

ZABBIX 2023 Conference

LATIN AMERICA



ZABBIX COMPANY

Alexei Vladishev
Founder & CEO ZABBIX

ZABBIX

Customers



Customers



Customers



Customers



104 | Fortune 500 global

ZABBIX

ZABBIX

Vision



Vision, mission, strategy

V

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

M

Develop universal and affordable monitoring solution to transform data oceans into meaningful insights

S

Concentrate on monitoring | Accept universal features |
Create minimum dependencies | Quality and Security over speed

ZABBIX

Business model



Zabbix business model

1

Create best in class monitoring solution

2

Make it widely acceptable and available through open-source license

3

Sell professional services to interested customers

Subscriptions

DESIGNED FOR **SMB** AND
ENTERPRISE/GLOBAL

PROVIDE **FULL COVERAGE** TO
ALL CUSTOMER NEEDS

EFFECTIVE USE OF
INTERNAL RESOURCES

QUICK SOLUTIONS FOR
COMPLEX QUESTIONS

	Silver	Gold	Platinum	Enterprise Best Value	Global I
	Request a quote	Request a quote	Request a quote	Request a quote	Request a quote
Monitored devices and metrics	Unlimited	Unlimited	Unlimited	Unlimited	Unlimited
Phone call support	Included	Included	Included	Included	Included
Number of incidents	8	Unlimited	Unlimited	Unlimited	Unlimited
Support availability	8 x 5	8 x 5	24 x 7	24 x 7	24 x 7
Initial response time ²	1 days	4 hours	4 hours	4 hours	2 hours
Emergency response time	Not available	Not available	90 minutes	90 minutes	60 minutes
Support contacts ²	1	2	3	7	20
Supported Zabbix servers ²	Limited to 1	Priced per server	Priced per server	Unlimited	Unlimited
Support for Zabbix Proxy ²	Not available	Priced per proxy	Priced per proxy	Unlimited	Unlimited
Legal entities covered ²	1	1	1	1	5
Remote troubleshooting ²		<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Performance Tuning ²			<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Pre-compiled Zabbix agents for specific platforms			<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Environment Review ²				<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Assigned primary account manager				<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Upgrade to the latest version performed by Zabbix Team				<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Monthly progress meetings ²				<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
On-site visit ²				<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/> × 2
Online Zabbix Certified User training ²				<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/> × 3
On-site Zabbix Certified Specialist & Professional training session ²				<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/> × 2
On-site Zabbix Certified Expert training ²					<input checked="" type="checkbox"/>
Man-days of Integration and Development Teams ²					<input checked="" type="checkbox"/> 20 days
Zabbix Summit tickets ²					<input checked="" type="checkbox"/> × 3

Professional training

<p>Nível 1</p> <h3>Zabbix Certified User</h3> <p>Use a interface do Zabbix para ver as informações. Conheça o potencial do Zabbix</p> <p>1 dia</p> <p>Requerimentos Nenhum</p> <p>R\$ 2,800</p> <p>Inscreva-se no curso</p> <p>Descrição programática</p>	<p>Nível 2</p> <h3>Zabbix Certified Specialist</h3> <p>Instale e configure o Zabbix em pequenas empresas ou configure o Zabbix em grandes organizações</p> <p>5 dias</p> <p>Requerimentos Treinamento avançado em informática e conhecimento de sistemas operacionais</p> <p>R\$ 8,300</p> <p>Inscreva-se no curso</p> <p>Descrição programática</p>	<p>Nível 3</p> <h3>Zabbix Certified Professional</h3> <p>Gerenciar instalações grandes, distribuídas com alta carga de trabalho em grandes empresas</p> <p>3 dias</p> <p>Requerimentos Exame Zabbix Certified Specialist ou certificado de participação</p> <p>R\$ 7,700</p> <p>Inscreva-se no curso</p> <p>Descrição programática</p>	<p>Nível 4</p> <h3>Zabbix Certified Expert</h3> <p>Projetar e manter configurações altamente eficientes, suportando uma alta carga de trabalho, com configurações de API, alta disponibilidade e DR, e particionamento de banco de dados</p> <p>5 dias</p> <p>Requerimentos Exame Zabbix Certified Professional</p> <p>R\$ 12,700</p> <p>Inscreva-se no curso</p> <p>Descrição programática</p>	<p>Nível 2</p> <h3>Zabbix Certified Specialist</h3> <p>Instale e configure o Zabbix em pequenas empresas ou configure o Zabbix em grandes organizações</p> <p>5 dias</p> <p>Requerimentos Treinamento avançado em informática e conhecimento de sistemas operacionais</p> <p>US\$ 500</p> <p>Solicitar curso</p> <p>Descripción del programa</p>	<p>Nível 3</p> <h3>Zabbix Certified Professional</h3> <p>Gestiona instalaciones grandes, distribuidas y muy complejas en grandes empresas.</p> <p>3 días</p> <p>Requisitos Examen o certificado de asistencia del Zabbix Certified Specialist</p> <p>US\$ 1,400</p> <p>Solicitar curso</p> <p>Descripción del programa</p>	<p>Nível 4</p> <h3>Zabbix Certified Expert</h3> <p>Diseña y mantén configuraciones altamente eficientes y sobrecargadas con experiencia en APIs, HA, DR y particionamiento de bases de datos</p> <p>5 días</p> <p>Requisitos Examen Zabbix Certified Professional</p> <p>US\$ 2,300</p> <p>Solicitar curso</p> <p>Descripción del programa</p>
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Turn-key (implementation)

Turn-Key

Diseñado como un servicio completo que te permite obtener una solución de monitoreo Zabbix completamente preconfigurada y funcional que se ejecuta en un servidor de tu organización.

Situaciones típicas en las que la solución principal realmente puede ayudar

- ✓ Implementa Zabbix de forma rápida y profesional
- ✓ Ajusta tu instalación actual de Zabbix
- ✓ Migra de una herramienta antigua a una nueva instancia de Zabbix
- ✓ Agrega miles de dispositivos más a tu sistema de monitoreo
- ✓ Instala y configura una solución escalable con alta disponibilidad en tu datacenter
- ✓ Necesitas compartir los roles dentro de tu equipo y aplicar patrones de permisos

Solicita una solución completa

- **FIT ANALYSIS (RFI)**
- **OFFER PROPOSITION (RFP)**
- **IMPLEMENTATION ++ DEVELOPMENT**
- **DOCUMENTATION**
- **KNOWLEDGE TRANSFER**
- **QUICK & COMPLETE**



Lo que obtienes







































































- Una solución de monitoreo Zabbix implementada y completamente funcional
- Sistema Zabbix perfectamente ajustado e implementado con instrucciones para el crecimiento futuro
- Procedimiento completamente documentado al completar la tarea
- Mejores prácticas de Zabbix en acción
- Imagen clara del desempeño de tu herramienta de monitoreo



Tus beneficios

- Inicio rápido para monitorear toda tu infraestructura de TI
- Sin tiempo dedicado al autoaprendizaje
- Tu equipo recibirá "capacitación en el trabajo" mientras observa a nuestros ingenieros hacer el trabajo

Template building and integrations

 NET	 1C:Предприятие	 3com	 3CX	 actidata	 Audemat	 Avaya	 Avid	 AVTECH	 AWS
 Active Directory	 ActiveMQ	 Adaptec	 ADVA	 Aircio	 AWS CloudWatch	 AWS EC2	 AWS S3	 Axigen	 AXIS
 AKCP	 Alcatel Lucent	 Alerta	 Alvarion	 AMD	 Backup	 BackupPC	 Bacula	 balabit	 Barracuda
 Android	 Ansible	 Antivirus	 Apache	 Apache Ignite	 Bigpanda	 Blue Coat	 BMC Remedy	 BorgBackup	 Brevis.one
 APC	 Appdynamics	 Application monitoring	 Aranet	 Arbor	 Brocade	 Brother	 Brrr	 Buffalo	 Calix
 arcserve	 Arduino	 Arista	 Arrow	 Aruba	 Canon	 Capacity planning	 Cassandra	 Centos	 Ceph
 AsGa	 Asigra	 Astersk	 ASUS	 ASUSTOR	 Check Point	 Chef	 Chrome	 chrony	 Ciena

ZABBIX

Software
development



Clear roadmap

BASED ON ZABBIX
VISION AND
CUSTOMER
REQUESTS

OVER 2 YEARS
PLANNING
HORIZON

Roadmap

This page contains an incomplete list of planned functionality that can be updated anytime without prior notice

Zabbix 7.0 LTS Zabbix 7.2 Zabbix 7.4 Zabbix 8.0 LTS

Zabbix 7.0 LTS

Planned release date: Q4 2023

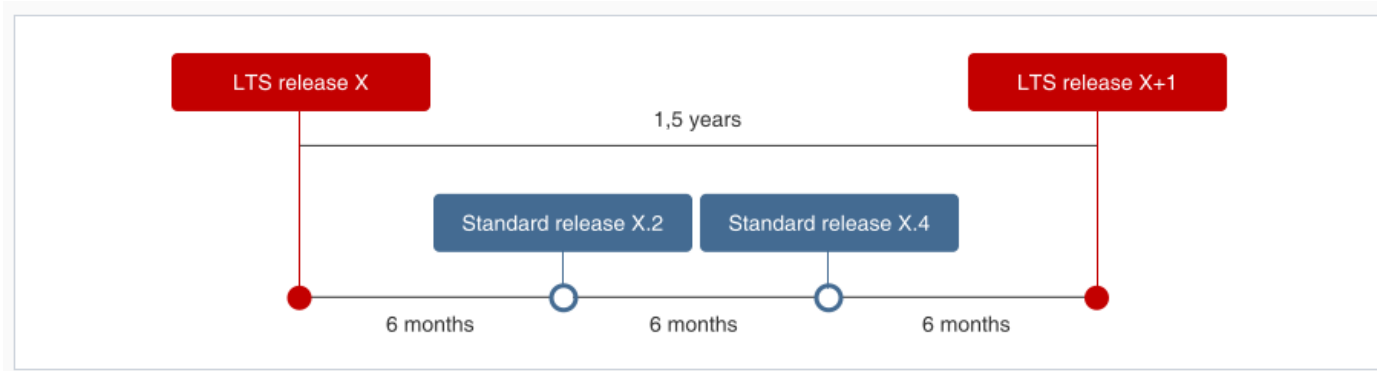
Enhanced interoperability

- Time-series data ingestion from 3rd party systems **New**
Flexible data gateway for ingesting time-series data in various formats using various protocols
★ Top voted!
- Custom inventory fields **New**
Ability to customise inventory fields
ZBXNEXT-336 ★ Top voted!

New widgets for dashboards and reporting

- Gauge chart widget **In dev**
ZBXNEXT-743 ★ Top voted!
- Pie and donut chart widget
- TopN item widget
Displaying data table view for items from a single of multiple hosts, also for LLD items
ZBXNEXT-4036
- Top100 triggers widget
ZBXNEXT-6973
- Host tree navigation widget **New**
- Item tree navigation widget **New**

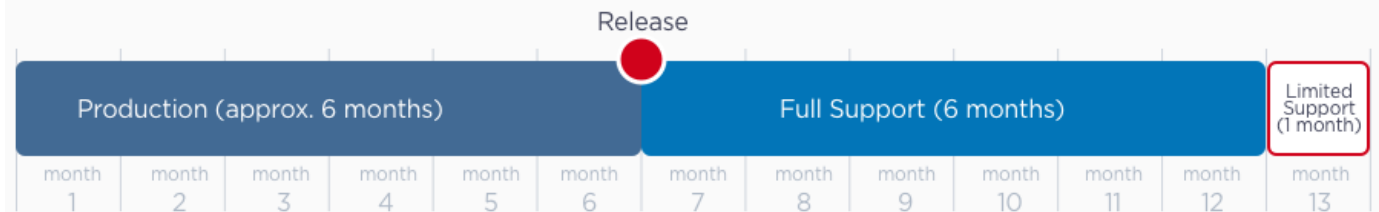
Well-defined release policy



NEW EVERY 6 MONTHS

5 YEARS - LTS VERSION

Life cycle of Zabbix Standard release

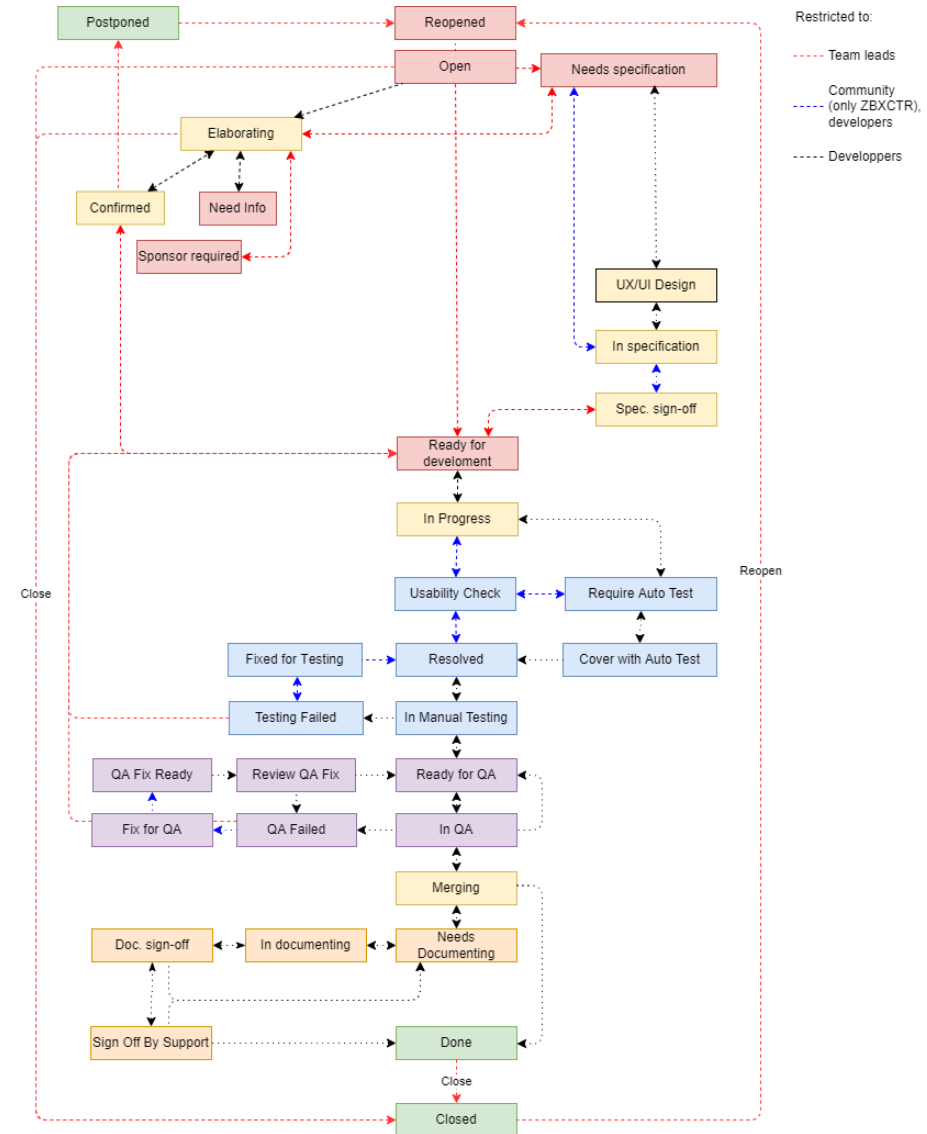


Life cycle of Zabbix LTS release



Software Development process

- Defined coding rules and principles. Public developer guidelines (<https://www.zabbix.com/documentation/guidelines/en>)
- Senior team members enable knowledge transfer
- Strictly defined workflow. Proven development tools
- Product owner. Solution architects and project managers

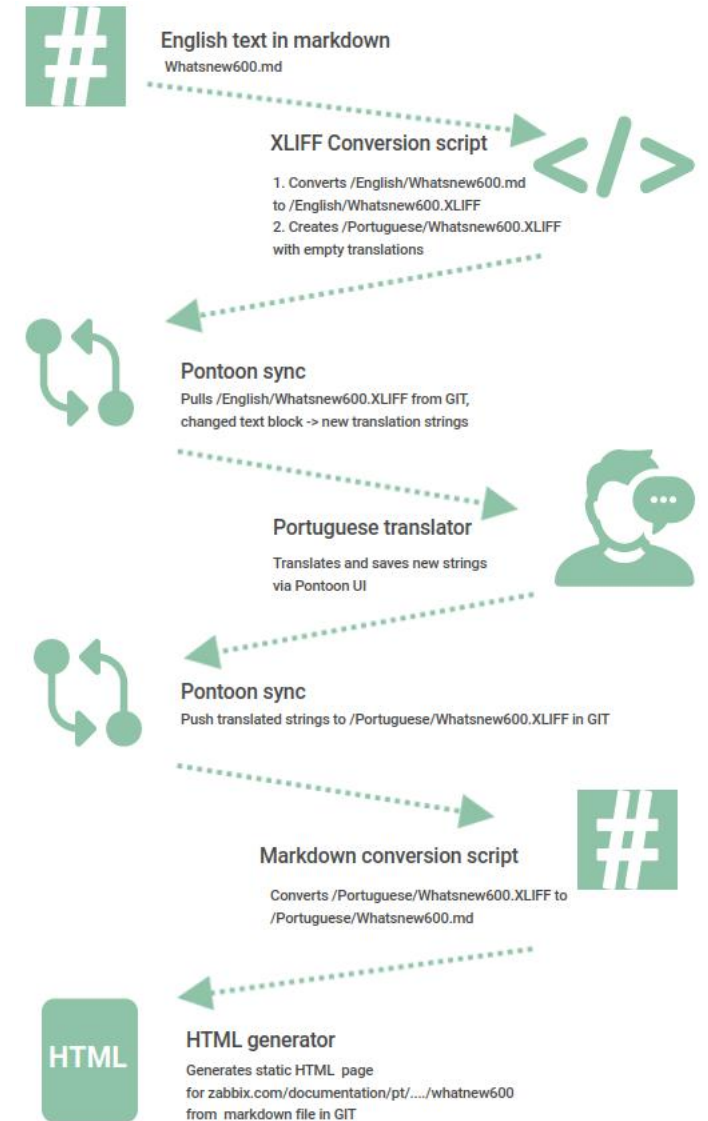


Quality assurance

- Team of 7 dedicated QA professionals each having 5+ years of experience
- Involved at early stage of feature development
- Functional, load, and usability tests
- Auto-tests and regression tests
- Security tests including static and dynamic code analysis
- Continuous integration tests
- Public projects for bugs (**ZBX**) & new features (**ZBXNEXT**)

Documenting

- 4 dedicated tech/documentation writers
- Original (English) version in GIT repository
- UI (for 6.4): available in 10 languages, in progress 13 languages
- Documentation: available in 4 languages, in progress for 6 more languages
- Public translation portal translate.zabbix.com. 400+ registered translators, 100+ active



Security

- Dedicated cybersecurity team holding CISSP, CISA, GCFA certificates
- ISO 27001 for software development and professional services
- The list of publicly disclosed cybersecurity vulnerabilities in MITRE CVE (Common Vulnerabilities and Exposures) <https://cve.mitre.org/cgi-bin/cvekey.cgi?keyword=zabbix>
- Zabbix Ticket management system (<https://support.zabbix.com>)
- Zabbix Security Advisories and CVE database (https://www.zabbix.com/security_advisories)
- Security policy publicly available (https://www.zabbix.com/zabbix_security_policy)

ISO 27001



Packaged for different platforms

Zabbix Packages

Zabbix Cloud Images

Zabbix Containers

Zabbix Appliance

Zabbix Sources

Zabbix Agents

1 Choose your platform

ZABBIX VERSION	OS DISTRIBUTION	OS VERSION	ZABBIX COMPONENT	DATABASE [?]	WEB SERVER
6.4	Alma Linux	9	Server, Frontend, Agent	MySQL	Apache
6.2	CentOS	8	Proxy	PostgreSQL	Nginx
6.0 LTS	Debian		Agent		
5.0 LTS	Oracle Linux		Agent 2		
4.0 LTS	Raspberry Pi OS		Java Gateway		
	Red Hat Enterprise Linux				
	Rocky Linux				
	SUSE Linux Enterprise Server				
	Ubuntu				
	Ubuntu (arm64)				

4 M+ DOWNLOADS A MONTH

AVAILABLE FOR MOST OF PLATFORMS

**PERFORMANCE
100K+ NVPS**

**CONSTANTLY
IMPROVED**

ZABBIX

Company



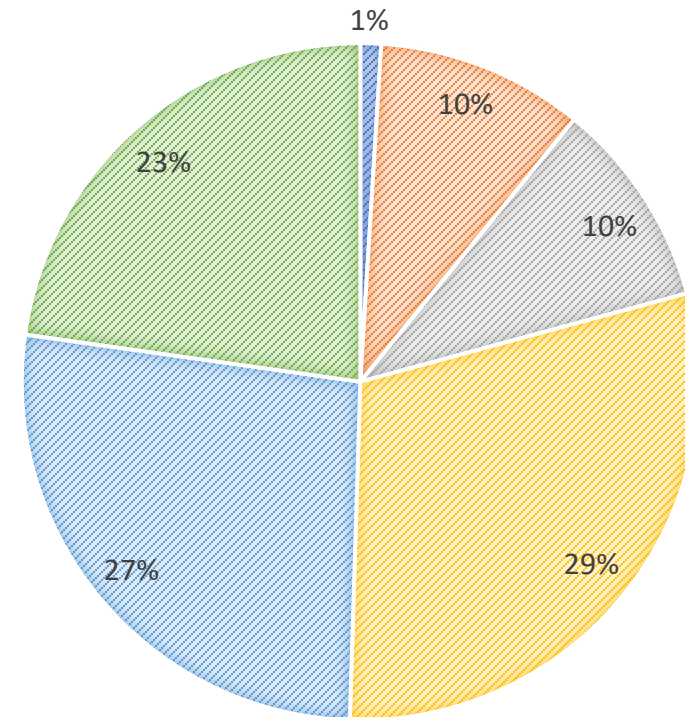
The team

- 130+ professionals
- The Best IT Employer in Latvia 2022



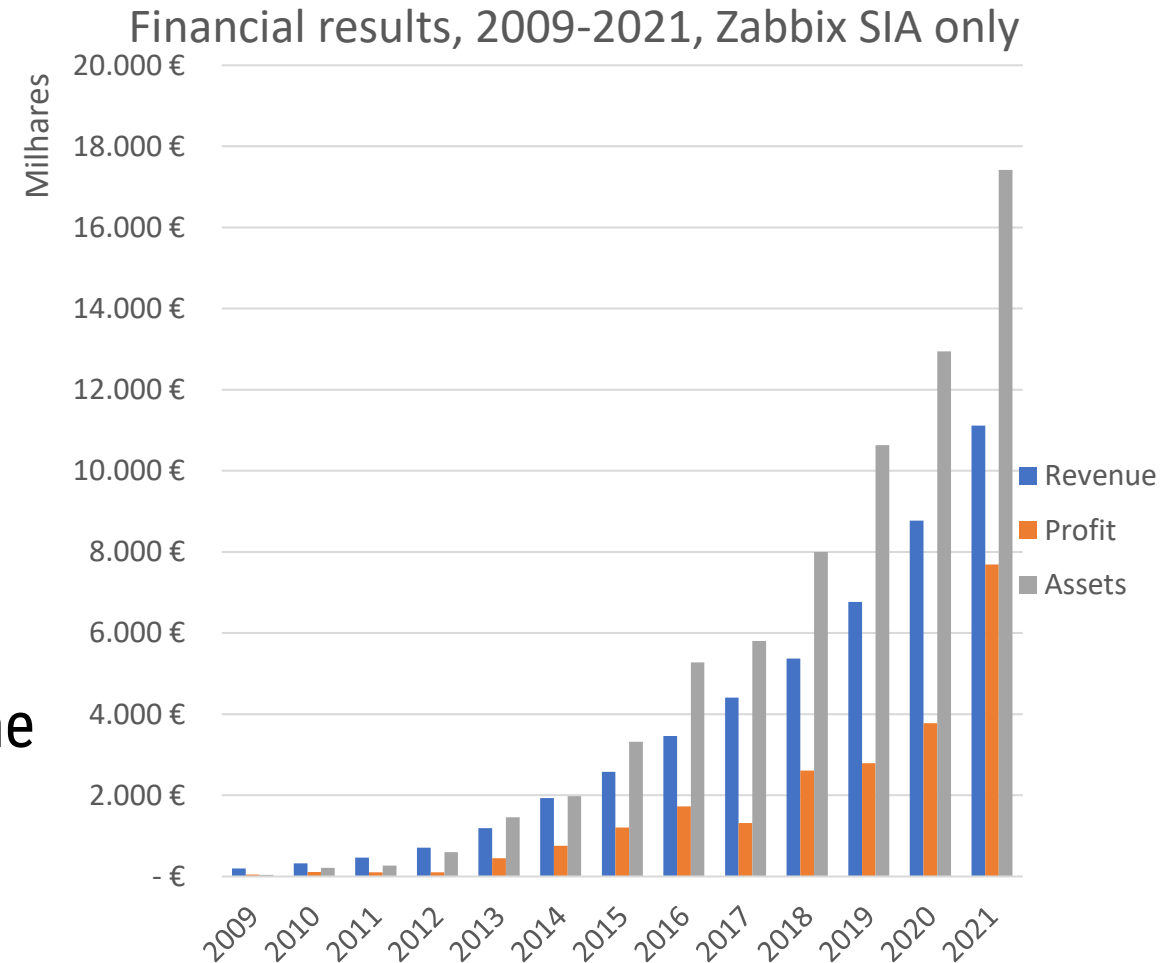
ZABBIX EMPLOYEES BY LENGTH OF SERVICE

■ 17 years + ■ 10-15 years ■ 6-9 years ■ 3-5 years ■ 1-2 years ■ Under 1 year



Financial maturity and sustainability

- Profitable from 1st year
- Group financial results audited by sworn auditors
- No venture capital / founder-owner
- Sufficient cash reserves
- Biggest customer accounts for 4.5% of the revenue
- Group revenue distributed across 65 countries with biggest market being 20%



THANK YOU!