

From Interest to Impact: Your Path to Becoming a Zabbix Partner

Samir Dzavadov, Head of Partnerships, Zabbix



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Question to those who are already making some impact 😊

How many Zabbix partners are here?



The Future of Our Partnership

To those who raised a hand, thank you!

Our journey lies ahead, and I appreciate each one of you!



The goal of today's presentation

I want to show *how you can transform your interest into a measurable business impact as a Zabbix Partner.*



You can and will succeed with us!

Some Market Trends

- AI
- Growing demand for IT infrastructure monitoring
- Digital transformation → increased need for reliability
- Open-source adoption is accelerating globally
- Cloud, Multi & Hybrid Cloud Growth
- Sustainability and Green / “Eco” IT
- And many other trends









Can Zabbix be a good fit?

I believe that, absolutely!



Why start a partnership with Zabbix?

-  A global leader in open-source monitoring
-  Trusted by thousands across diverse industries
-  Scalable, secure, and customizable to fit any need
-  Low-risk investment with proven value
-  A thriving community of experts and enthusiasts
-  Many more reasons to join us!



Can interest bring a real business impact?

It can!

Especially if you start doing something, of course 😊



Your opportunity when you start

- Gain immediate visibility
- Join a proven ecosystem and deliver solutions that customers trust
- Solve monitoring challenges using Zabbix and gain customers for many years to come
- Use existing Zabbix services - and create your own
- Enjoy significant discounts from Zabbix
- Get help from Zabbix with demos, offers, certifications, etc.



Some facts:

In 2005, the first partner agreement was signed

20 years later, we have more than 280 partners around the world

Zabbix partners are present in over 55 countries on 6 continents (missing Antarctica for now)



No plan to stop!

- This year, we revised and updated our partner program to be ready to work with even more partners in new markets
- We have the capacity to spend time with all partners
- There is enough business for everyone
- We constantly look for a way to improve our partnership program

Partnership main benefits



Pre-sales consulting

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



Discounts on all services

Zabbix services (professional training, consulting, custom development, etc.)



A chance to stand out

Gain the competitive edge you need to stand out in the marketplace



Logo privileges

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



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



Zabbix roadmap input

Participate in product [roadmap](#) development (for higher tiers)



Support for integrations

Be a key part of highly sophisticated Zabbix integration projects



Increased earning potential

Sell your own value-adding services alongside Zabbix services.

Partner Program overview

Referrals

Promote and refer Zabbix solutions

Resellers

Sell Zabbix services

Certified Delivery

Deliver Zabbix-certified services

Premium Delivery

Experts with a proven track record

Partner Program overview

Training Partner

Deliver official Zabbix certifications

Distributor

Develop the market by supporting partners and acting as a bridge between Zabbix and local partners

Integration Partner

Develop integrations

Success stories

Here are 3 random success stories from very different partners



Recreation of a real-world success story example

Case number one: Adaptera

Started as a reseller on March 15, 2021

March 13, 2025: First Premium Partner in Greece

Currently experts in observability, with certified Zabbix trainers who deliver professional knowledge transfers and a proven track record of designing, implementing, and supporting complex end-to-end monitoring solutions.

Case number two: Opensource ICT

We started in late April 2018 with Opensource ICT Solutions.

We now have 4 active partnerships with Zabbix (Netherlands, Belgium, US, and UK), and I have a feeling that's only the beginning 😊

One of the most active and knowledgeable Zabbix partners

Case number three: Koala Management Solutions GmbH

Started as a reseller on April 25, 2022

Core business is not Zabbix, no Zabbix Certified engineers in the team

With a dedicated and active sales team, they succeed and help customers get the best Zabbix services

From Interest to Impact

- A potential customer is interested in Zabbix
- The customer did not have a local Zabbix partner
- Nothing is clear initially
- More questions than answers



When there is an interest

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.

The program is designed to get our services to the widest possible audience of qualified buyers by allowing customers to purchase them through a network of verified Zabbix partners. And because we're fully invested in the success of our partners, we help them grow with world-class sales, marketing, and technical support.

[Become a Partner](#)

[Partner tiers](#)

[Map of Partners](#)

[Testimonials](#)

[Program requirements](#)

[List of Zabbix Partners](#)

How easy is it to get started?

A simple onboarding process

- Submit a partner application
- Sign an agreement and choose your tier
- Access training and Zabbix resources
- Start selling or delivering Zabbix services

Let's make an impact together!

Now you know what to do and how to start!

Our team will be happy to answer all your questions and get you onboarded.

With Zabbix experts around the world, I believe we can support countless companies with their monitoring needs and, by doing so, create a win-win situation for everyone involved.

If you are interested

Please visit the Zabbix booth and connect with our Partners team — they'll be happy to share more insights and answer your questions.



Thank you!

Samir Dzavadov

Head of Partnerships

Partners@zabbix.com

Samir.Dzavadov@zabbix.com