

March 13, 2018



# **Lifeboat Distribution Named Quest Distributor to Meet the Growing Demand for Data Protection and Endpoint Systems Management Solutions in the North America Region**

**Lifeboat partners now have access to the world's most complete and innovative data protection solutions**

EATONTOWN, N.J., March 13, 2018 (GLOBE NEWSWIRE) -- Lifeboat Distribution, an international value-added distributor for virtualization, security, business continuity and other technically sophisticated products, today announced it has been named a Quest Software distribution partner. Lifeboat partners will now have access to the full range of Quest data protection and endpoint systems management solutions and receive local support to its network of value-added resellers, system integrators, and managed service providers in the United States and Canada.

Under the agreement, Lifeboat will promote, distribute and support Quest's products, enabling resellers and their end-users to simplify data protection and endpoint security needs across IT infrastructures so they can spend less time on IT administration and more time on IT innovation in the North America region.

"We are honored to be a distribution partner of Quest. This relationship will allow Lifeboat to extend our reach and add an assortment of great software products to our portfolio. Having the ability to offer Quest's complete solution suite, we can now supply our channel partners with the most comprehensive and innovative offerings in systems management, security and business intelligence and innovative data protection offerings in the marketplace today," added Brian Gilbertson, VP & GM of Lifeboat Distribution.

"We are committed to our partner ecosystem as they play a vital role in ensuring our customers' toughest technology challenges are addressed with great products, great service, and through an easy to work with business model," said George Karabatsos, Director of Global Distribution and Channel Sales, Quest Software. "Lifeboat Distribution has a proven track record in distribution, excellent knowledge of the Quest data protection solutions portfolio, and deep reach in the channel community. We're excited to have Lifeboat as a valued Quest distribution partner of our data protection offerings, including Quest Rapid Recovery, and the KACE solutions in North America."

Those interested in distribution services and solutions should contact Lifeboat by phone at +1.800.847.7078 (US), or +1.888.523.7777 (Canada), or by email

at [sales@lifeboatdistribution.com](mailto:sales@lifeboatdistribution.com).

## **ABOUT LIFEBOAT DISTRIBUTION**

Lifeboat Distribution, a subsidiary of Wayside Technology Group, Inc. (NASDAQ:WSTG), is an international value added distributor for virtualization/cloud computing, security, application and network infrastructure, business continuity/disaster recovery, database infrastructure and management, application lifecycle management, science/engineering, and other technically sophisticated products. The company helps vendors recruit and build multinational solution provider networks, power their networks, and drive incremental sales revenues that complement existing sales channels. Lifeboat Distribution services thousands of solution providers, VARs, systems integrators, corporate resellers, and consultants worldwide, helping them power a rich opportunity stream, and build profitable product and service businesses. For additional information visit [www.lifeboatdistribution.com](http://www.lifeboatdistribution.com), or call 1.800.847.7078 (US), +1.732.389.0037 (International), +1.888.523.7777 (Canada), or +31.20.210.8005 (Europe). Follow Lifeboat Distribution on LinkedIn, Facebook and Twitter @LifeboatVAD.

## **ABOUT QUEST**

Quest Software helps customers solve complex technology problems with simple solutions. At Quest, we believe the right technology eliminates the need to choose between efficiency and effectiveness. With Quest solutions, companies of all sizes can reduce the time and money spent on IT administration and security, so you have more time to focus on and invest in business innovation. Quest has more than 100,000 customers worldwide across its portfolio of software solutions spanning information management, data protection, endpoint systems management, identity and access management, and Microsoft platform management. For more information, visit [www.quest.com](http://www.quest.com).

For Media & PR inquiries contact:

Patrick Castenie  
Lifeboat Distribution  
Media Relations  
[media@lifeboatdistribution.com](mailto:media@lifeboatdistribution.com)  
732.389.0932 ext. 7304

Lifeboat is a registered trademark of Lifeboat Distribution in the US and other countries. All other company names or product names may be the trademarks of their respective owners.

[Primary Logo](#)



Source: Lifeboat Distribution