

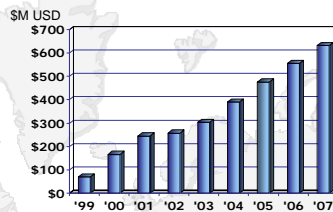
Using Hong Kong – Zhuhai As Outsourcing Partners



Strength and Leadership

Consistent annual growth

- Founded 1987
- IPO 8/1999
- \$631M in '07 Revenues
- Nasdaq: QSFT
- 3,300 employees
- 90,000 customers



Analysts rank us #1

Gartner

Application Management
North America
Gartner, 2007

IDC

Database Development and
Management Tools
IDC, 2007

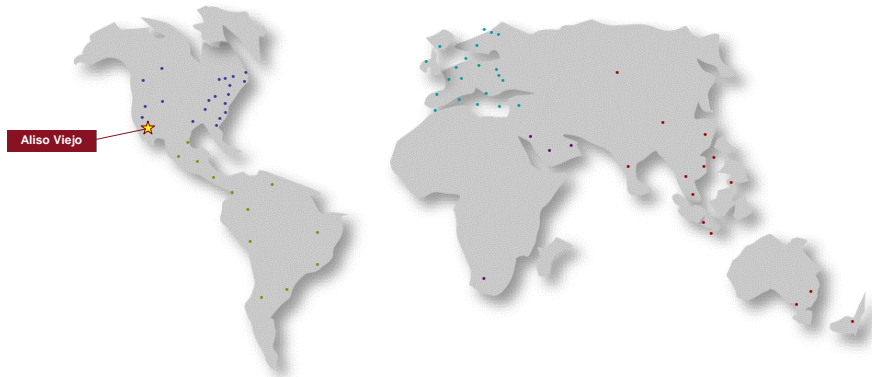
FORRESTER

Windows Server
Management
Forrester Research, 2004

Strong industry partnerships



Around the world



North America: **Aliso Viejo(Corporate)**, San Francisco, Pleasanton, Seattle, Denver, Dallas, Houston, Atlanta, St. Louis, Chicago, St. Louis, Columbus, Raleigh, Washington D.C., Detroit, Boston, New York, Toronto, Ottawa, Montreal, Westlake, Halifax * South America: Mexico, Guatemala, El Salvador, Panama, Venezuela, Colombia, Peru, Brazil, Uruguay, Chile, Argentina * Europe: United Kingdom, Ireland, France, Spain, Portugal, Italy, Spain, Netherlands, Denmark, Norway, Sweden, Finland, Germany, Lithuania/Latvia, Poland, Estonia, Hungary, Romania, Slovenia/Croatia, Turkey, Greece * Middle East/Africa: Israel, Saudi Arabia, U.A.E., South Africa * Asia/South Pacific: Russia, China, India, Korea (South), Taiwan, Hong Kong, Japan, Thailand, Singapore, Malaysia, Indonesia, Australia, New Zealand



Quest in China

Hong Kong

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Quest Business Model and how it impacted the expansion in China

- Acquisitions vs. Build
- Employees vs. Contractors
- Offshore vs. Outsourcing
- Growth in Asia vs. Growth in US



Quest in Hong Kong

- Quest Acquired Lecco Tech in 2004.
- Lecco was a Chinese based company focused on Database Tuning technologies.
- Lecco R&D team included a total of 8 engineers in HK and 3 in Zhuhai.
- Today we have 16 engineers in HK (full capacity of the office), and 25 in Zhuhai.
- One of the most stable R&D offices around the world from the point of view of performance, compensation and attrition.

Use Hong Kong as a hub to manage China

- Very good talent in Hong Kong.
- Easy communication – good English knowledge.
- Easy access from US.
- Availability of Senior and experienced resources capable to direct and manage Zhuhai teams.
- Understand the culture, and motivation factors.
- Well respected by Zhuhai staff.

Quest In Zhuhai –

- Build the office
- Advertising
- Select
- Hire
- Train
- Manage
- Accountability



Quest In Zhuhai



100 People office



Zhuhai Advantages

- Distance from Hong Kong – an hour away on Ferry.
- Labor cost low - Beijing and Shanghai are faraway and expensive.
- Very Good environment.
- Easy to attract good talent from other provinces and even from big cities.
- University an hour away – very good source of young talent.
- Quest offers the opportunity to work on an American company, travel to HK and America, stay close to home.
- Very loyal employees, excited and eager to work.

Zhuhai Disadvantages

- Communication.
- Pool of Experienced talent.

Summary

- Very successful operation.
- Low cost labor allows investment in areas that are prohibitive from the cost perspective in the US.
- Fit the projects to the talent and diversify according to the progress.
- Hong Kong/English fluent management – critical for success.
- Long term strategy that need commitment and investment but with very clear ROI.

Thanks You

