

Zabbix Growth Strategy: New Products, Stronger Presence

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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 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



This is an addition to our existing online and on-site training **formats**

Zabbix Academy: pricing model

Individual course purchases:

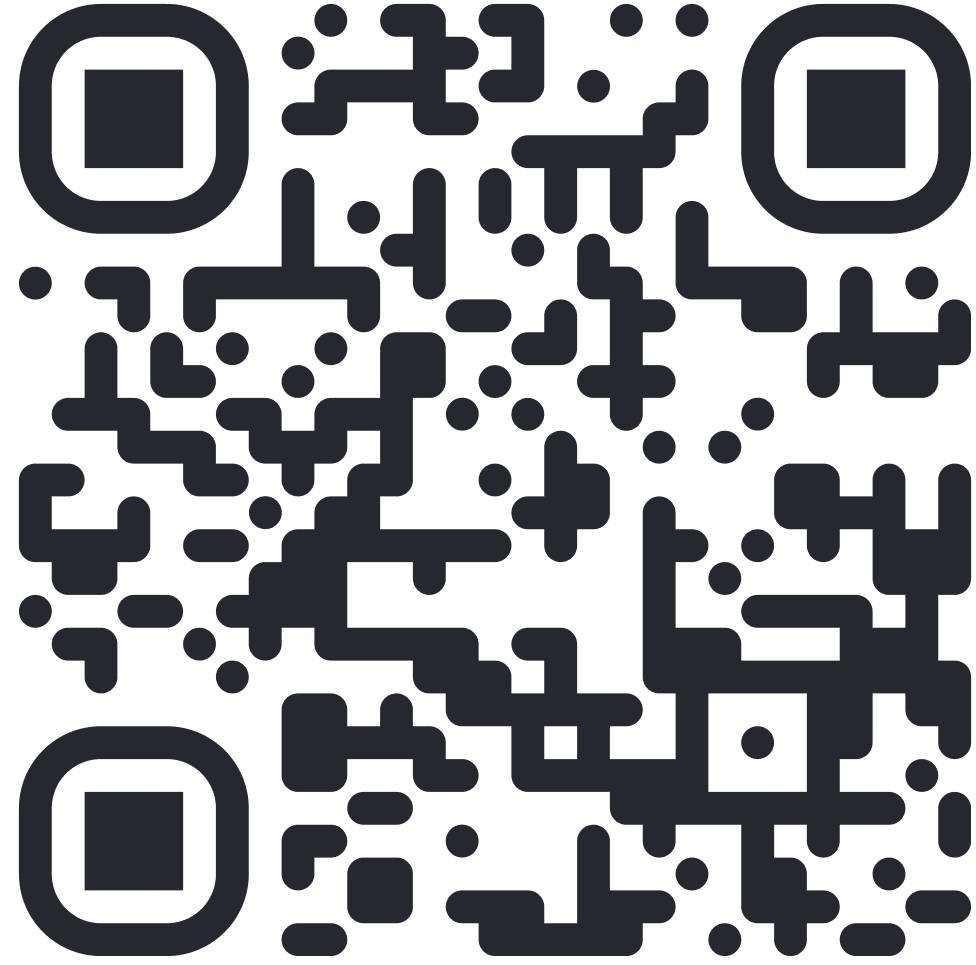
€ 440 | \$ 490

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

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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
- Local language services and official trainings



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

Poland: 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 2200+ 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 😊

Partner tiers

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REFERRAL PARTNER

Promote and refer Zabbix solutions

Referral Partners

Entry-level access to the partner program, with referral rewards and minimal commitment.

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AUTHORIZED RESELLER

Resell Zabbix services

Authorized Resellers

Unlock sales and support tools to grow your customer base while letting Zabbix handle delivery.

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CERTIFIED DELIVERY PARTNER

Provide support in local language

Certified Delivery Partners

Stand out with delivery credentials and localized service capabilities that will drive added revenue.

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PREMIUM DELIVERY PARTNER

Strategic projects and services

Premium Delivery Partners

Certified to deliver Zabbix services and first-line support, engage in strategic projects.

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DISTRIBUTOR

Regional companies

Distributors

Manage the partner ecosystem within authorized regions and drive Zabbix market presence.



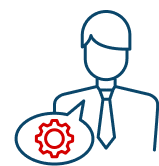
Professional Services

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Technical Support

Get instant 24×7 access to a team of Zabbix experts for guaranteed professional support and technical advice.



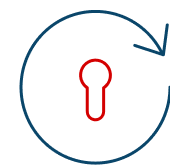
Consulting

Talk to experts. Benefit from expert advice and best practices for all Zabbix-related matters.



Professional training

Obtain knowledge and get certified. Focused, comprehensive training for all your Zabbix needs.



Turnkey solution

Deploy professionally. Install and configure Zabbix according to your unique requirements.



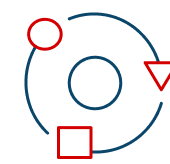
Migration

Move all your data to Zabbix. Switch to Zabbix without the trouble of moving all your legacy infrastructure yourself.



Upgrade

Use the latest version. Eliminate risk and minimize downtime.



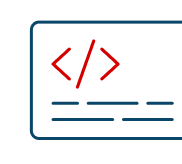
Integration

Expand your workflow. Connect Zabbix to your ticketing system, service desk, or any other tool.



Template building

Customize monitoring. Effortlessly start monitoring your specific device, system, application, or service.



Development

Enhance Zabbix. Let Zabbix develop additional features for your business needs.

Dziękuję

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