

# ZABBIX

## The Zabbix Partner Program.

Our emphasis on high performance, functionality, and reliability has led to requests for Zabbix professional consulting, advice, support, and training from almost every corner of the world. The Zabbix Partner Program is our way of meeting those requests as effectively as possible.



# Why become a partner?

## 276 partners (and counting).

Across North and South America, Europe, Asia, and Australia, the Zabbix Partner Program extends expert services locally through a trusted network of IT professionals.

Zabbix is downloaded more than 250,000 times every month, creating an enormous market of customers searching for advice, technical assistance, and know-how.

Our extended global network of trusted partners allows us to provide customers with the support they need wherever they are, while giving our partners a unique competitive edge thanks to pre-sales consulting, exclusive discounts, enhanced visibility, and added recognition.

There are a variety of reasons why it makes sense to take advantage of the opportunity to work together with Zabbix, including:



### Logo privileges

Use the Zabbix Partner logo on your website and have your logo on the Zabbix website



### Pre-sales consulting

Our pre-sales consulting helps you showcase Zabbix to potential customers



### Discounts on all services

Professional training, consulting, custom development, and more



### A recognition boost

Gain potential customers and increase the visibility of your business



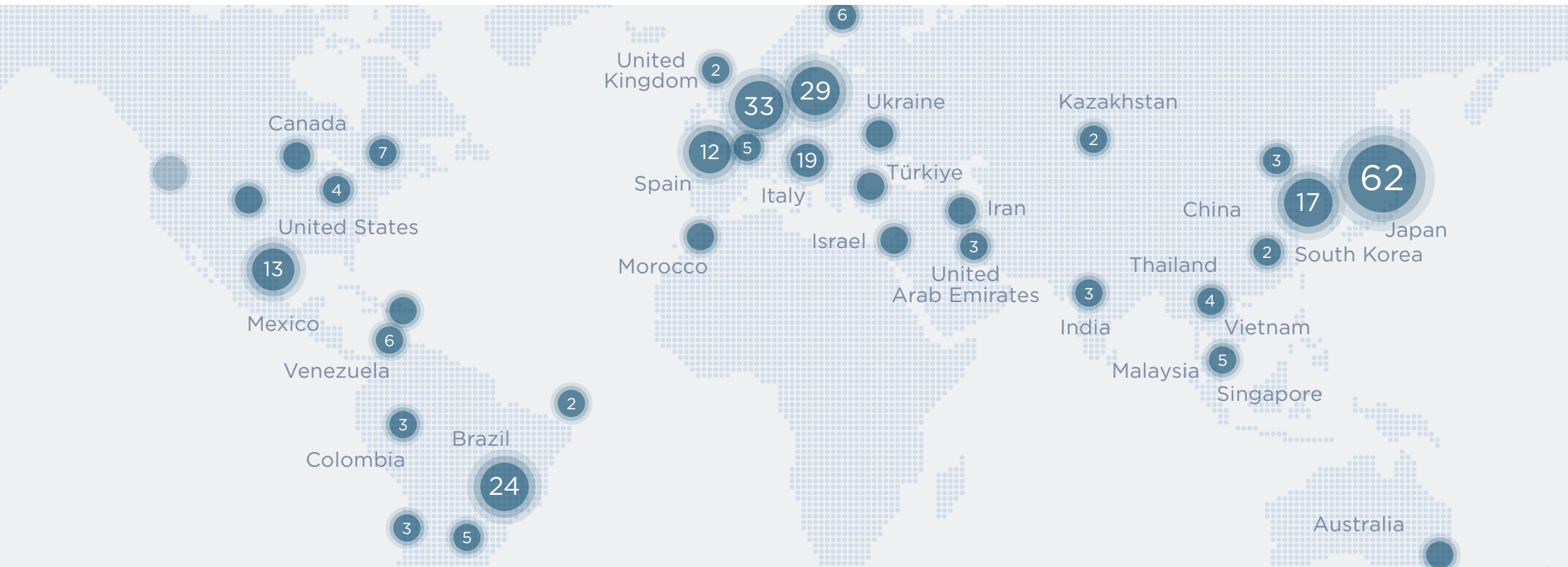
### Event participation

Take part in joint marketing events like Zabbix Conferences, Meetings, and more



### A chance to stand out

Gain the competitive edge you need to differentiate yourself in the marketplace



## Referral Partners

Promote and refer Zabbix solutions while gaining entry-level access to the partner program, with referral rewards and minimal commitment.

**ZABBIX**

REFERRAL PARTNER

### Key benefits:

- Commission for customer referral
- An ideal starting point for a more involved partnership
- The right to use Zabbix branding in your marketing materials

## Premium Delivery Partners

Get certified to deliver Zabbix premium services and first-line support, while engaging in strategic projects.

**ZABBIX**

PREMIUM DELIVERY  
PARTNER

### Key benefits:

- Participation in international marketing initiatives and events
- Exclusive company - premium status is for expert partners
- Strategic collaboration with Zabbix

## Authorized Resellers

Resell Zabbix services while unlocking sales and support tools to grow your customer base – while letting Zabbix handle delivery.

**ZABBIX**

AUTHORIZED RESELLER

### Key benefits:

- Discounts on all Zabbix services, including professional training, consulting, and custom development
- Access to pre-sale consulting services and support
- The right to use Zabbix branding in your marketing materials

## Distributors

Manage the end-to-end partner ecosystem within authorized regions and help drive Zabbix's market presence.

**ZABBIX**

DISTRIBUTOR

### Key benefits:

- A chance to manage the Zabbix partner network in your region
- The ability to leverage the Zabbix brand for your business
- Daily support from Zabbix HQ

## Certified Delivery Partners

Provide support in local languages and stand out with delivery credentials and localized service capabilities that will drive added revenue.

**ZABBIX**

CERTIFIED DELIVERY  
PARTNER

### Key benefits:

- High visibility on the Zabbix website
- The chance to deliver Zabbix services in your local language (alongside your own value-adding services)
- The opportunity to train your team with free partner vouchers

## Integration Partners

Develop official integrations, list solutions on the marketplace, and work shoulder-to-shoulder with Zabbix.

**ZABBIX**

INTEGRATION PARTNER

### Key benefits:

- Display your solution on the Zabbix website
- Enhanced customer recognition
- Help from Zabbix with template building, integrations, and more

# Program requirements & application

## Prerequisites

Typically, our partners are made up of hardware and software resellers, system integrators, and technology consultancy companies, but there are no restrictions on what kinds of organizations can enter the Partnership Program.

Each partner program has its own qualification requirements, to ensure that potential and existing customers receive a level of service that meets Zabbix's high quality standards.

## Application process

To get started, simply fill out the application form. Our team will reach out to answer your questions, discuss the partnership details, and guide you through the next steps.



### Application form

[zabbix.com/forms/become\\_partner](https://zabbix.com/forms/become_partner)

Need help? Reach out to us at [partners@zabbix.com](mailto:partners@zabbix.com)

## Program Requirements

**Website Registration.** Register on the Zabbix website to gain access to exclusive partner resources.

**Reseller Annual Fee.** Basic annual fee to maintain their partnership status.

**Certified Annual Fee.** Fee to access higher-tier benefits, support, courses, and marketing or sales campaigns.

**Sales Accreditation Course.** Partners need to have Sales Representatives on their team.

**Professional Trainings.** Partners must have employees who are certified as ZCU, ZCS, ZCP, ZCE, or ZCT.

**Business Plan.** Partners must submit a business plan outlining their goals and collaboration strategy with Zabbix.

**Minimum Revenue.** Partners are required to meet a 12-month revenue threshold to qualify for certain partnership levels.

**Specific Agreement.** Partners must sign a tier-based agreement outlining goals, roles, and expectations.

**Forecast & Pipeline.** Partners are required to regularly share forecasts and pipeline reports to support planning and alignment.

**Marketing Contact.** Partners must assign a marketing contact to coordinate co-marketing with Zabbix.

### Referral Partners

### Authorized Resellers

### Certified Delivery Partners

### Premium Delivery Partners

### Distributors



We help businesses  
deliver flawless services  
for a better world  
and happier people.

Find out more about  
The Zabbix Partner Program

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[zabbix.com/partners](https://zabbix.com/partners)



Contact us

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[partners@zabbix.com](mailto:partners@zabbix.com)

