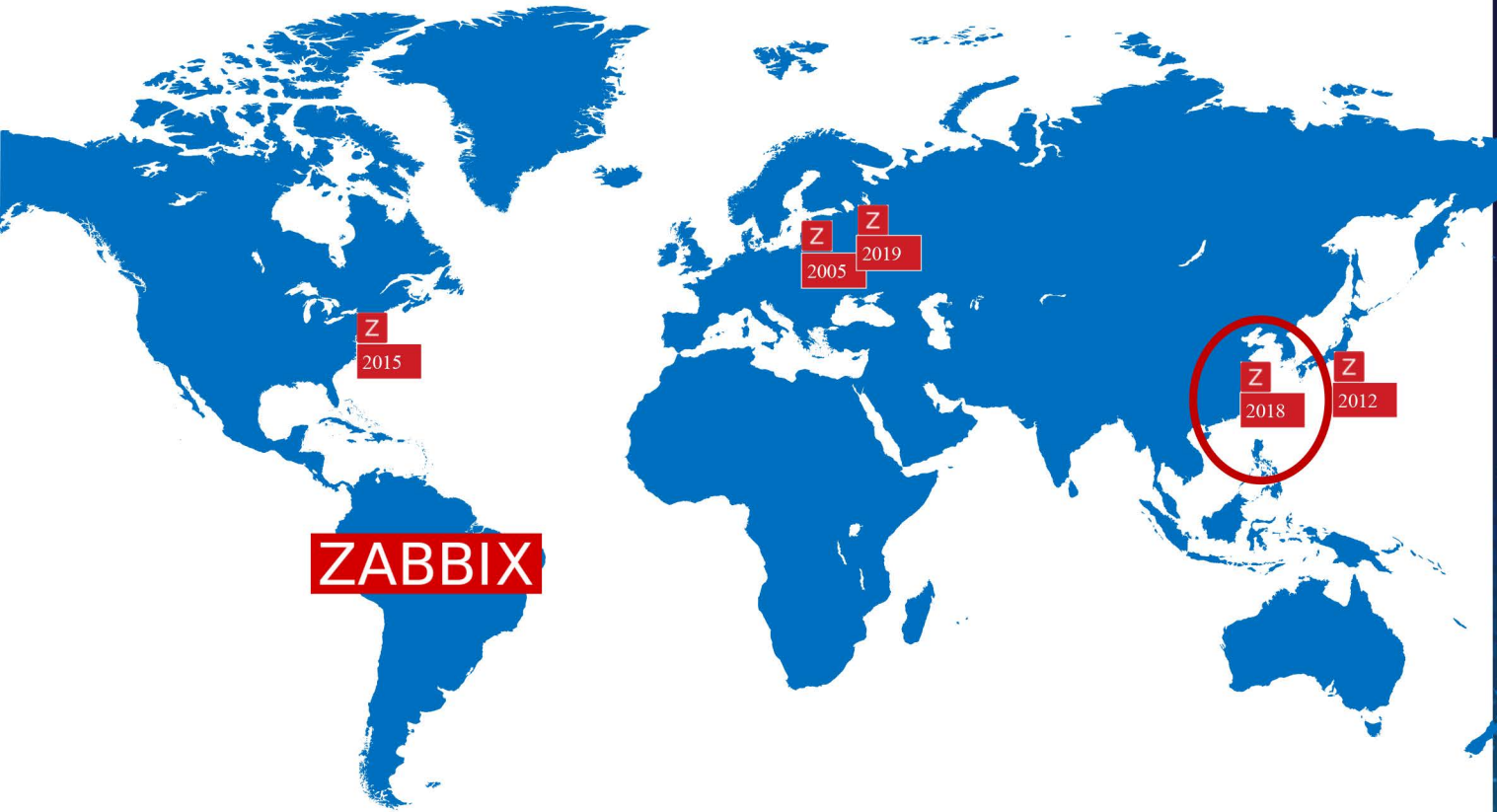
Zabbix in China



ZABBIX 2020
Conference
CHINA

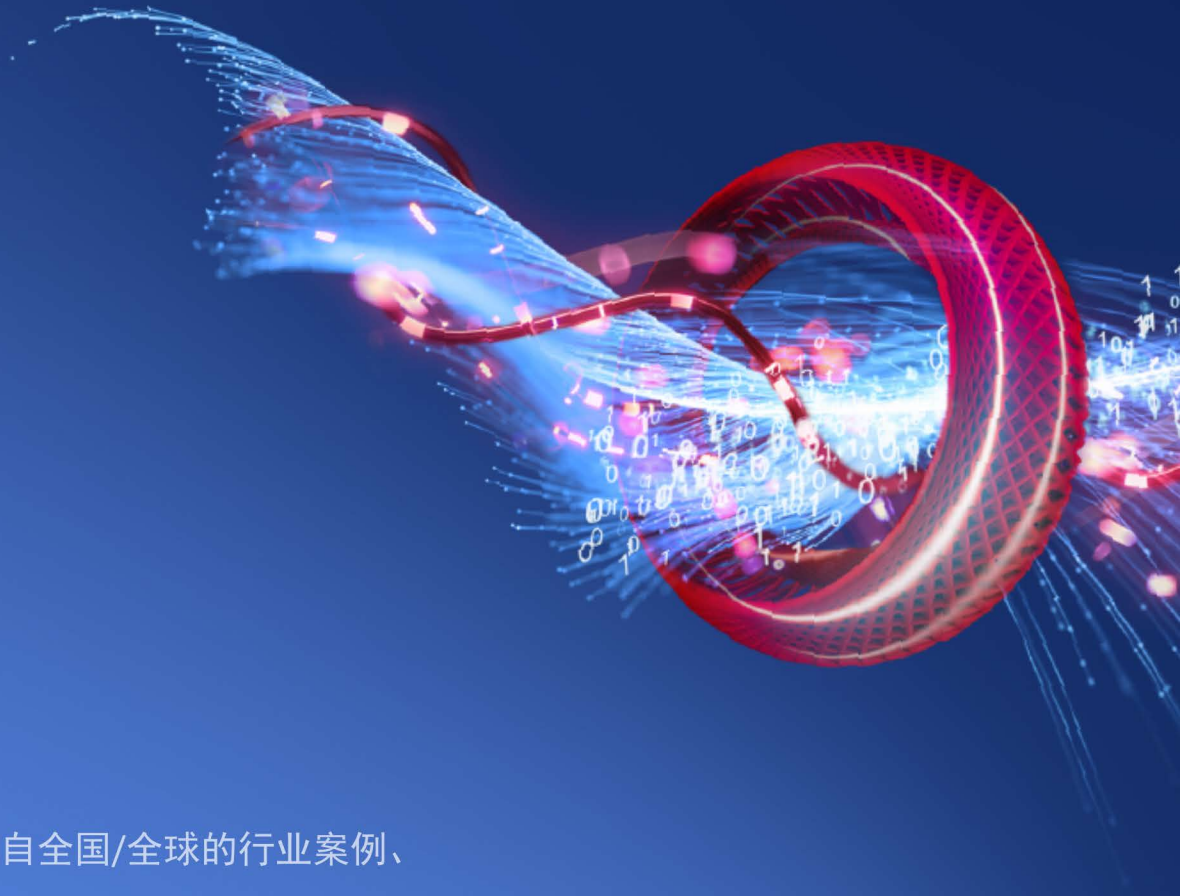
ZABBIX 2020 Conference CHINA

演讲主题

Zabbix峰会、社区和公司

演讲嘉宾

柳霞 Sandara， Zabbix商务经理，宏时数据



01

Zabbix中国峰会

Zabbix峰会是唯一一个你可以听到来自全国/全球的行业案例、技术分享、解决方案分享的地方。

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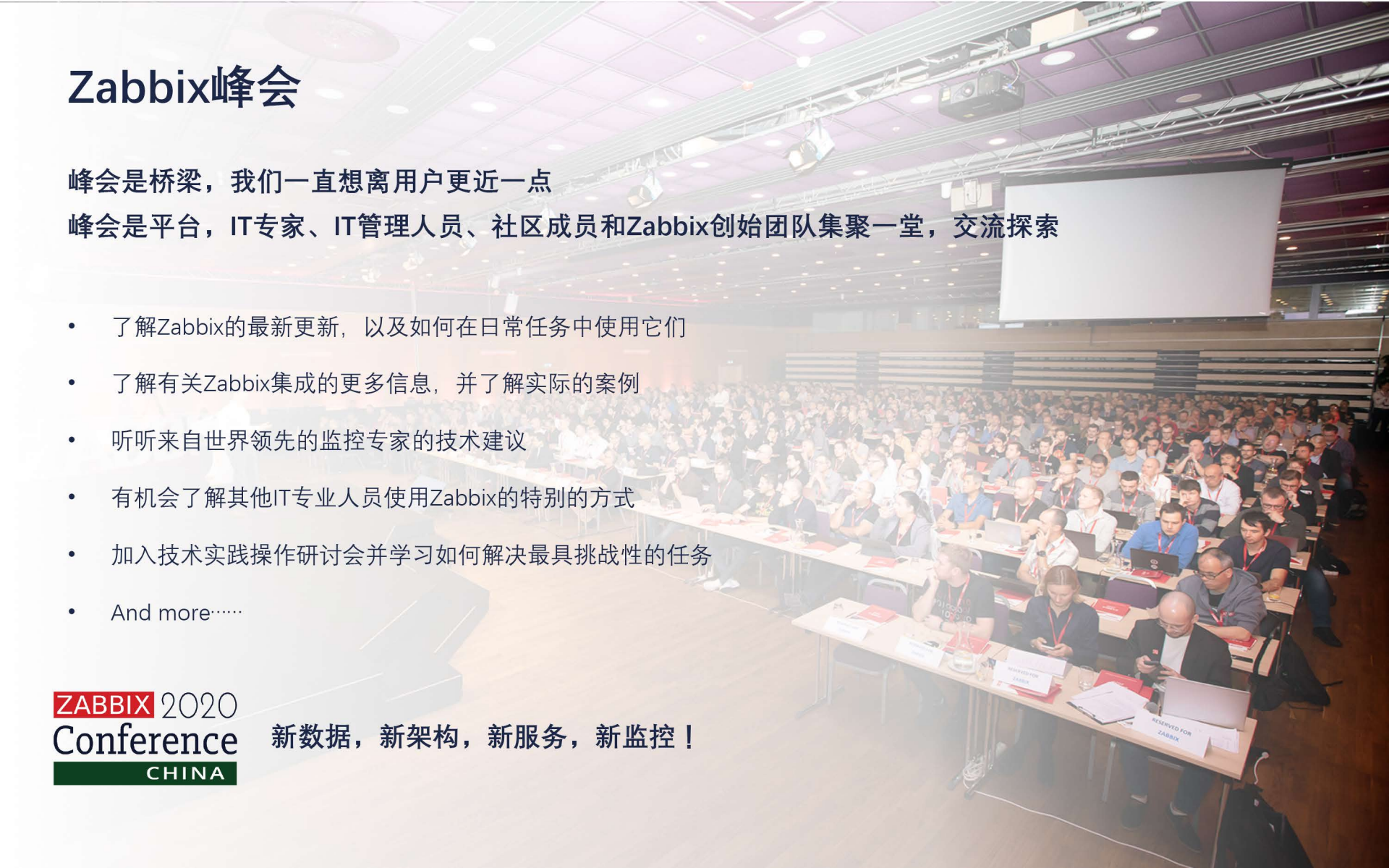
Zabbix峰会

峰会是桥梁，我们一直想离用户更近一点

峰会是平台，IT专家、IT管理人员、社区成员和Zabbix创始团队集聚一堂，交流探索



- 了解Zabbix的最新更新，以及如何在日常任务中使用它们
- 了解有关Zabbix集成的更多信息，并了解实际的案例
- 听听来自世界领先的监控专家的技术建议
- 有机会了解其他IT专业人员使用Zabbix的特别的方式
- 加入技术实践操作研讨会并学习如何解决最具挑战性的任务
- And more……

ZABBIX 2020 Conference CHINA

新数据，新架构，新服务，新监控！

2016

国内首届Zabbix峰会

Zabbix合作伙伴首聚

上海 0.5天 100人

2017

Zabbix X 上海交通大學 SHANGHAI JIAO TONG UNIVERSITY

Zabbix书籍作者+社区专家

上海 1天 200人

2018

Zabbix Workshop

Zabbix峰会专场培训

上海 1.5天 300人

2019

北京！

欧洲团队+日本团队

Welcome party+探秘故宫

北京 2天 350人

2021年3月， Zabbix峰会·上海

- 350人
- 2天演讲+实践操作课程+峰会专场培训
- 3场趣味活动：Welcome Party，圆桌晚宴，探秘上海

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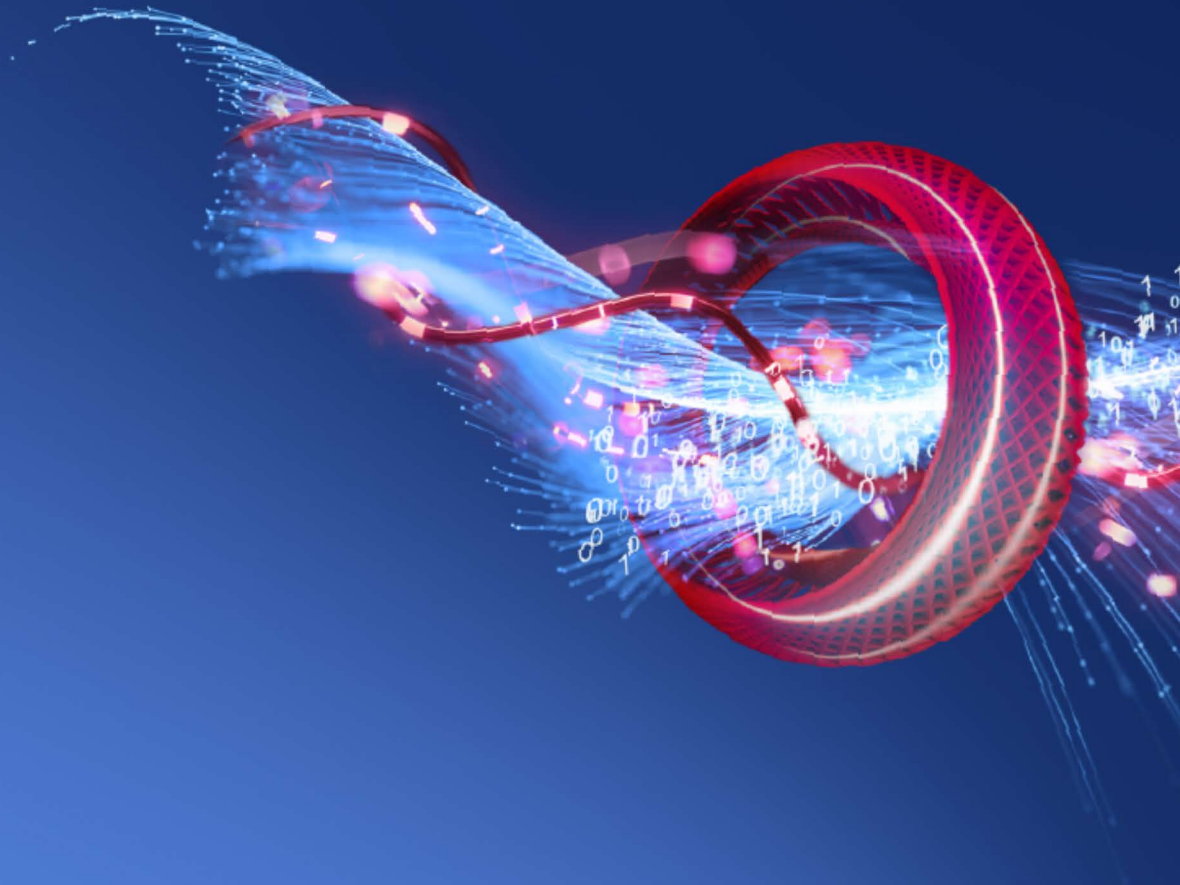
02

Zabbix中国社区

社区是我们的“超能力”

也是我们的灵感的源泉



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社区是我们的“超能力”

产品开发

- Sponsored development
- Strategic features
- Community: ZBXNEXT
- Functional/tech debt

Z投稿

Z招聘

Z 招聘

Zabbix开源社区

择佳阵容 · 占得先机

小伙伴们大家好，【Z招聘】--专属运维人的招聘栏目开始啦！位置已经为您备好，全世界找人模式已经开启，快来这里找志同道合的小伙伴吧！欢迎使用各种姿势投递各种招聘信息至文末联系方式~

Conference CHINA

Zabbix社区成长体系

ZABBIX 2020 Conference CHINA

ZABBIX 宏时数据 Grandage

03

公司｜Zabbix，宏时数据和合作伙伴

关于Zabbix、Zabbix中国

关于Zabbix合作伙伴体系、服务体系

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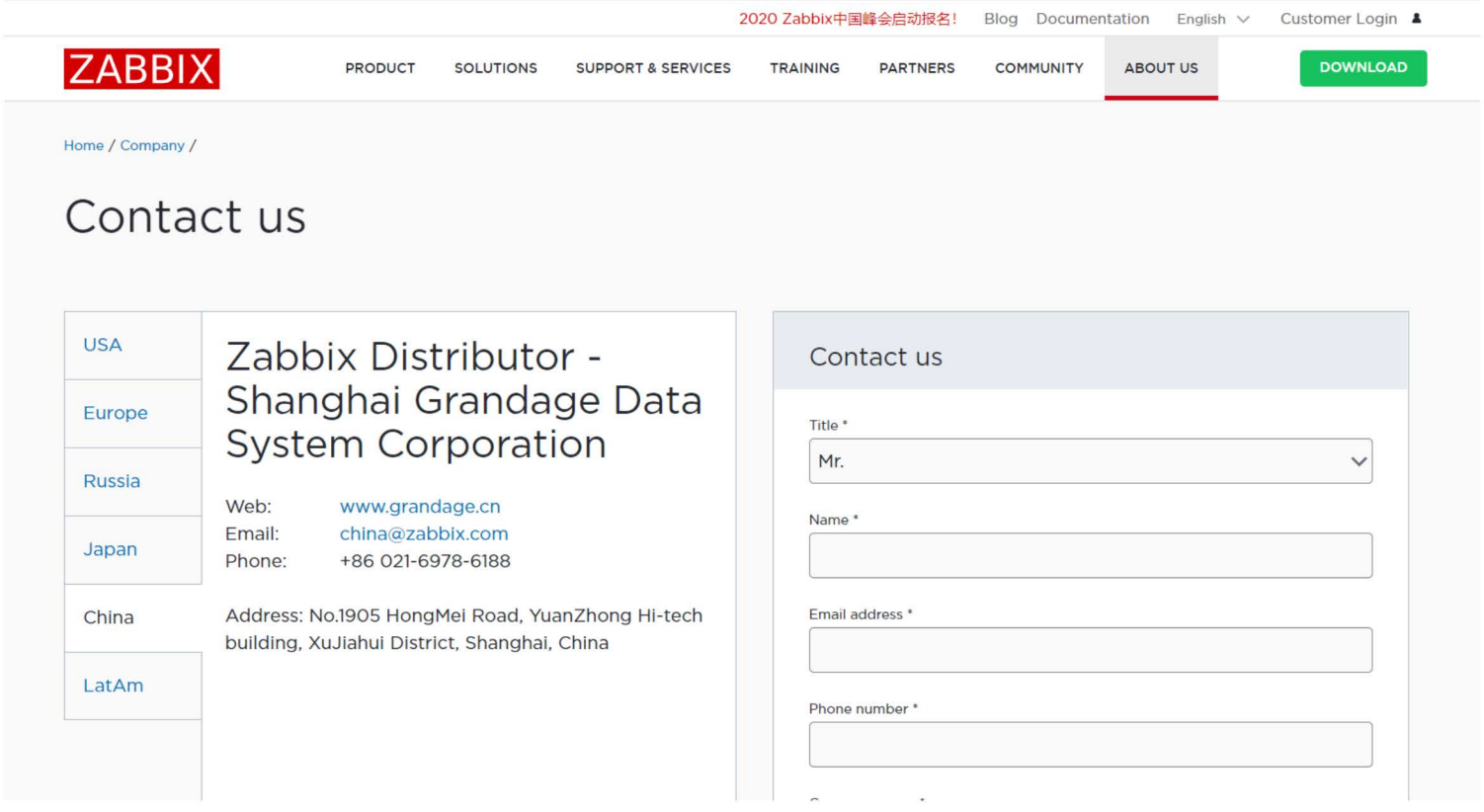
Software | Business



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关于Zabbix、宏时数据和合作伙伴

1998年

Zabbix的第一行代码诞生

2001年

Zabbix作为产品发布

2005年

Zabbix SIA公司成立

关于Zabbix、宏时数据和合作伙伴

2016年

Zabbix中国区Certified Partner

宏时数据
Grandage

2018年

宏时数据正式成为
Zabbix大中华区总代理

2020年

Zabbix 5.0发布

Zabbix全球合作伙伴近200家

Zabbix大中华区合作伙伴37家

Zabbix中文版本材料

Zabbix本地化服务

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Zabbix标准服务

认证培训

Zabbix培训为世界各地的使用者提供了向最顶级的专家学习的机会， Zabbix认证已成为评判工程师能力的重要标准。

咨询服务

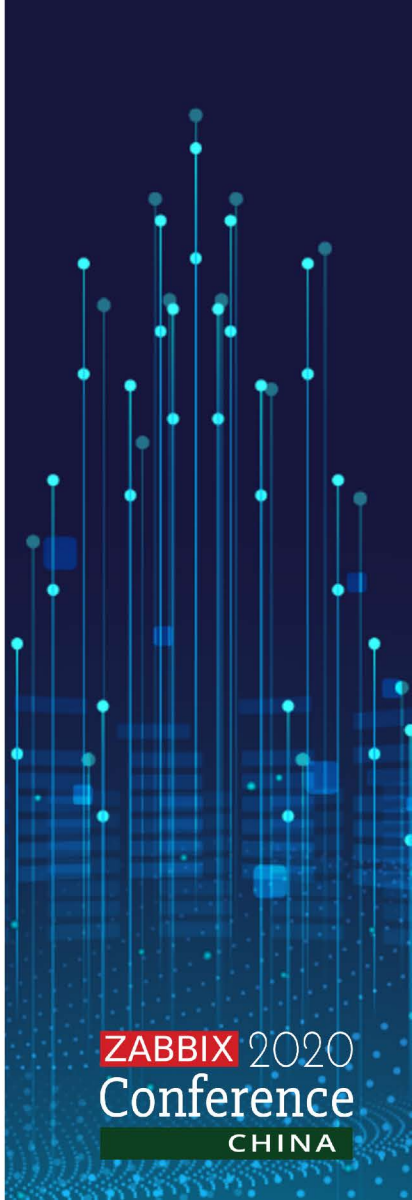
咨询服务帮助您在部署 Zabbix软件前后更好地理解其优势和潜力，为企业规划监控计划，解决高难度问题。

现场人天支持

让专业的人做专业的事，雇用国内外Zabbix认证专家来为企业做保障。

年度订阅服务

在使用 Zabbix过程中，为用户提供专业及时的技术支持，服务通过在线客户支持系统提供，辅以电话、邮件支持



Zabbix认证培训

ZCU

¥ 2,500 / 1天

Zabbix初级认证

适用于学习Zabbix的基本使用，了解Zabbix的功能，使用Zabbix前端查看和管理监控信息。

- 版本：5.0
- 授课方式：在线/现场
- 参与要求：

  无

ZCS

¥ 19,500 / 5天

Zabbix中级认证

适合专业使用Zabbix的技术人员，5天的系统性培训全面教授 Zabbix的概念和架构知识，确保技术人员无障碍、高效率的使用Zabbix，为大中小型企业客户提供支持。

- 版本：5.0
- 授课方式：现场
- 参与要求：

  了解基本计算机操作

  了解主流操作系统

ZCP

¥ 16,500 / 3天

Zabbix高级认证

大规模复杂环境，如网络和应用监控中Zabbix分布式监控的部署，Zabbix agent, proxy的使用，以及更多关于Zabbix相关的高级主题。

- 版本：5.0
- 授课方式：现场
- 参与要求：

  参加ZCS考试并通过获取ZCS证书

ZCE

¥ 32,500 / 5天

Zabbix专家级认证

教授API, HA/DR, 数据库分区方面的专业知识，为企业高级技术管理人员设计和维护高效率高负载的监控环境提供知识支撑。

- 版本：5.0
- 授课方式：现场
- 参与要求：

  参加ZCP考试并通过获取ZCP证书

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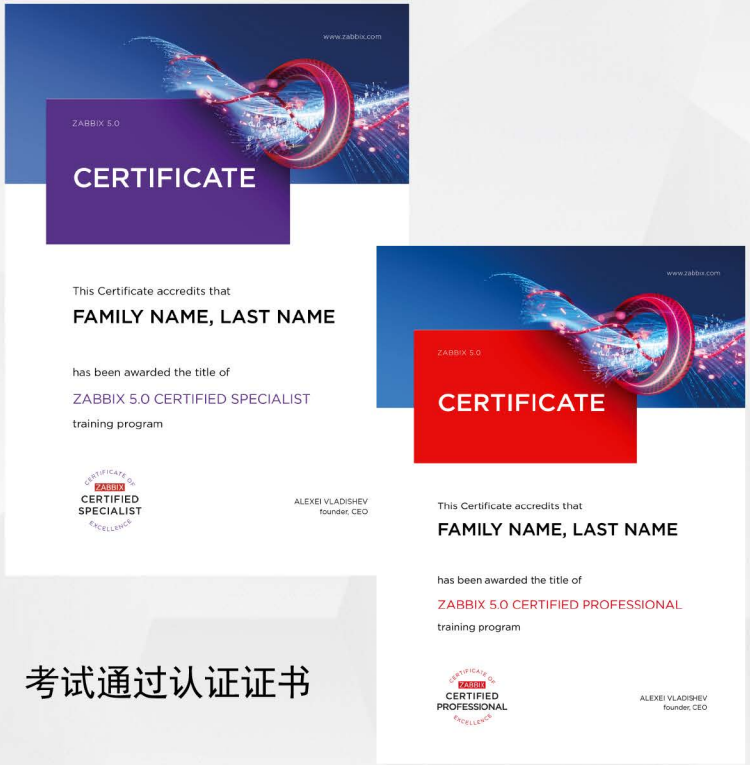
参与证书和考试通过认证证书

参与证书



考试通过认证证书

News! 线上获取证书

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专属Z礼品

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咨询服务

为什么需要Zabbix 咨询服务？

- Zabbix对特殊设备的监控，如HP 3PAR，Hadoop， Docker等
- 想要寻求企业专属的Zabbix最佳解决方案
- 企业环境量级大，复杂性高，需要专业人员进行环境检查并给出建议
- 大型项目前期的架构规划和硬件资源选型
- Zabbix已入门，但在使用过程中遇到了诸多难解的问题

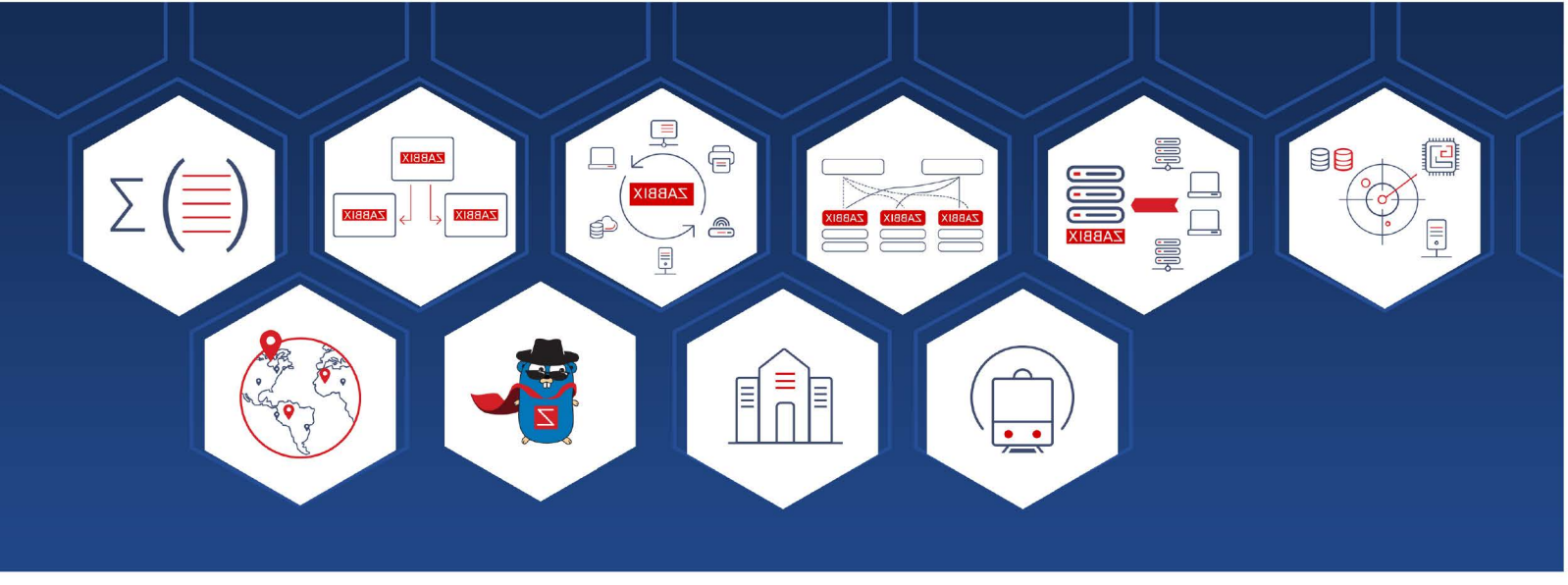
咨询服务包

现场咨询时长：7天（5+2）

5天：标准现场咨询服务现场，针对性解决企业存在的问题&教授解决方案。

2天：了解企业环境并定制方案+相关交付文档

¥ 59,800



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年度订阅服务

黄金级	铂金级 Best value	企业级
工单系统	工单系统	工单系统
-	7*24小时VIP技术支持群	-
-	Zabbix模板银行15套	Zabbix模板银行25套
-	Zabbix知识库	Zabbix知识库
-	官方认证培训3个名额	官方认证企业上门内部培训
-	现场支持5人天	现场咨询5人天
-	Zabbix峰会VIP门票2张	Zabbix峰会VIP门票2张
-	-	专属客户经理
-	-	月度跟进会议
-	-	-

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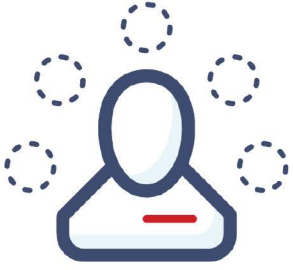
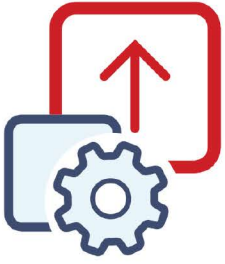
ZABBIX 年度订阅服务
为企业数据中心订阅一份7x24全面保障

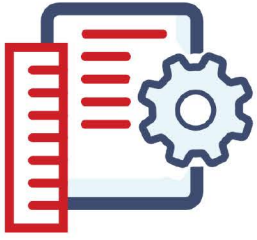
现场人天服务



部署实施

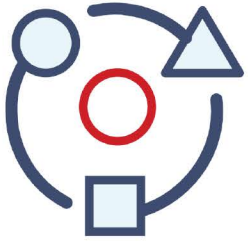


版本升级

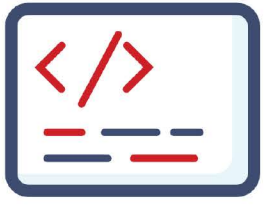


模板定制

Turn-key解决方案



单向/双向集成



二次开发

Troubleshooting

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现场人天服务

原厂工程师（英文&中文支持）

Arturs Lontons
Technical Support Engineer, Zabbix, Latvia

Arturs is an IT engineer by education and trade. As a certified IT project manager, over the years he has obtained vast experience in both IT support, design of business processes and as a part of multiple IT support teams in many different fields, from retail to aviation. Arturs started working in Zabbix as a support engineer and quickly found his passion for teaching the Zabbix community about different monitoring approaches, best troubleshooting methods and providing other insights into the internal mechanisms of the product. As a Zabbix Certified Trainer, Arturs now has the opportunity to share his knowledge with the community and Zabbix customers all over the globe.

Dmitry Lamberts
Technical Support Engineer, Zabbix, Latvia

Dmitry has a solid experience in UNIX/Linux system engineering, network administration and security. Having delivered multiple projects and Zabbix training worldwide Dmitry has a hands-on experience and in-depth knowledge of advanced configurations, such as high availability, clusters, virtualization, and performance tuning. Proven track record of solving complicated customer support tasks, passion for emerging technologies and out-of-the-box thinking guarantees thorough, high-quality services for Zabbix enterprise-level customers.

Kaspars Mednis
Technical Support Engineer, Zabbix, Latvia

Kaspars has more than 15 years of experience as a Network Administrator and more than 10 years of experience in Zabbix. He is highly knowledgeable about networking, SQL based databases (MySQL, MSSQL, Oracle), Windows and Linux server administration. Previously worked in banking sector, administering and monitoring bank network infrastructure. Kaspars is a Zabbix Support Engineer and Certified Trainer.

Andy Zhou
IT Consultant Engineer, Zabbix Trainer, Shanghai Grandage Data Systems Co., Ltd., China

Andy hs 10 years of IT administration and maintenance experience, long-term experience in the field of ITOM and ITOA, worked on many IT maintenance projects in China for insurance and financial industries.

国内认证工程师

ZABBIX CERTIFIED SPECIALIST

ZABBIX CERTIFIED PROFESSIONAL

ZABBIX CERTIFIED EXPERT

还有更多...

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Zabbix中国区合作伙伴-现在

Zabbix中国区合作伙伴-未来

- 高级合作伙伴（Premium Partner）
- 开箱即用的模板
- 集成方案
- 服务
- 更多…

为什么一定要选择Zabbix官方认证合作伙伴？

Trustful Network

Zabbix Partnership program creates a worldwide network of the trustful and highly skilled companies ready both to provide immediate technical assistance and become an accessible intermediary between you and the Zabbix team.

Availability

When Zabbix is unavailable, for example, when there is no local branch office, a language barrier exists, or the client needs a comprehensive solution that includes monitoring, purchasing services from a local official partner becomes an optimal solution.

High-Quality Standards

Many IT companies in the market are ready to help you with Zabbix. But we can't guarantee that their service level meets Zabbix quality standards. By giving the company the status of a partner, we ensure that the company has the high technical expertise to provide services at the proper level.

Why do we recommend working with official Zabbix partners?

- First of all, official partners meet Zabbix's quality standards. It is a status that guarantees you professionally done work.
- Local partners are always nearby – they speak the same language with you and at the same time are in contact with Zabbix's office and can get immediate help for you.
- Often an official partner can provide you with comprehensive service – design a complete IT infrastructure and provide monitoring for it. By choosing an integrator among Zabbix's official partners, you are guaranteed to rely on trusted service.
- When you deal with a partner, you can count on the bugfix as quickly as if you were buying support directly from Zabbix.
- The knowledge limit of each IT specialist is limited. When choosing a Zabbix partner, you can be sure that in the event of a rare or new problem, he or she will turn directly to the Zabbix engineers, who solve hundreds of complex technical tasks every day and find a solution for you.
- When purchasing technical support and choosing an official partner you contribute to Zabbix and our open-source software development. You become one of those companies, thanks to whom the solution develops and becomes even better.

推荐供应商成为Zabbix合作伙伴

Invite your Integrator to Become Zabbix Official Partner

Becoming an official partner of Zabbix is very easy, and the result is worth it. The process itself does not take much time. The company fills out an application; we review it as soon as possible and reach out to the contact person to discuss the next steps.

Would you benefit if your IT integrator became an official Zabbix representative? Absolutely! After verification, the partner will have access to the Zabbix knowledge base and be the first to know about all updates and improvements. It means you will receive more relevant and thoughtful assistance.

Tell your integrator about the possibility of becoming an official Zabbix partner and about the opportunity to gain access to local companies that are looking for a reliable provider of Zabbix professional services. Get more professional help and a 20% discount on your first year of technical support or a 15% discount on Zabbix Professional Training.

https://www.zabbix.com/work_with_partner

联系我们

Contact us

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

138-1772-0274

china@zabbix.com

www.grandage.cn
www.zabbix.com/cn

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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

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THANK YOU

2021 Zabbix峰会，上海见