ZABBIX



How Imagunet Became a Regional Leader with Zabbix

Zabbix Partner Program

IMAGUNET

PARTNER
IMAGUNET

FOUNDED
2017

REGION
COLOMBIA

Imagunet, an official Zabbix partner, made a strategic bet on the tool from the very beginning, making it the core of its portfolio and growth. It joined as a Reseller in 2018 and, in less than a year, reached the Certified level; it then became a Premium Delivery Partner in 2020, and has implemented more than 150 projects since 2018.

About the partner

Imagunet was founded in 2017 in Colombia with a clear strategic vision: to build a company specializing in high-impact technology solutions. From the start, it focused on building a solid portfolio aimed at solving real monitoring, availability and performance challenges in complex enterprise environments.

With this goal in mind, Zabbix was one of the first products added to the portfolio, in the company's very first year. What started as a technical bet quickly became the core of the business.

Imagunet's growth reflects this strategic decision:

2018 >

In April 2018, it joined the partner network as a Reseller.

In November 2018, it became a Certified Partner.

2020 >

In 2020, it became a Premium Delivery Partner.

Zabbix became the company's main commercial and technical driver.

The team started with 5 people in 2017 and now has more than 30.

The relationship with Zabbix

Before choosing Zabbix, Imagunet evaluated several open-source alternatives. The main criteria were:

✓ **Guidance and support (the deciding factor):** support from the vendor itself and a clear roadmap. Other open-source tools did not offer this, as they relied only on communities or blogs.

✓ **A truly open-source model:** other solutions had hybrid models (free plus paid tiers). Zabbix offered full functionality with no hidden licenses.

✓ **Maturity and positioning:** a strong presence in Europe and Brazil, with a well-established, low-risk project.

Imagunet went beyond implementation and built an enterprise services model around Zabbix, focused on:

- **Ongoing support;**
- **SLAs and best practices;**
- **Real adoption by customers.**

To build confidence in the open-source tool, the sales strategy was based on:

- **Real success stories by industry** (banking, government, retail, telecommunications);
- **Hands-on demos, dashboards and operational experience.**

Results and leadership

Since 2018, Imagunet has achieved:

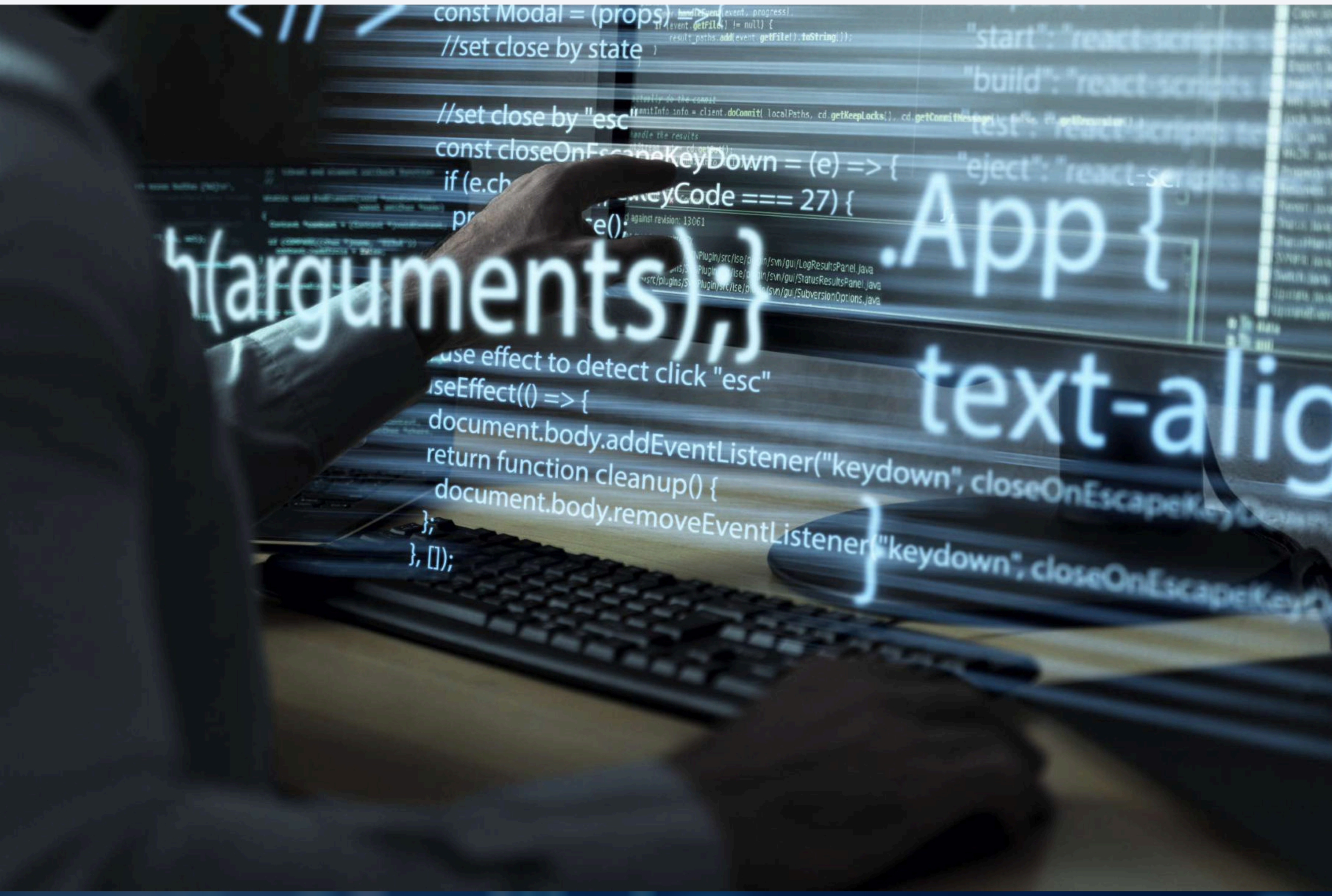
- ↗ More than 150 successful implementations;
- ↗ More than 40 active customers;
- ↗ Consulting support for more than 30 companies in industries such as:
  - ↘ Telecommunications;
  - ↘ Universities;
  - ↘ Banking;
  - ↘ Retail.

The bet on Zabbix has driven:

- ↖ **Average growth of more than 40% per year;**
- ↖ **Significant acceleration after becoming a Premium Delivery Partner (2020);**
- ↖ **Positioning as a regional reference in open-source monitoring.**

Conclusion

Working with a certified partner helps avoid rework and bad practices, reduce hidden costs and ensure implementations that follow official standards. Today, Imagunet's work with its customers focuses on optimizing implementations, adopting new features and preparing for future versions.



Discover how the **Zabbix Partner Program** can boost your business.

Contact us