

Quest Software: Data Management & Governance

The Company

Quest Software is a software company focused on data management, cybersecurity and platform modernization. The company was founded in 1987 and has grown strongly, with 90% of the Fortune 500 using its software. Customers include ATT, Carnival and energy company E.ON. The company is privately held. In May 2025, it had a \$350 million cash injection to help accelerate its focus on AI. This funding has enabled the investment in new AI innovation.

Quest Software is headquartered in Aliso Viejo, California, USA. Visit their website: <https://www.quest.com>

Quest Software’s Global Presence & Financial Strength

\$1B	24	3K+	45K+
Annual revenue	Countries of operation	Employees	Corporate customers

The Market

Quest Software operates broadly within the data management market, with a particular focus on data modelling, data governance, database management and cybersecurity. With 53 offices across 24 countries and customers in almost 200 countries, the company is global in scope. There is no specific vertical industry focus; its software can be used in a wide range of industries. It has customers across banking, insurance, public sector, energy, life sciences and utilities, amongst others.

Overview

The Quest Software portfolio includes Erwin, a pioneer in data modelling, which also offers data governance capabilities. Quest has tools for database monitoring, such as Spotlight and Foglight, a number of tools for backup and recovery, including NetVault and RapidRecovery, and database tools such as TOAD. It also has Microsoft management tools, including Metalogix.

“Our purpose is to ensure enterprise-wide deployment of our data as a strategic asset.”
Romina Pyplacz, Head of Data Management and Governance, E.ON

Key Features:

Dynamic Trust Scores	AI-Ready Data Products	AI-Powered Functionality	AI Model Certification
Real-time trust scores replace manual reviews—helping teams quickly assess data, block risks, and meet compliance.	Five integrated components standardize data from model to marketplace—reducing duplication, lowering risk, and ensuring governed reuse from design to production.	GenAI assistants boost modeling and stewardship by offloading repetitive tasks—saving time, reducing errors, and freeing SMEs to focus on design.	Ensure production-ready AI models and data with automated, transparent readiness assessment.

The Technology

Recently Quest Software has been making a major push into AI, specifically into providing the software foundations that enterprises need for deploying AI safely and productively. These capabilities include an automated framework to certify AI models, including tracking data quality. The technology includes the use of machine learning to detect anomalies in data and monitor the health of data across systems.

Data stewards can additionally leverage erwinAI, an interactive chatbot, to speed data classification and business glossary development.

The TOAD tool includes AI features that automate some complex database tasks. The Security Guardian Intelligence platform uses generative AI to provide plain language explanations and remediation guidance for identity threats. The erwin Data Intelligence platform is the data governance offering of Quest Software, and includes automated AI model certification that tracks model maturity and data quality, classifying models into maturity tiers. It also has data valuation and trust scoring, based on weighted criteria, including usage, relevance and governance completeness. Data quality, a key to the success of AI implementations in the enterprise, is provided, with automated data profiling, scoring and monitoring. The erwin Data Marketplace enables stakeholders to quickly discover and govern AI assets.

Competitors

Quest Software competes in various markets, so its competitors vary by market. Data security competitors include Varonis, Druva, while in the data governance market its offerings compete with Collibra, Alation and Informatica amongst others. Performance monitoring competitors include BMC, and SolarWinds. In data modelling, erwin competes against tools like Idera E/R Studio and SAP Power Designer .

Summary

Quest Software has a comprehensive suite of data management tools that have been extensively proven in the field, with an impressively large and diverse customer base. Its recent investment in AI is shown through functionality appearing throughout its product line. In particular, the ability to govern AI models and track their performance is one that enterprises will value. Companies looking at data and AI governance tools should actively consider Quest Software's tool.

Market Differentiation:

- Positioned as a data management vendor with a focus on AI foundations for enterprises
- Its strong data modelling heritage through erwin
- Large user base and proven technology platform compared to some competitors.

About The Information Difference

At the Information Difference www.informationdifference.com we offer in-depth analysis of the data management industry, in-depth analysis of the main vendors, assessments of the marketplace and white papers discussing key issues and best practice.

If you are contemplating a data management project, we can advise you on strategy, vendor selection and best practice.