

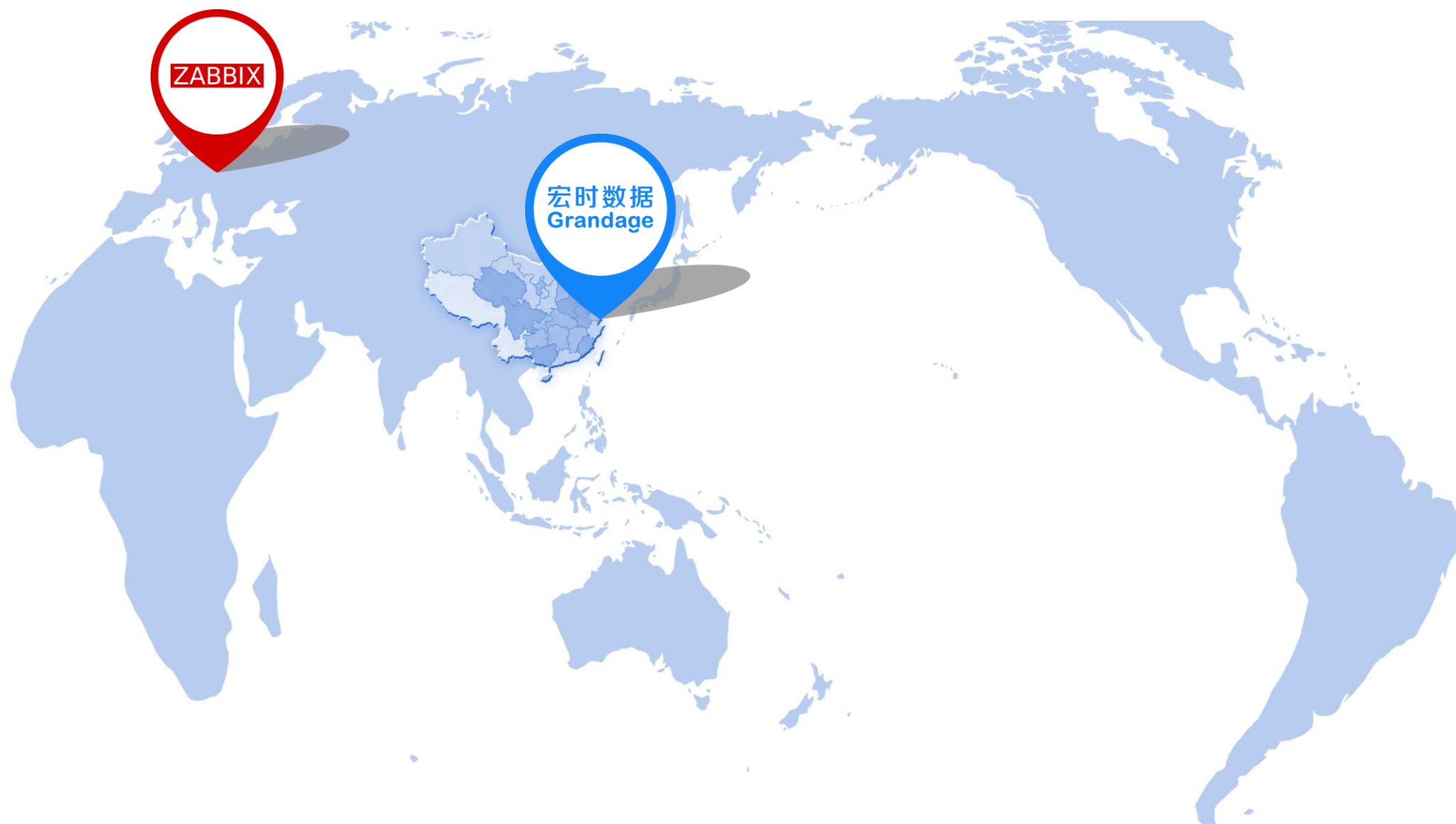


ZABBIX IN CHINA

Cindy Lu

CSO, Grandage, China







2010
Grandage Founded



2018
Became Zabbix Distributor in Great China



2016 Zabbix Users Meetup

2017 Zabbix China Community Created

2022 Achievement

01

MARKETING



ZABBIX IN PUBLIC



China International Import Expo



China Hi-tech Fair - Latvia Booth



Finance Insurance Technology
IT Leaders Summit



Global Operation Summit



PingCAP DevCon

ZABBIX CONFERENCE – 6TH CONSECUTIVE YEAR



2016

SHANGHAI 0.5DAY
100 ATTENDEES



2017

SHANGHAI 1 DAY
200 ATTENDEES



2018

SHANGHAI 1.5 DAYS
300 ATTENDEES



2019

BEIJING 2 DAYS
350 ATTENDEES



2020

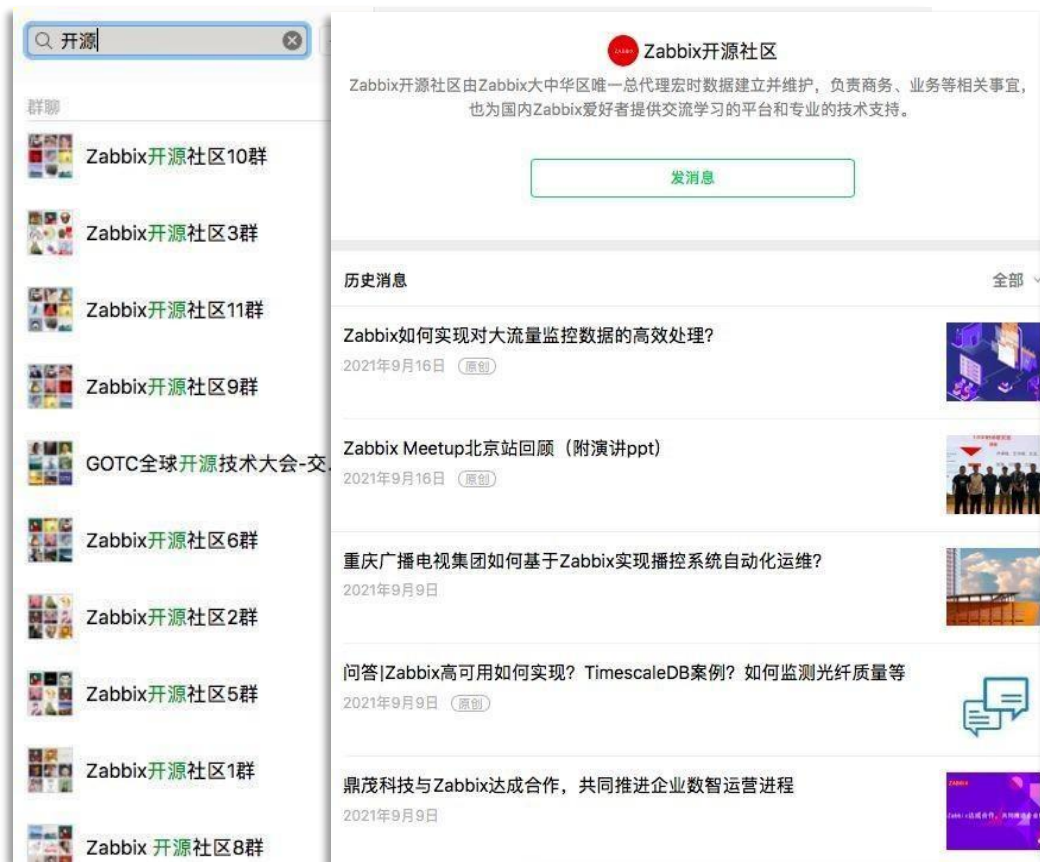
SHENZHEN 2 DAYS
250 ATTENDEES



2021

SHANGHAI 2DAYS
250 ATTENDEES

OUR COMMUNITY



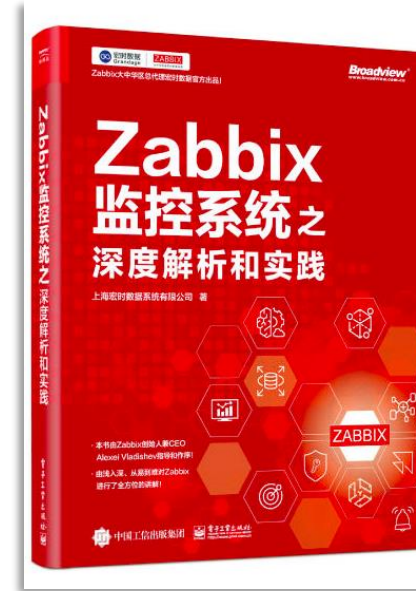
- Wechat Groups, 7,000+ active members
- Blog, every week, 16,000+ followers

- Webinar, every month
- Q&A online, every week

OUR COMMUNITY



Zabbix Meetup
4 Main Big Cities



Zabbix Book
Writtern by Grandage



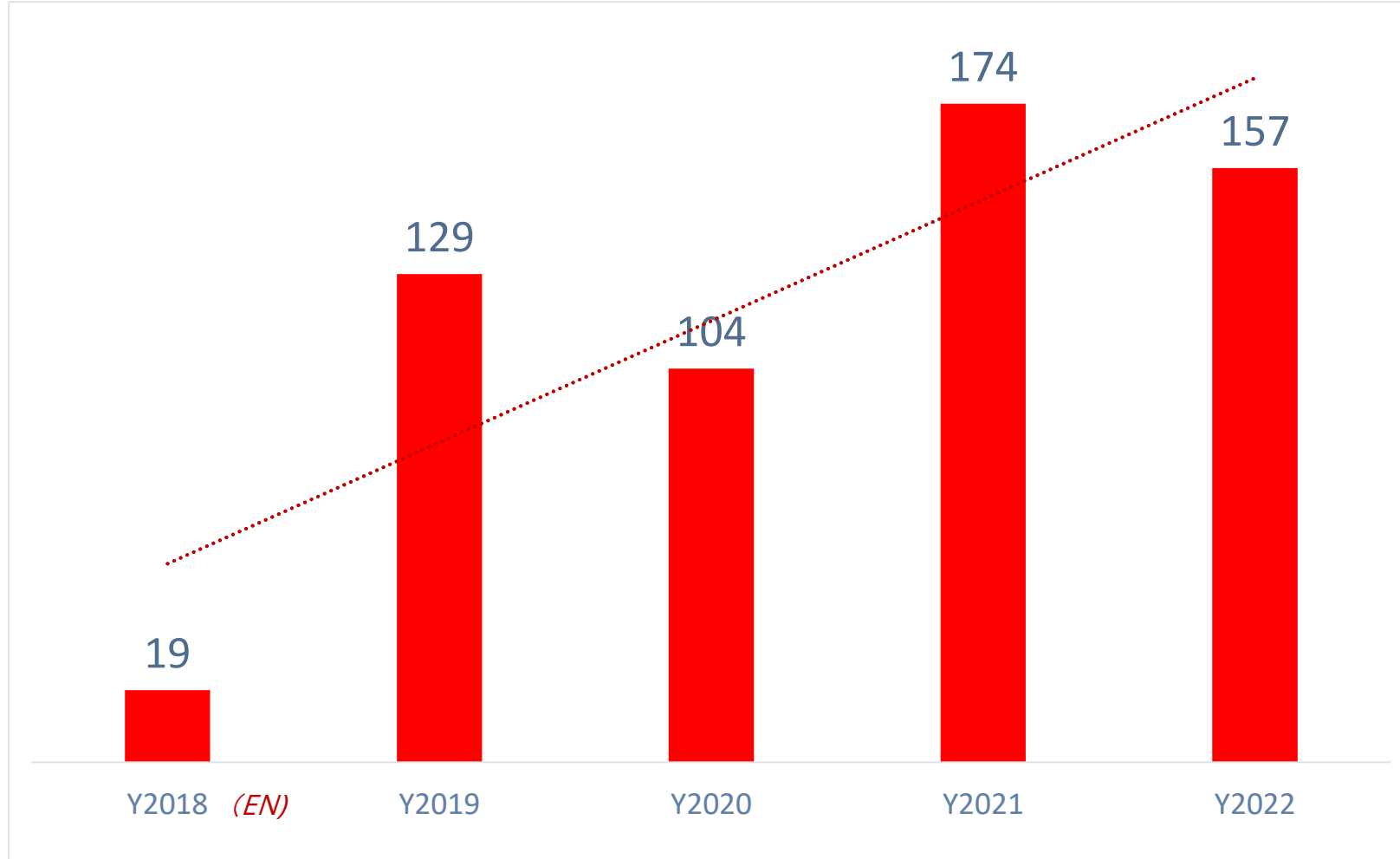
Documantation Translation
Zabbix 3.4+4.0+5.0+6.0

02

TRAINING



TRAINING & EXAMS PARTICIPANTS



TRAINING

We have already held 30+ on-site , 10+ Online, 500+ students participated, 400+certified.

Kaspars Mednis taught in English in 2018, students increase sharply after providing Training in Chinese .



TRAINERS

In March of 2021, we are happy to have 2 new Certified Trainers Hong and Galaxy joined Andy!



Song Zhou(Andy)
Zabbix Trainer



Hong Mi
Zabbix Trainer



Xing He(Galaxy)
Zabbix Trainer

03

TECHNICAL SUPPORT



LOCALIZATION: TECHNICAL SUPPORT



SPEED

Faster
respond

*7*24
real-time
support team
for
subscriptions
clients.*



EFFICIENCY

Easier to use

*Out of box
templates for
certain Chinese
products and
assistant
support.*

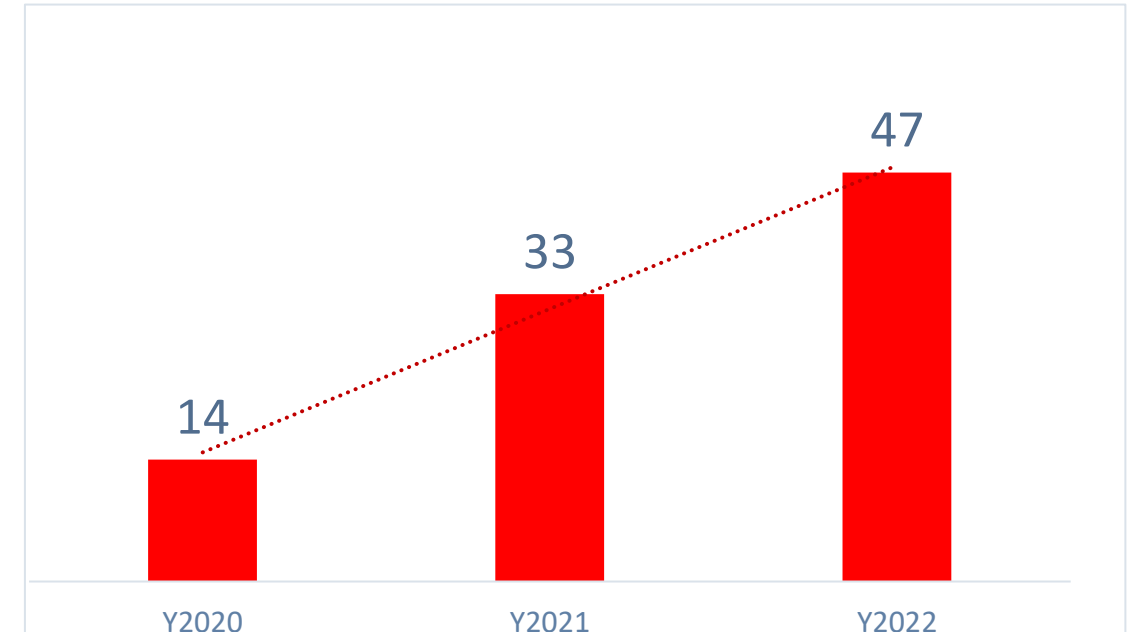


COST

More Cost-
effective

*Offer training
and tickets of
Zabbix
conference, etc.*

Number of Technical Support Clients

































47 CLIENTS MAP



80% Clients are Finance Industry.

Clients-Bank

BANKING 500 2022 RANKING

2022	2021	Logo	Name	Country
1 =	1		ICBC	
2 =	2		China Construction Bank	
3 =	3		Agricultural Bank Of China	
4 =	4		Bank of China	
5 =	5		Bank of America	
6 =	6		Citi	
7 ^	8		Chase	
8 v	7		Wells Fargo	
9 =	9		JP Morgan	
10 =	10		China Merchants Bank	
11 ^	13		RBC	
12 v	11		HSBC	
13 ^	14		Bank of Communications	
14 v	12		TD	
15 ^	20		Capital One	



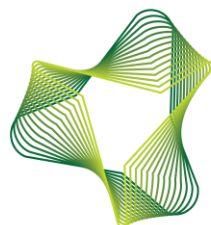
<https://brandirectory.com/rankings/banking/table>

Clients: non-commercial bank



国家开发银行

CHINA DEVELOPMENT BANK



New
Development
Bank



—— 中国人民银行 ——

征信中心

CREDIT REFERENCE CENTER,
THE PEOPLE'S BANK OF CHINA

























Clients - Insurance

INSURANCE 100 2022 RANKING					
2022	2021	Logo	Name	Country	
1 =	1		Ping An		
2 ^	3		Allianz		
3 v	2		China Life		
4 =	4		AXA		
5 =	5		CPIC		
6 ^	7		GEICO		
7 v	6		AIA		
8 =	8		Progressive		
9 ^	10		LIC		
10 ^	16		Canada Life		
26 ^	29		Cathay Life Insurance		
31 ^	35		China Taiping		



Clients - Electronics & Application

ELECTRONICS & APPLIANCES 50 2022 RANKING

2022	Logo	Name	Country
1		Apple	
2		Samsung	
3		Huawei	
4		Dell Technologies	
5		LG Group	
6		Sony	
7		Midea	
8		HP	
9		Xiaomi	
10		Panasonic	
17		Lenovo	
25		ZTE	

























<https://brandirectory.com/rankings/electronics-and-appliances/table>



Clients - Airlines

AIRLINES 50 2022 RANKING

2022	2021	Logo	Name	Country
1 =	1		Delta	
2 =	2		American Airlines	
3 =	3		United Airlines	
4 =	4		Emirates	
5 =	5		Southwest Airlines	
6 ^	9		Air Canada	
7 ^	11		Lufthansa	
8 v	6		Air China	
9 v	7		China Southern	
10 ^	12		ANA	
11 v	8		China Eastern	



































<https://brandirectory.com/rankings/airlines/table>



Clients - Telecoms

TELECOMS 150 2022 RANKING

2022	2021	Logo	Name	Country
1 =	1		Verizon	
2 ^	3		Deutsche Telekom	
3 v	2		AT&T	
4 =	4		China Mobile	
5 =	5		NTT Group	
6 =	6		Xfinity	
7 =	7		Spectrum	
8 =	8		Vodafone	
9 =	9		Orange	
10 ^	11		China Telecom	
11 ^	12		SoftBank	
12 v	10		au	
13 ^	14		Sky	
14 v	13		STC	
15 =	15		Etisalat	
16 =	16		China Unicom	

















<https://brandirectory.com/rankings/telecoms/table>



Clients - Retail

RETAIL 100 2022 RANKING

2022	2021	Logo	Name	Country
1 =	1		Amazon	
2 =	2		Walmart	
3 ^	4		Home Depot	
27 v	23		E.Leclerc	
28 v	22		eBay	
29 =	29		Asda	
30 ^	35		Coles	



Clients - other industries

Car Manufactory



Government



Food



04

USER BASE



China has the largest number of Zabbix downloads

ZABBIX

产品技术

解决方案

服务与支持

认证培训

合作伙伴

ZABBIX社区

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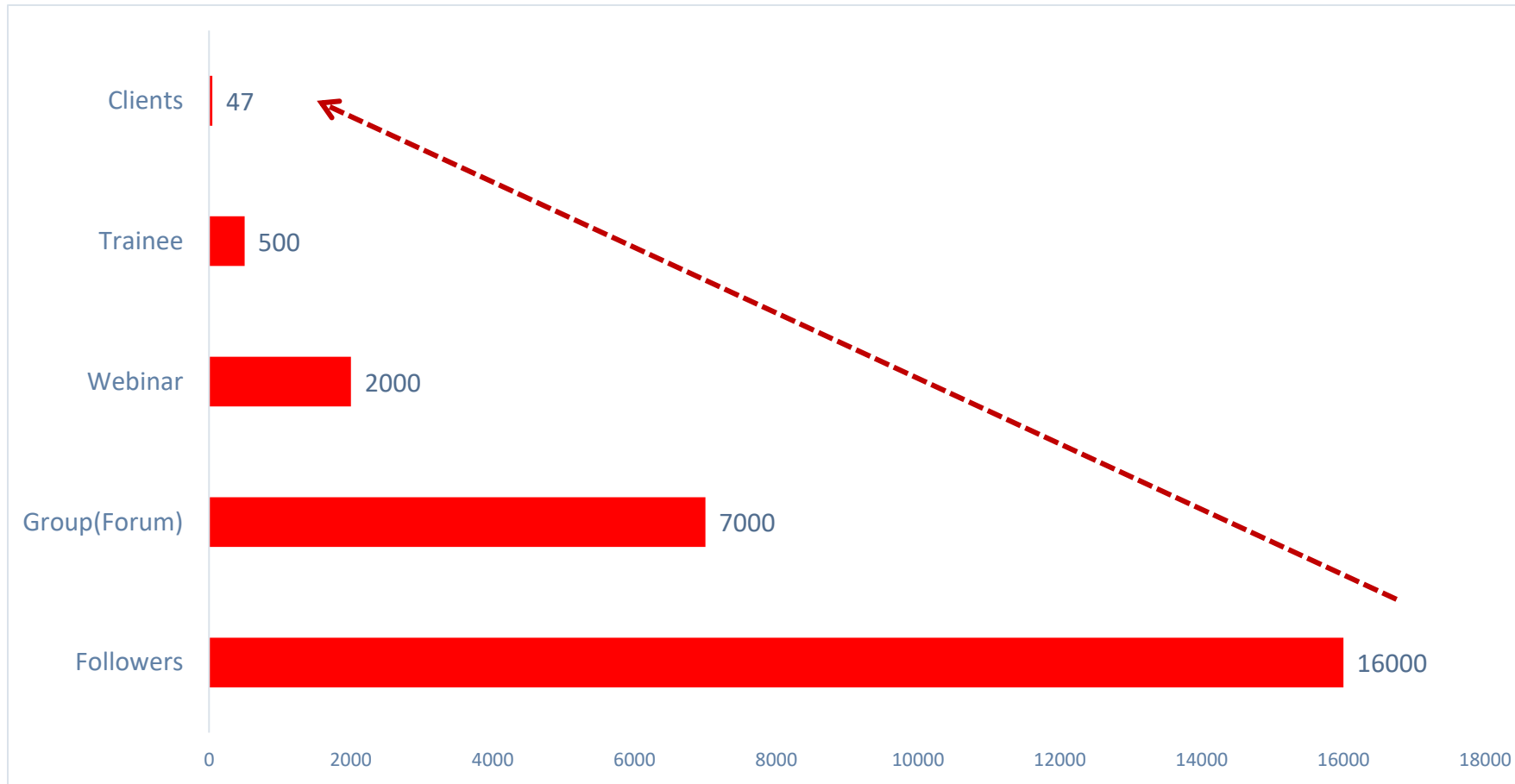
1

选择您Zabbix服务器的平台

ZABBIX版本	OS分布	OS版本	ZABBIX COMPONENT	数据库 ²	WEB SERVER
6.2	Alma Linux	9	Server, Frontend, Agent	MySQL	Apache
6.0 LTS	CentOS	8		PostgreSQL	Nginx
5.0 LTS	Debian		Proxy		



Promising: Broad Market Perspective



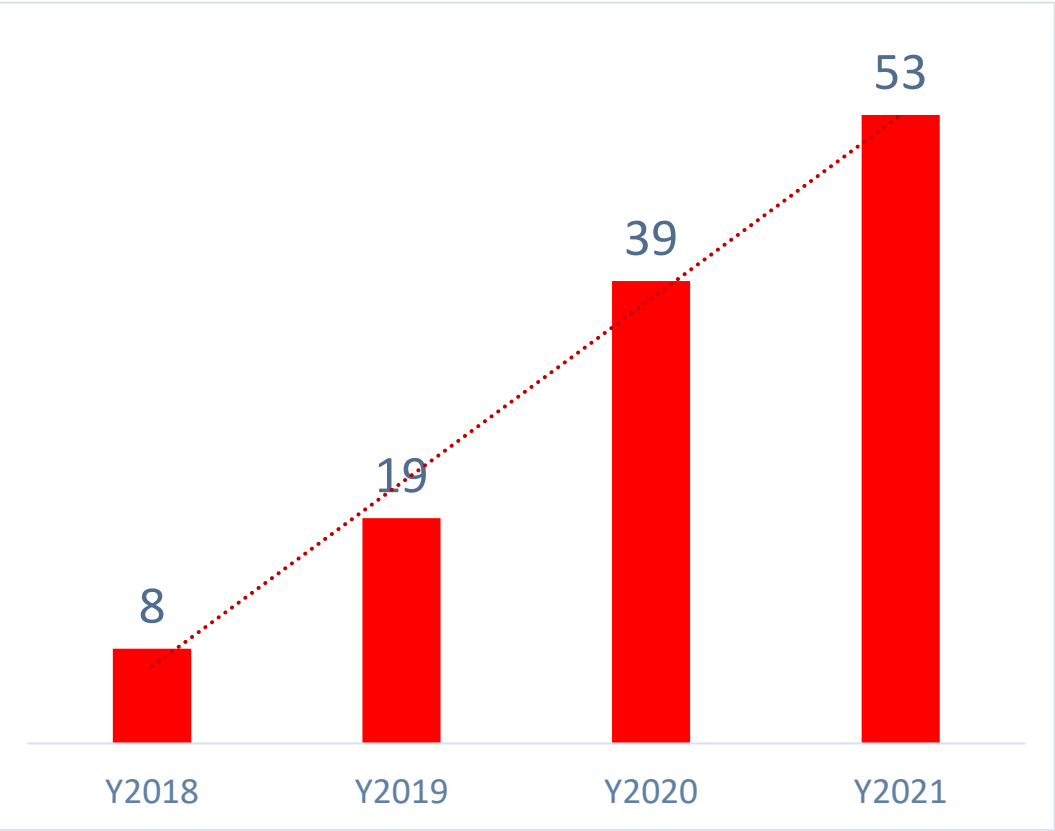
05

PARTNERS



PARTNERS

Zabbix Partners is the most important part of Zabbix Ecosystem.



Number of Partners



PARTNERS IN CHINA KEEP EXPANDING

Certified Partner



Reseller



06

TAKEAWAYS



WELCOME

2022 Zabbix中国峰会

上海 | 12月2-3日

立即报名

ZABBIX 2022 Conference CHINA

- *Management Team* **TOP** University alumni, ex-IBM, ex-BMC etc.
- *Consulting Team* **3+ ZCT**
- *Technical Support Team* **30+ ZCP ; 50+ ZCS**

Web : www.grandage.cn

Email : china@zabbix.com

Phone : +86 021-6978-6188



THANK YOU!

www.zabbix.com

