



DOING BUSINESS WITH ZABBIX

SERGEY SOROKIN
DIRECTOR OF BUSINESS DEVELOPMENT

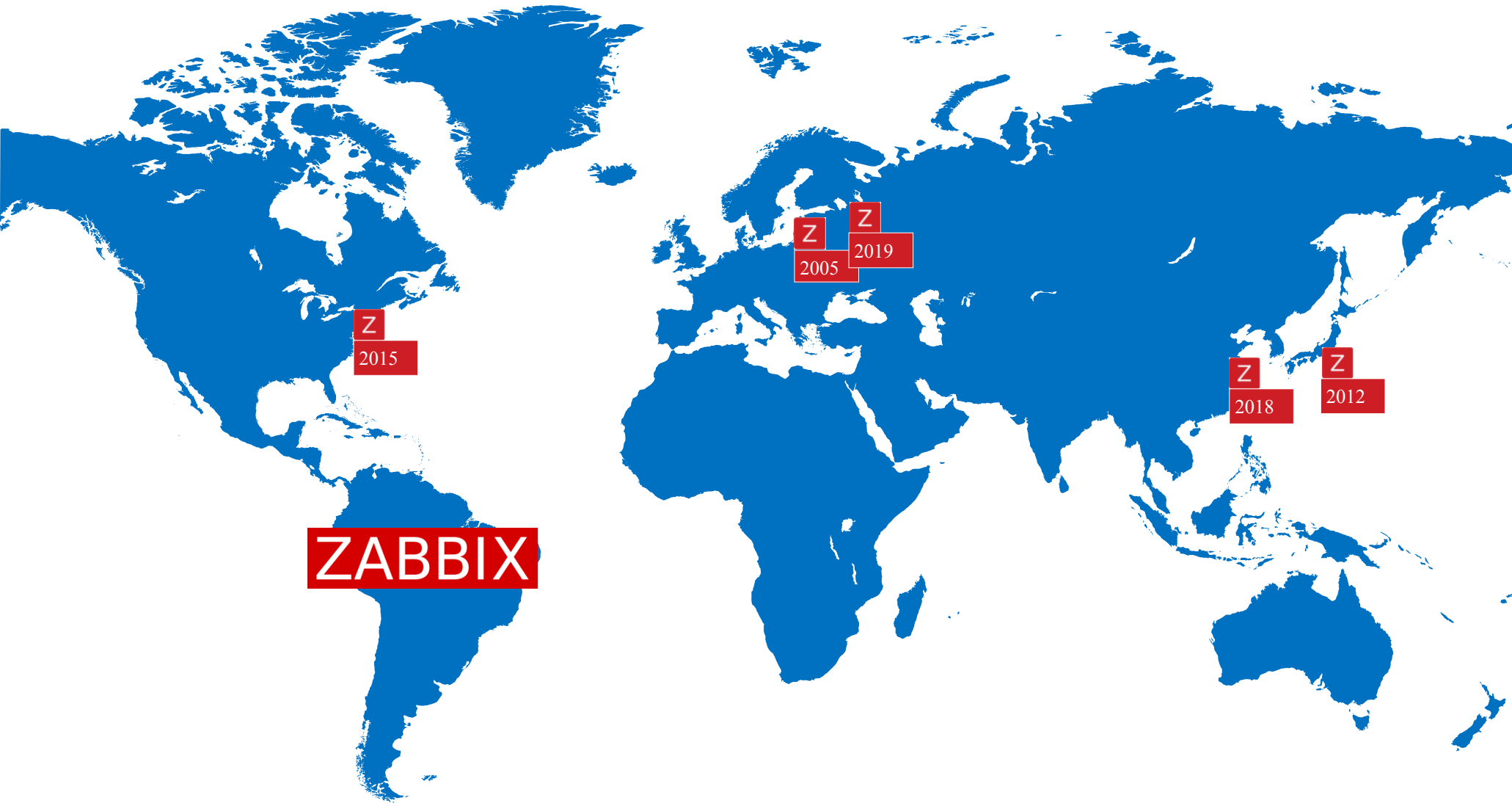
ZABBIX 2020
Conference
CHINA

01

ZABBIX GROWING BIGGER



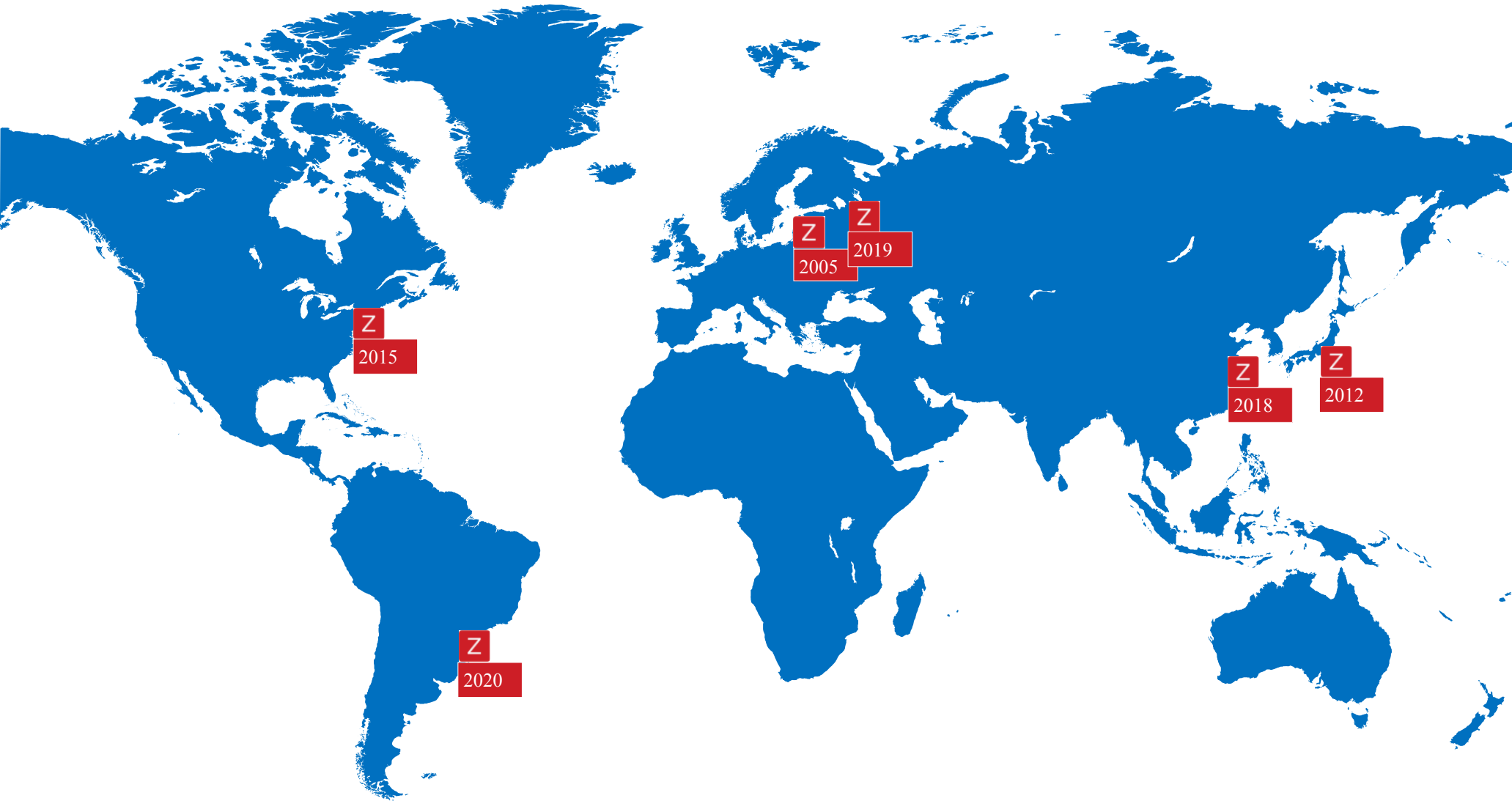
ZABBIX OFFICES IN THE WORLD



INITIAL SITUATION IN LATIN AMERICA

Language	Spanish	Portuguese
Provide technical support	No	No
Local phone numbers	No	No
Documentation	No	Yes
Zabbix interface	38%	98%
Web site	No	No
Training content & exams	No	No
Marketing communication	No	No
Participate and organize in local events	+/-	+/-
Agreements for services	No	No
Agreements for partnership	No	No
Accept payment for services locally (local bank/local currency)	No	No
Comfortable time zone for communication and service provisioning	No	No
Prices are country adjusted	No	No

OPENING ZABBIX OFFICE IN BRAZIL



INSTANT IMPROVEMENT

Language	Spanish	Portuguese
Provide technical support	Yes	Yes
Local phone numbers	Yes	Yes
Documentation	Coming soon	Yes
Zabbix interface	38%	98%
Web site	Yes	Yes
Training content & exams	Coming soon	Coming soon
Marketing communication	Yes	Yes
Participate and organize in local events	Yes	Yes
Agreements for services	Yes	Yes
Agreements for partnership	Yes	Yes
Accept payment for services locally (local bank/local currency)	Not yet	Yes
Comfortable time zone for communication and service provisioning	Yes	Yes
Prices are country adjusted	Yes	Yes

GROWING TEAM



02

ZABBIX 5.0 TRAINING PROGRAM



SAME MAJOR TRAINING COURSES

Level 1

Zabbix Certified

User

Level 2

Zabbix Certified

Specialist

Level 3

Zabbix Certified

Professional

Level 4

Zabbix Certified

Expert

NEW DURATION

Level 1 Zabbix Certified User

Use Zabbix front-end to view information. Know potential of Zabbix

1 day

Level 2 Zabbix Certified Specialist

Setup & configure Zabbix in SMBs or configure Zabbix in large companies

5 days

Level 3 Zabbix Certified Professional

Manage big, distributed, highly loaded installations in large companies

3 days

Level 4 Zabbix Certified Expert

Design & maintain highly efficient & loaded setups with expertise in API, HA/DR, and DB partitioning

5 days

NEW PRICING

Level 1 Zabbix Certified User

Use Zabbix front-end to view information. Know potential of Zabbix

Duration: 1 day

¥2,500

Level 2 Zabbix Certified Specialist

Setup & configure Zabbix in SMBs or configure Zabbix in large companies

Duration: 5 days

¥19,500

Level 3 Zabbix Certified Professional

Manage big, distributed, highly loaded installations in large companies

Duration: 3 days

¥16,500

Level 4 Zabbix Certified Expert

Design & maintain highly efficient & loaded setups with expertise in API, HA/DR, and DB partitioning

Duration: 5 days

¥32,500

INTRODUCING **EXTRA** COURSES

Level X

Zabbix Extra

Course pre-requirements

Knowledge and experience

- On-line
- 1 day (between 5 to 8 hours)
- Very practical, hands-on training
- In-depth course on subject
- No special pre-requirements
- No exam
- EXTRA course certificate

NEW EXTRA COURSES (1)

Level X01

Zabbix Extra

Course pre-requirements

Knowledge and experience description

Zabbix API

Level X02

Zabbix Extra

Course pre-requirements

Knowledge and experience description

Zabbix Pre- processing

Level X03

Zabbix Extra

Course pre-requirements

Knowledge and experience description

Automation & Discovery

Level X04

Zabbix Extra

Course pre-requirements

Knowledge and experience description

Zabbix Visualize IT!

NEW EXTRA COURSES (2)

Level X05

Zabbix Extra

**Zabbix
Performance
Optimization**

Level X06

Zabbix Extra

Course pre-requirements

Knowledge and experience description

**Zabbix SNMP,
SNMP traps, IPMI**

Level X..

Zabbix Extra

Course pre-requirements

Knowledge and experience description

Zabbix ...

Level X..

Zabbix Extra

Course pre-requirements

Knowledge and experience description

Zabbix ...

03

ZABBIX PARTNERS IN THE
WORLD



WORLD OF ZABBIX PARTNERS



CHINA IS 2ND BIGGEST



MOST **SUCCESSFUL** STORIES

ZABBIX
AUTHORIZED RESELLER

ZABBIX
CERTIFIED PARTNER

ZABBIX
PREMIUM PARTNER

04

ZABBIX INTEGRATIONS



WHAT IS INTEGRATION?

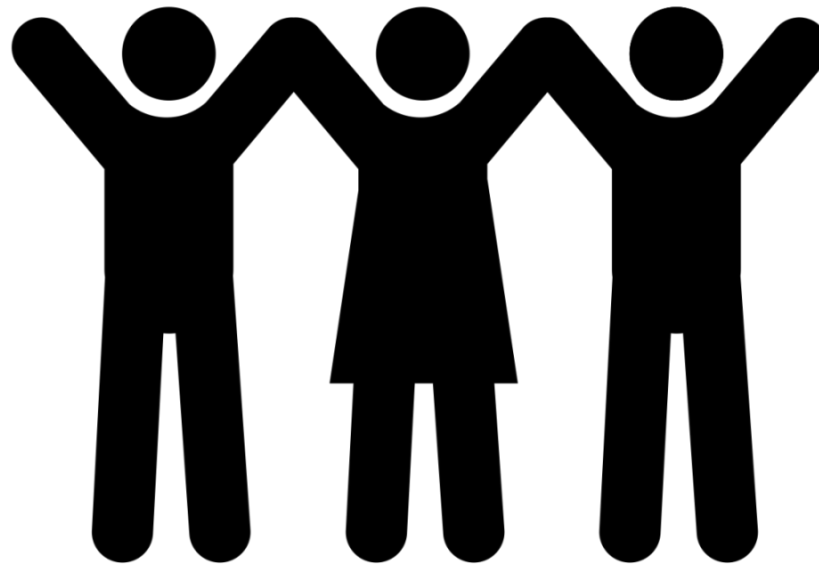
The action or process of combining two or more things in an effective way



CORE PRINCIPLES



Avoid crutches

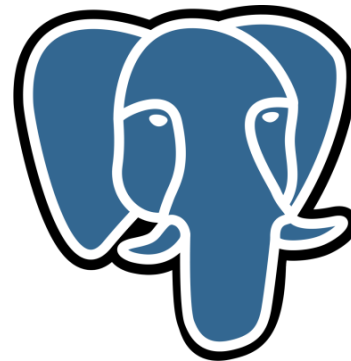


Involve Community



Work on Quality

OUT-OF-THE-BOX MONITORING TEMPLATES



WEBHOOK INTEGRATIONS

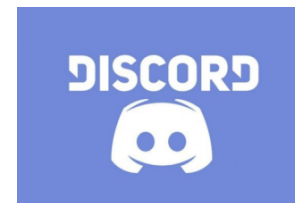
Fast and easy way to integrate with Ticketing Systems, Messengers and other services with HTTP API.



Zammad



PagerDuty



UPCOMING INTEGRATIONS



More: zabbix.com/integrations

**HAVE A GREAT
PRODUCT?**

05

BROADER USE OF ZABBIX



TOP INDUSTRIES

- ☑ Finance: banks, insurance companies, card & payment processors, stock exchanges
- ☑ IT&T: Telco (landline and mobile), data centers, Internet providers
- ☑ Retail: all kind of shops, restaurant chains, web shops
- ☑ Transportation: airlines, airports, public transportation
- ☑ Utility: electricity distribution, electricity production (hydro, solar, nuclear)
- ☑ Government & municipalities: ministries, tax authorities, city councils
- ☑ Education & Medical: universities, school networks, hospitals,
- ☑ Heavy and light production industries

MOST COMMON USE

- ☑ Server and computer monitoring
- ☑ Network equipment monitoring
- ☑ Application monitoring
- ☑ Business metric monitoring

PROTOCOLS, INTERFACES, UTILITIES

- ☑ Zabbix native(agent), SNMP
- ☑ Telnet, SSH, HTTP/HTTPS, ODBC
- ☑ IPMI, ping



Automotive



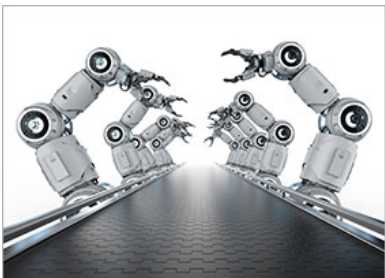
Smart Home



Logistics



Oil & Gas



Manufacturing



Transportation



**INTERESTED IN
TEMPLATE
DEVELOPMENT?**

联系我们

Contact us

Zabbix 中国致力于为国内用户提供培训、咨询、以及其他的技术支持。也为国内的用户搭建交流学习的平台。



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Zabbix开源社区



Zabbix中国



Zabbix_China



Zabbix_team



Zabbix 开源社区



加入技术交流群

THANK
YOU!

