesty
- Supporting the customer like crazy
- Respecting employees and offering them new challenges and opportunities

Quest believes that focusing solely on being "healthy" will give us the strength and stability to stand the test of time. Our consistent annual growth over the years proves that this belief is working for us.

Annual Revenues

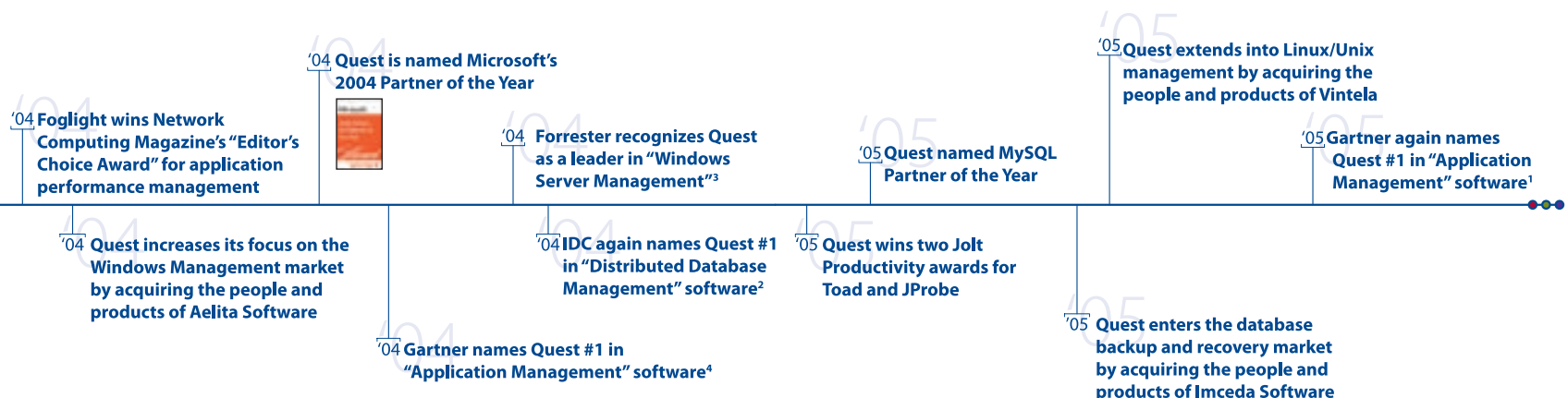| Year	Revenue	Growth
1999	$71M	100%
2000	$167M	134%
2001	$245M	48%
2002	$256M	4.5%
2003	$304M	19%
2004	$389M	28%
2005	$476M	22%

A TRADITION OF PROGRESS

We're proud of all we've accomplished since Quest Software came to life in 1987.

Today, more than 18,000 customers worldwide have selected Quest Software for products to manage complex application environments, increase database performance and simplify Windows management.

For almost 20 years, Quest Software has been committed to giving you more for your enterprise IT - and we don't plan on stopping anytime soon.

OUR PROMISE

Quest Software believes that today's IT departments should get more from their strategic IT investments. More performance. More productivity. More reliability. More availability. More value. Through a deep expertise in IT operations and a continued focus on what works best, Quest helps you meet higher expectations for enterprise IT.

'04 **Foglight wins Network Computing Magazine's "Editor's Choice Award" for application performance management**

'04 **Quest is named Microsoft's 2004 Partner of the Year**

'04 **Forrester recognizes Quest as a leader in "Windows Server Management"[3]**

'05 **Quest named MySQL Partner of the Year**

'05 **Quest extends into Linux/Unix management by acquiring the people and products of Vintela**

'05 **Gartner again names Quest #1 in "Application Management" software[1]**

'04 **Quest increases its focus on the Windows Management market by acquiring the people and products of Aelita Software**

'04 **IDC again names Quest #1 in "Distributed Database Management" software[2]**

'05 **Quest wins two Jolt Productivity awards for Toad and JProbe**

'04 **Gartner names Quest #1 in "Application Management" software[4]**

'05 **Quest enters the database backup and recovery market by acquiring the people and products of Imceda Software**

1   From Gartner, Inc., "Market Share: Enterprise Management, Worldwide, 2004," Table 2-1, Enterprise Management Market Share, Application Management Subsegment, Market Share 2004, Laurie Wurster, et al. June 2005.   2   From IDC, "Worldwide Data Management Facilities Software 2005-2009 Forecast and 2004 Vendor Shares," Carl W. Olofson. September 2005 #34027.
3   From Forrester, "Windows Server Platform Management," Thomas Mendel, PhD. December 2004.   4   From Gartner, Inc., "Market Share Enterprise Systems Management Software, Worldwide, 2003," Table 1-1, New License Revenue for Application Management Type, Market Share 2003, Laurie Wurster, November 2004.

A Commitment to Innovation

Quest Software is passionate about delivering innovative products that ensure operational excellence, even for the most complex IT environments.

GET MORE FROM YOUR APPLICATIONS

Quest's application management products give you powerful visibility into the end-user experience, improve code quality and performance and provide complete auditing to ensure compliance.

Quest Software's application management solutions are designed to help you:

- Deliver, manage and control complex application environments
- Discover, diagnose and resolve performance issues before they impact end users
- Effectively manage change to streamline upgrades and ensure compliance

Quest offers application management products for custom Web-based applications written in Java as well as packaged applications, such as PeopleSoft, Oracle E-Business Suite, Siebel and SAP. Our application management products help you accelerate deployment, improve system performance, meet service levels and reduce support costs. Products such as Foglight®, Spotlight® and award-winning JProbe® prove that Quest has the deepest understanding of your applications – from end-user to database.

"We're deploying the Foglight® desktop agents at each of our seven locations. This gives us PeopleSoft end-user response time for a sample set of key transactions. So by the time a user calls in to report a problem – for example that they can't log in or that the system is running slow – we're already working on fixing the issue. In fact, we use Foglight to determine the cause of the problem, whether it's the network, the servers, the database or the application itself."

— Michiel de Haas
Database Manager
Aon

GET MORE FROM YOUR DATABASES

Quest Software's market-leading database management products focus on improving DBA and developer productivity as well as increasing database performance.

Our solutions for database management will empower you to:

- Plan, develop and validate database code to assure optimal performance before deployment
- Discover, diagnose and resolve performance issues before they impact end-users and service levels
- Ensure high availability and secure back-up processes for compliance

Quest offers database management products for Oracle, SQL Server, DB2, MySQL and Sybase. Our industry-leading development and administration tools, such as Toad™, Spotlight™ and LiteSpeed®, put you in the driver's seat, giving you the control you need to improve database quality, productivity and performance.

Toad is the number one database development tool on the market with more than 500,000 users.

GET MORE FROM YOUR
WINDOWS INFRASTRUCTURE

Quest's Windows management solutions simplify, automate and secure your Microsoft infrastructure, and integrate Unix and Linux into the managed environment.

Quest Software provides Windows management products to help you:

- Improve security
- Plan and execute your migration projects
- Simplify delegated administration
- Reduce the risk of non-compliance
- Enhance the performance of the Windows environment

Quest offers Windows management products for Active Directory, Exchange, Windows, SharePoint and SQL Server. Our solutions for Windows, including Archive Manager, MessageStats™ and ActiveRoles™, will help you achieve more secure management capabilities, more successful migrations and more comprehensive integrations.

"It's always a balancing act — we have to balance the need for security and auditing with the business need for access to data. InTrust® helps us maintain that balance with a secure, well audited, yet accessible, environment."

— David Bryant
Team Leader of Information Security Operations
Raymond James Financial

Solving Today's Toughest IT Challenges

Our customers don't just rely on our products for operational excellence. They also come to us to solve some of their most challenging IT issues. In fact, Quest products are used today to help achieve compliance, manage complex applications and simplify identity management.

ACHIEVE COMPLIANCE

IT organizations are under increasing pressure to effectively control systems, people and processes. External regulations, such as Sarbanes-Oxley, FISMA, Basel II, and OMB Circular A-123, and internal security and accountability initiatives have made compliance a critical issue for many organizations.

With Quest, your organization can address compliance and achieve operational excellence with the same budget dollar. The same Quest products that help you get more performance and productivity from your applications, databases and Windows infrastructure also help you to implement general IT controls. Our solutions address compliance in four key areas: access to sensitive systems and data, change to applications and system configurations, availability of critical systems and data, and retention of important business communications and records.
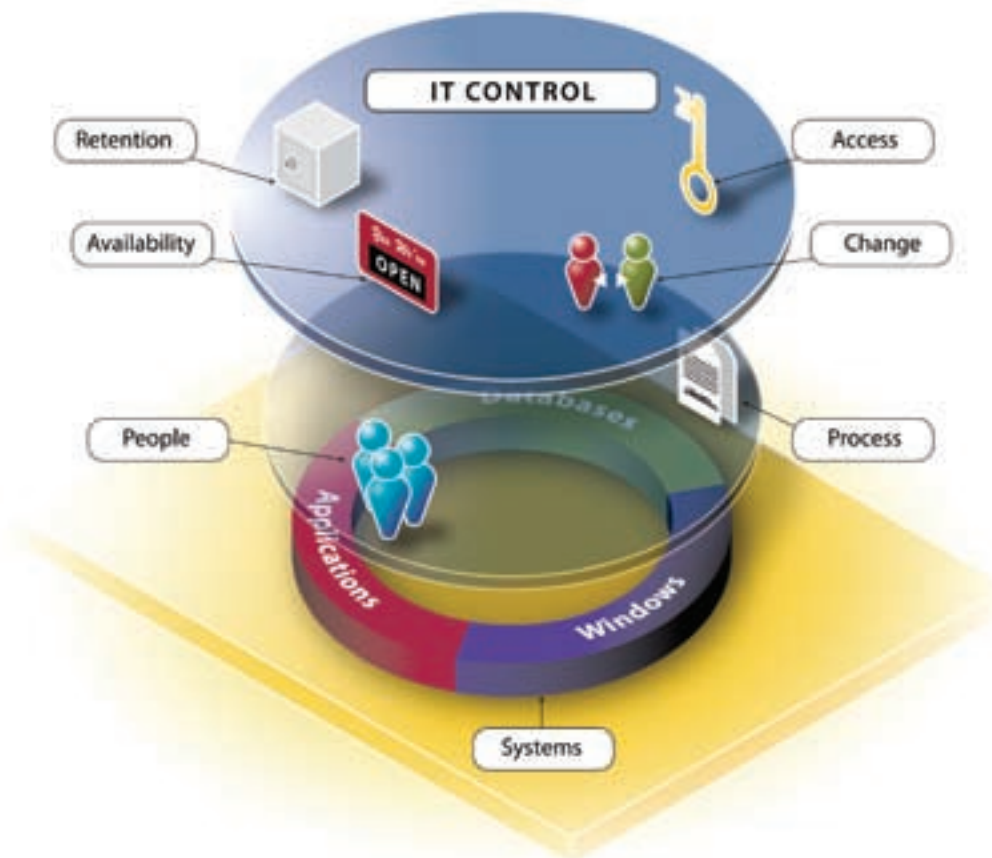
MANAGE COMPLEX APPLICATIONS

Managing both planned and unplanned change in complex application environments is one of IT's toughest challenges, and Quest Software is here to help.

Quest Application Advantage™ lets you deliver, manage and control the most complex application environments. Application Advantage is a comprehensive solution that supports you through all aspects of application management. Whether you are in the planning stages, ready to deploy, or are looking for ways to discover, diagnose and resolve application issues, Quest Software has the deepest understanding of the application – from end-user to database.

SIMPLIFY IDENTITY MANAGEMENT

For many organizations, identity management means Active Directory (AD) for Windows systems. For others, identity management means automating specific tasks such as provisioning or password resets. And for others still, identity management means large frameworks for the integration of heterogeneous systems.

Whatever your organization's specific challenge with identity management might be, Quest offers tools that simplify identity management with increased manageability, cross-platform integration, and audit and compliance reporting. With identity management solutions from Quest, you can get increased security, streamlined management and end-user satisfaction.
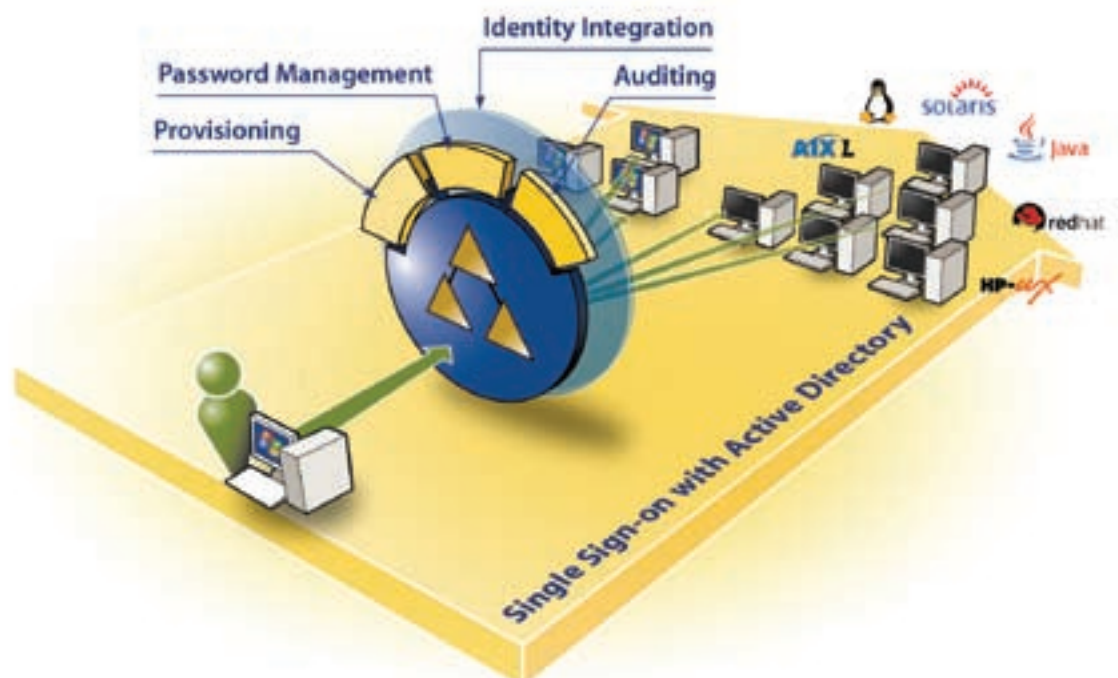
Putting Our Expertise to Work for You

We understand that a great software company should do more than simply provide great software. That's why Quest Software is committed to offering you our deep IT expertise. Quest employs a number of well-known experts who embed their advice in our products and documentation and host educational seminars and Webcasts for customers. It's just another way that we are working to give you more.

SERVICES, TRAINING AND SUPPORT YOU CAN TRUST

Delivering a solid product is sometimes just the first step to achieving a comprehensive solution. If you don't receive adequate training, knowledge and support, the value of the product we delivered is compromised. For that reason, we offer a full range of implementation services, training and customer support to ensure you get the value you expect from your Quest investment.

PROFESSIONAL SERVICES ORGANIZATION

> "I am very confident in Quest's technical ability to deliver. Two years after our decision to go with Quest we continue to be happy with the progress of the solutions Quest has developed."
>
> - Brian Christensen
> Director, IT Business Systems
> Cisco Systems

Quest Professional Services goes beyond the "hows" and "whys" of training and support. Each member of the Quest Software Professional Services team is dedicated to sharing their commitment, knowledge and experience with you. And to providing you with the additional product knowledge, product functionality and tools to successfully integrate Quest solutions within your own work environment. If you need help with Project Management, Technical Consulting, Implementation, Deployment or Customization Services, we have the trained professionals to help meet your needs.

QUEST TRAINING

Get the most out of your software investment with educational opportunities from Quest Software. Quest experts are available for on-site training at a location of your choice, offering you convenience and reduced travel fees. If you are looking for a cost-effective way to train a smaller number of students, public course offerings at a Quest training facility may be the right choice for you. Online training is also available for select products.

In addition, we also provide ongoing educational opportunities with our free Webcasts, product demos, informative white papers and technical briefs. Whatever your educational need, Quest has you covered.

QUEST COMMUNITIES

Quest takes supporting our customers to the next level. Our online discussion forums are a great opportunity for IT professionals to have peer-to-peer discussions about issues and real-world solutions for enterprise systems management. And local user groups are also available to those looking for immersive information and peer support tied to some of our most popular products.

"Quest has allowed us to move from a reactive mode to a proactive mode. Quest helps our IT staff ensure that our technology continues to support our business, allowing us to do what we do best: construction."

– Derek Knox
Senior Systems Specialist
PCL Constructors, Inc.

CUSTOMER SUPPORT

Quest Software is committed to giving our customers the best support possible for their Quest products. That's why we created SupportLink, an online, one-stop-shop for all your technical support needs. With SupportLink, you can contact our Support Team, manage existing support cases, search our online Knowledgebase and download the latest releases and patches for Quest products. Helpful user tips and information about our products are also available, making SupportLink a powerful tool for our customers.

In a recent survey, a remarkable 90% of our customers told us that they were satisfied with their support experience, and 94% were satisfied with their support engineer. At Quest, our goal is to deliver world-class, comprehensive support to our customers.

CUSTOMER SUPPORT SERVICE LEVELS

COMPONENT	STANDARD	EXTENDED	PREMIER
New Releases and Documentation	☑	☑	☑
Maintenance Releases	☑	☑	☑
Product Enhancement Program	☑	☑	☑
Telephone Support	☑	☑	☑
SupportLink (http://www.quest.com/support)	☑	☑	☑
Extended Coverage (24x7—for Severity 1 issues)		☑	☑
Dedicated Senior Support Account Manager (SAM)			☑
Account Coordination and Planning			☑

NOTE: Extended and Premier service levels are only available for select products.

From purchase to implementation to ongoing training and support, Quest Software is with you every step of the way. At Quest, we want to help you get more — every day.

Leading with Experience

Quest Senior Management Team

Vinny Smith — Chairman and CEO

Doug Garn — President

Michael Lambert — Senior Vice President, Chief Financial Officer

Brinkley Morse — Senior Vice President, Corporate Development

Anthony Foley — Senior Vice President, Worldwide Sales

Paul Garver — Vice President, Public Sector

Aggie Haslup — Vice President, Worldwide Marketing

Kim Kinnison — Vice President, Global Support

Bill Stow — Vice President, Research and Development

Company Headquarters: Aliso Viejo, California, USA

Employees: Approximately 2,700+ worldwide

Year Founded: 1987

IPO: 1999

NASDAQ: QSFT

2005 Revenue: $476 million – 22% growth from 2004

APPLICATION MANAGEMENT | DATABASE MANAGEMENT | WINDOWS MANAGEMENT

About Quest

Quest Software, Inc. delivers innovative products that help organizations get more performance and productivity from their applications, databases and Windows infrastructure. Through a deep expertise in IT operations and a continued focus on what works best, Quest helps more than 18,000 customers worldwide meet higher expectations for enterprise IT. Quest Software can be found in offices around the globe and at **www.quest.com**.

QUEST SOFTWARE®

Please refer to our Web site for regional and international office information.