

Zabbix Growth Strategy: New Products, Stronger Presence

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ZABBIX '26

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Zabbix is not a one
product company
anymore

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**I hope my colleagues in
previous speeches proved that
Zabbix is no longer just a tool
— it's a full monitoring
platform with services around
it.**

ZABBIX

ZABBIX Academy

Your pace. Your schedule.

ZABBIX

Zabbix Academy -
a **self-paced**
learning platform
to master Zabbix
anytime,
anywhere.



Zabbix Academy: **key characteristics**

Self-paced, on demand training

Classroom-quality with hands-on experience

Constantly expanding for all skill levels



Zabbix Academy is **not a replacement for our existing online or on-site training formats.**

Zabbix Academy: pricing model

Individual course purchases:

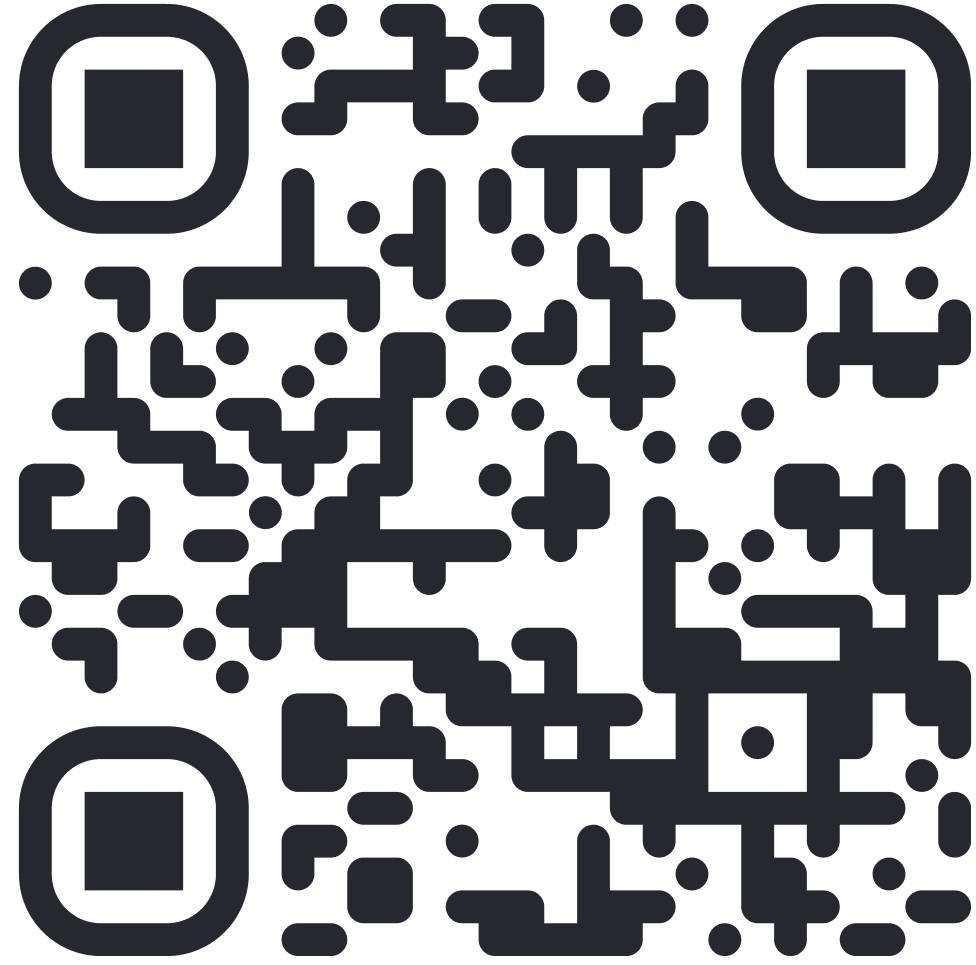
€ 440 | \$ 490

Zabbix Academy annual
subscription:

€ 890 | \$ 990

Zabbix Academy: **new and upcoming materials**

- ✓ Mastering Zabbix Graphs and Dashboards
- ✓ Zabbix Certified User
- ✓ 2 webinars
- ✓ 3 workshops
- 🕒 LLD-Driven Automation for Zabbix
- 🕒 Anomaly and Problem Detection
- 🕒 Advanced Anomaly and Problem Detection



ZABBIX Academy

academy.zabbix.com

That's only one of many

Stronger presence

A stronger presence for an IT brand means the company is more **visible, recognizable, and trusted** within its target market—and often beyond it. It's not just about being known, but being **consistently associated with expertise, reliability, and value.**



But how to have this strong presence?



Stronger Presence Through Partners

Global platform, delivered locally

Delivery partners ensure high-quality implementation

Local language & cultural alignment

Faster response and closer customer relationships

Our partners extend Zabbix expertise directly into local markets

What This Means for Customers

- Faster and smoother implementations
- Access to certified local experts
- Tailored solutions for specific industries
- Reliable long-term support
- More freedom





Right now Zabbix and Zabbix partners are delivering 10+ projects around the globe together

Germany: A Key Growth Market

- One of our strongest and fastest-growing regions
- Well-established network of delivery partners
- Strong demand across key industries: (Manufacturing ,Finance ,IT & Telecommunications etc.)
- High standards align well with Zabbix capabilities

Zabbix Partners, from year 2005 till now

- We had our first partner in 2005
- Now we have around 300 partners
- We are in 60+ countries
- We speak 55+ languages
- Each year 2000+ students get trained by partners



Zabbix Partners: Your Guides in the Zabbix Ecosystem

- Navigate the Zabbix ecosystem with the right partner
- From deployment to optimization — Zabbix partners guide the way
- Unlock the full value of Zabbix with expert partners
- The Zabbix ecosystem is powerful. The right partner makes it actionable.
- They can even help you be on Zabbix events 😊



Dankeschön

Samir Dzavadov / Head of Partnerships