Datastor Australia partners with Quest Software to bring comprehensive data protection to customers in Australia

July 27, 2012 – Datastor Australia today announced it has extended its partnership with Quest Software to bring comprehensive data protection to Australian businesses.

Datastor Australia is a distributor for Quest Software’s data protection products, including NetVault Backup, the company’s flagship cross-platform, enterprise backup and recovery solution. Datastor has also extended its product offering to include vRanger, Quest’s VMware backup, replication and recovery solution.

John Couvaras, managing director, Datastor Australia, said, “Since Quest Software’s acquisition of BakBone, it has reinvigorated the NetVault line of data protection products. Through its partnership with Quest Software, Datastor is using the combined force of the companies’ sales and technical teams to foster strong growth in Australia.”

Ian Hodge, managing director, Quest Software Australia and New Zealand, said, “Quest Software continues to promote strong partnerships with its distributors and resellers and provide Australian businesses with solutions to meet their needs.”

Later this year, Datastor’s customers will also benefit from the availability of NetVault Extended Architecture (NetVault XA). Introduced earlier this year, NetVault XA is a new platform that unifies Quest’s data protection technologies, and enables organisations to align backup and recovery directly to their service continuity needs. The first iteration of NetVault XA will be generally available in the second half of 2012, and will be incorporated into the planned releases of NetVault Backup, NetVault SmartDisk, and vRanger.

Datastor has also joined the Quest Partner Circle (QPC), Quest’s global, unified partner program designed to fuel mutual growth and revenue generation among its extensive partner community around the world. QPC enables partners to sell across the company’s entire solution offering including database management, data protection, identity and access management, monitoring, user workspace management and Windows management.

Hodge said, “QPC empowers partners to build profitable businesses with robust training and enablement, around-the-clock business-critical support services for Elite and Premier partners, and access to Quest Software’s knowledge base, product documentation, updates and license keys .”

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About Datastor Australia
Datastor Australia is a value-added distributor of IT products specialising in data storage, data protection, business continuity and virtualisation.With customers Australia wide and offices in both Brisbane and Sydney, Datastor Australia continually adds value to the channel process with involvement from its vendor partners.