

Company and Future Roadmap

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Agenda

01 Introduction

02 Zabbix Company

03 Business Model

04 Zabbix Product

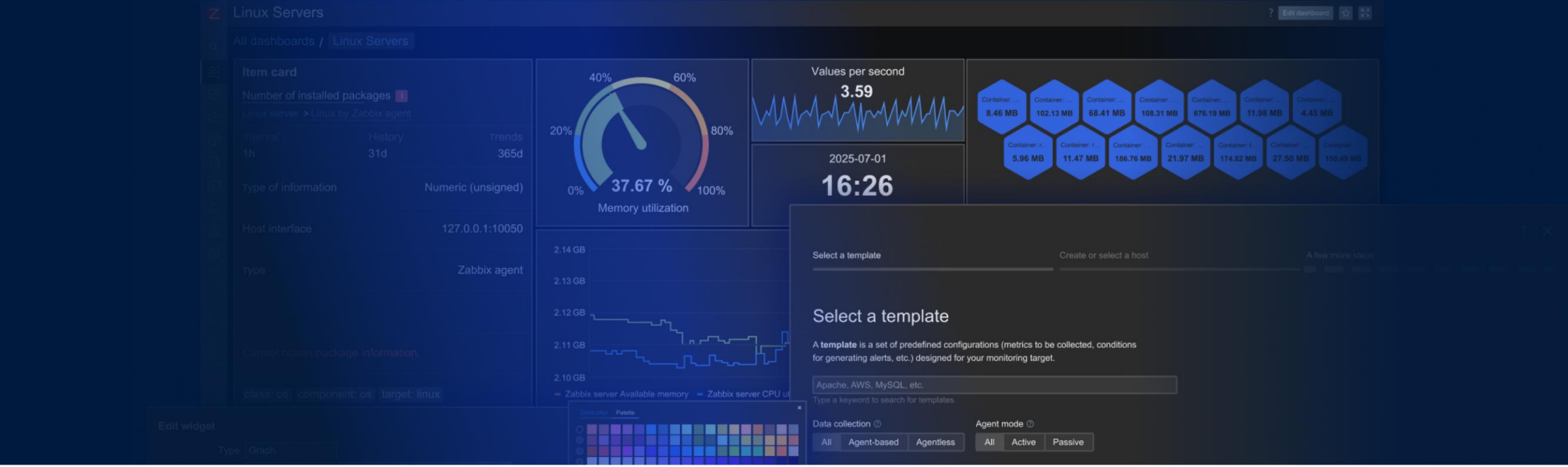
05 Product Availability

06 Zabbix Users & Customers

07 Unique Use Cases

08 Professional Services





ZABBIX MISSION

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



ZABBIX

Alexei Vladishev

created the solution and still runs the business himself.

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Open source or commercial monitoring solutions?

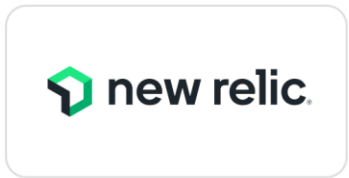
Commercial:











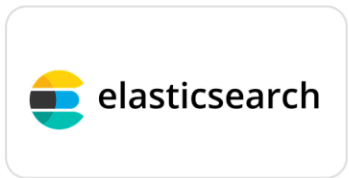
Open source:





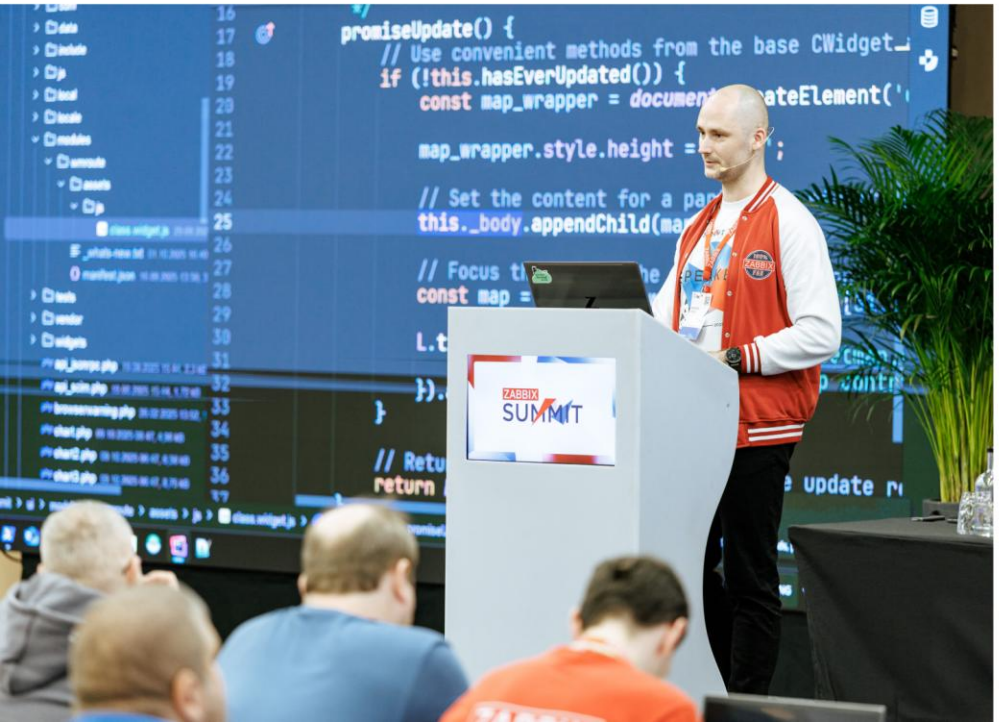






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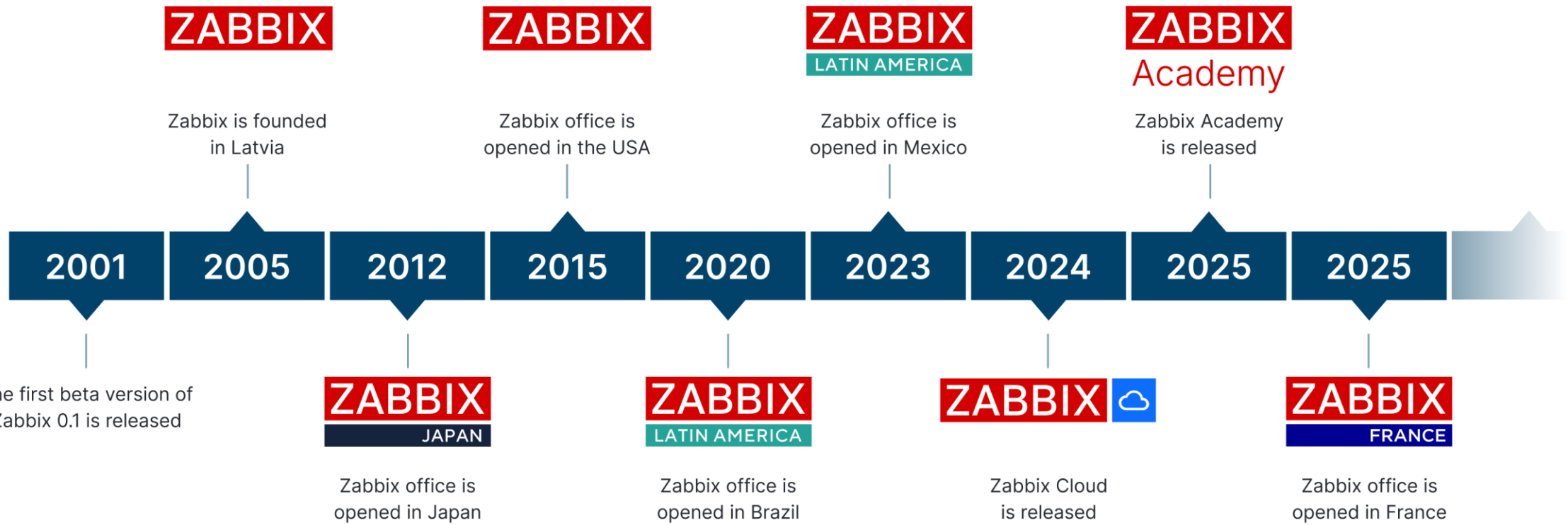
Zabbix company





About Zabbix

The story began in 1997 with a small group of passionate individuals who dared to challenge the status quo of monitoring solutions



Ruled by EU legislation

ZABBIX



GDPR

Zabbix strictly follows the General Data Protection Regulation, ensuring the highest standards of data privacy and user protection.



No limitations for trade

As an EU-based company, Zabbix operates without international trade restrictions, guaranteeing transparency.



Clear sanctions policies

Zabbix adheres to EU sanctions and compliance policies, ensuring all business operations are fully lawful and transparent.

Financial maturity

ZABBIX



Profitable from our first year



Group financial results audited by sworn auditors



No venture capital / founder-owner



Sufficient cash reserves



Largest customer accounts for 4.5% of revenue



TOP 50 company in Latvia with a valuation of €100 million

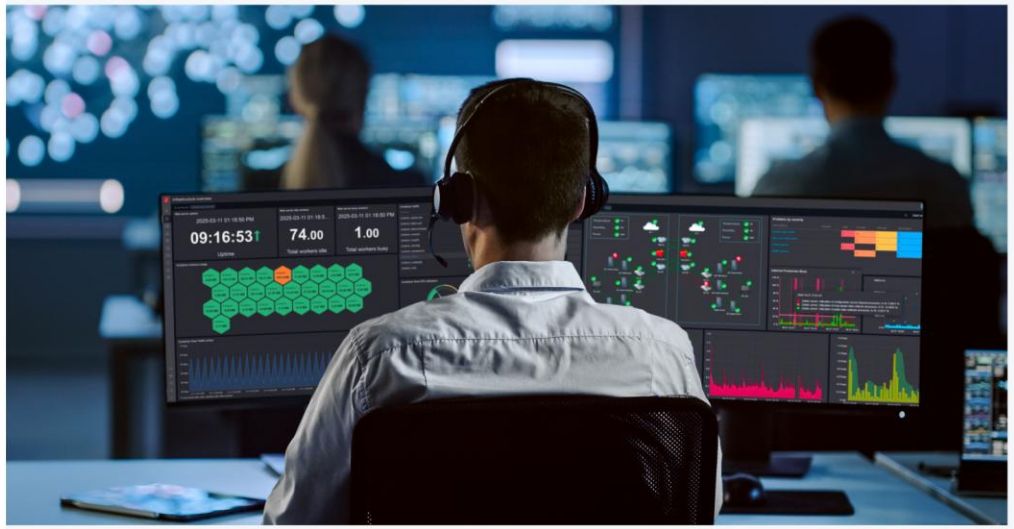


200+ professionals

including experienced developers, support engineers, consultants, project managers, integrators, test engineers, technical writers, plus marketing, sales, HR, legal, and accounting specialists

Business Model







Zabbix Business Model

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01

Create a **best-in-class** observability solution

02

Make it widely available through **open source** licensing

03

Offer **professional services** to customers via our own team and our network of partners

How to get Zabbix services

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01
Direct sales

02
Through partners

03
Subscriptions

04
Services - Zabbix Cloud and Zabbix Academy

Zabbix Partner program







300+ (and counting) partners located around the world

Partner tiers

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ZABBIX
REFERRAL PARTNER

Promote and refer Zabbix solutions

Referral Partners

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

ZABBIX
AUTHORIZED RESELLER

Resell Zabbix services

Authorized Resellers

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

ZABBIX
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.

ZABBIX
PREMIUM DELIVERY PARTNER

Strategic projects and services

Premium Delivery Partners

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

ZABBIX
DISTRIBUTOR

Regional companies

Distributors

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



Benefits of working with partners

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Guaranteed quality

Official partners meet Zabbix's rigorous quality standards, ensuring professionally executed work and reliable outcomes.



Faster fixes

A partner can fix a bug or troubleshoot an issue as quickly as the Zabbix team can - and do it closer to home.



Localized expertise

Local partners are always nearby – they speak your language and can offer immediate assistance.



Access to advanced solutions

In the event of an unprecedented issue, your Zabbix partner can turn directly to experienced Zabbix engineers, who are certain to find the right solution for you.



Comprehensive IT services

Choosing an official Zabbix partner as an integrator guarantees unmatched quality, as an official partner can design a complete IT infrastructure and provide monitoring for it.

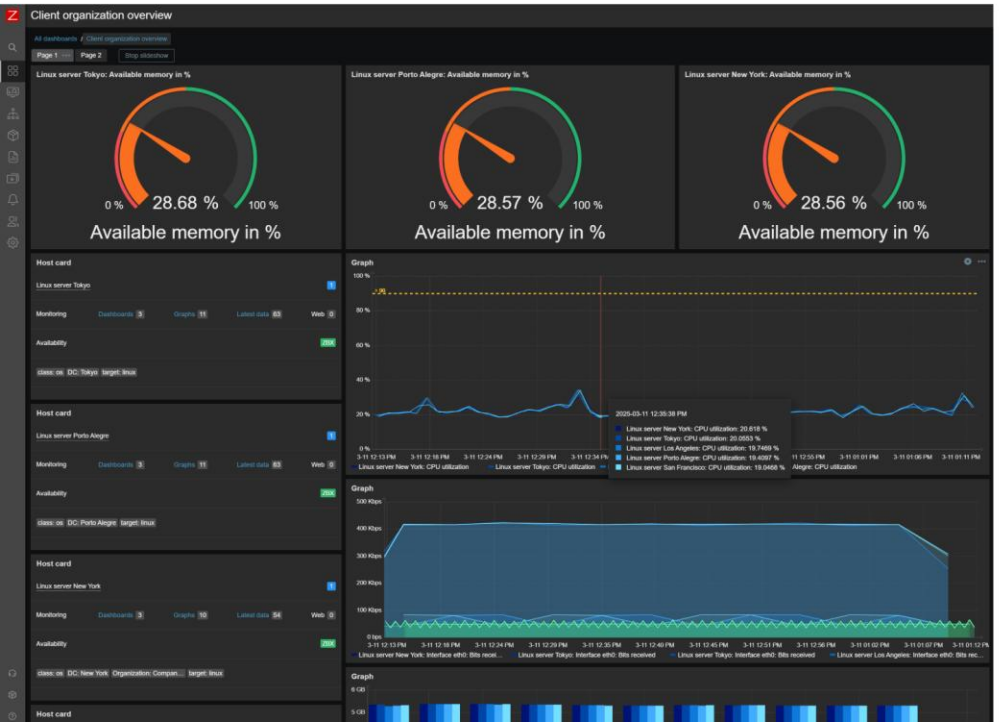


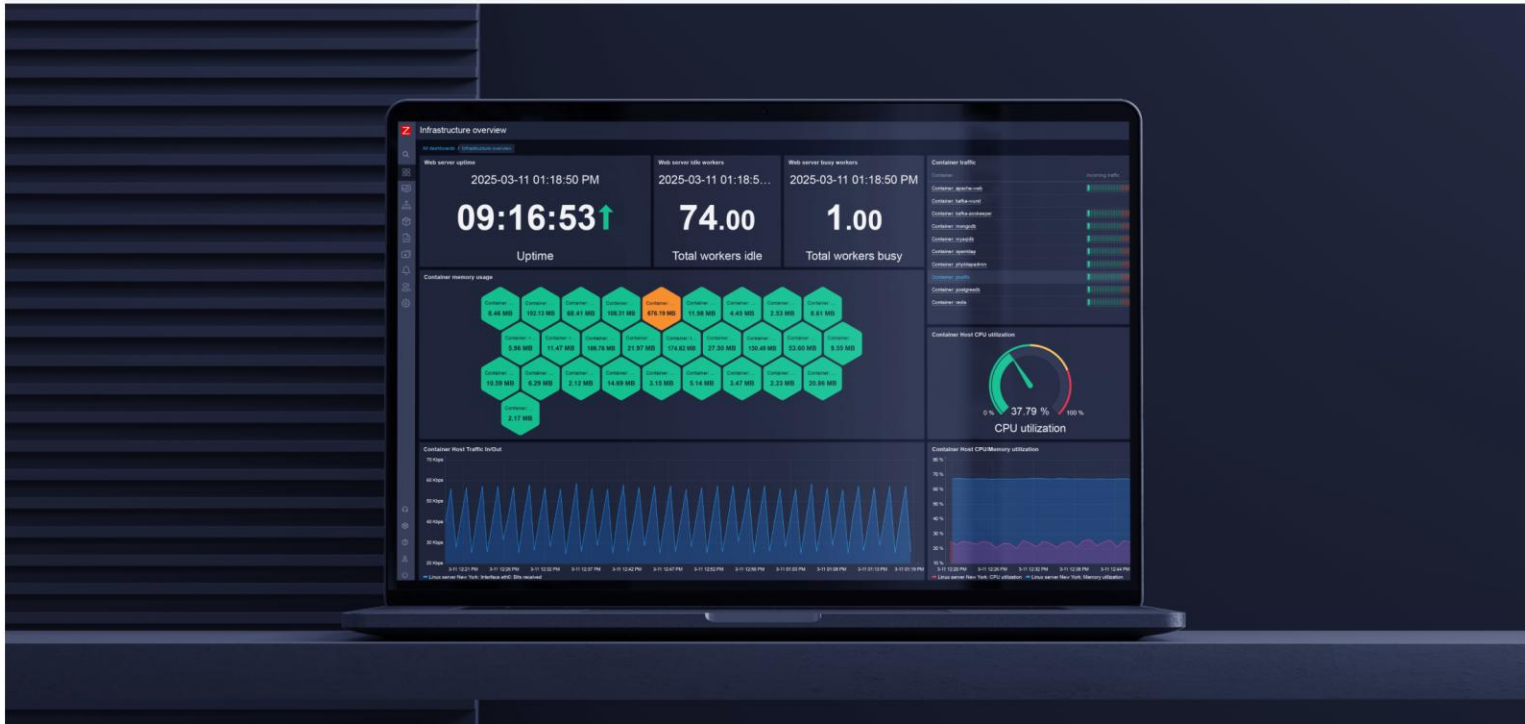
Support for open source growth

When you work with Zabbix, you contribute to our open source software development, helping us evolve and improve in the process.

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Zabbix Product

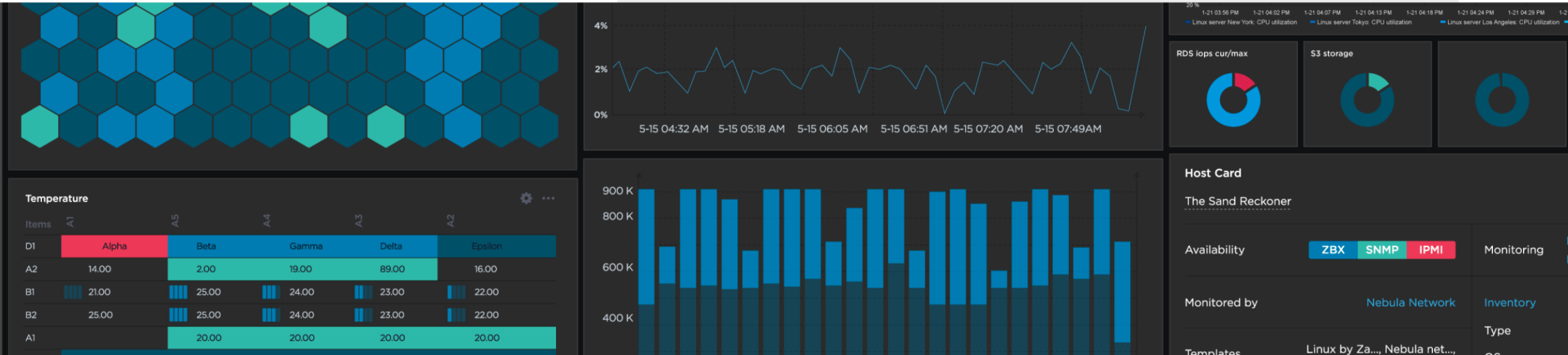




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Why can you trust the product?

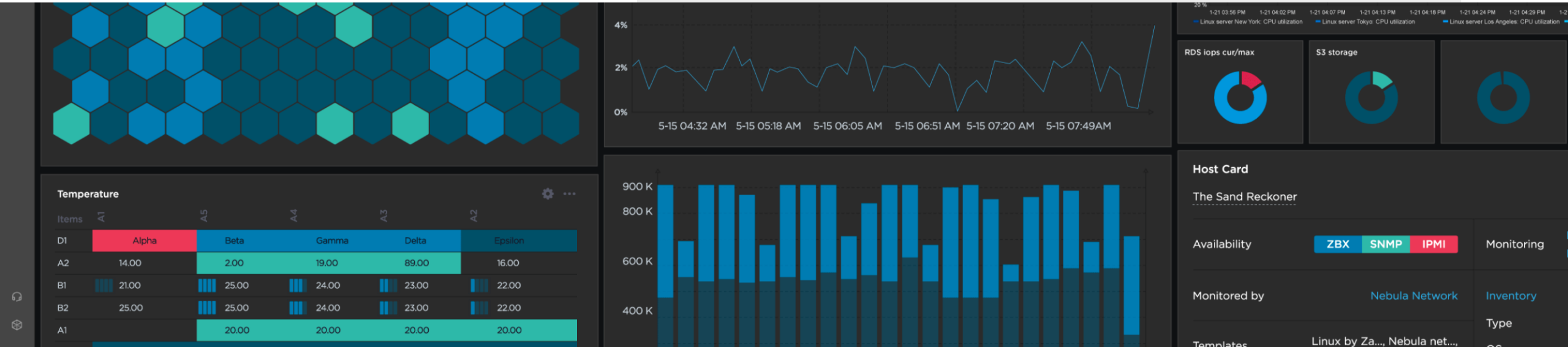
Trust and predictability.



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Why can you trust Zabbix?

Product development.



Zabbix 8.2 Zabbix 8.4 Zabbix 9.0 LTS

Zabbix 8.2

Planned release date: September 2027

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Network monitoring

- NetFlow data collection and visualization
  Bandwidth usage, identification of top talkers, and tracking of communication between devices
  ZBXNEXT-37 ⭐ Top voted!
- Automated discovery and intuitive visualization of L2 and L3 network devices and topology
  Present the topology in a clear, easy-to-understand graphical format, allowing administrators to quickly assess network structure, monitor device status, and identify issues like misconfigurations or outages, all in real time
  ⭐ Top voted!
- Widget for visualization of network devices
  Improved visualization of network devices having multiple interfaces, such as switches and routers
- Real-time streaming data collection from network devices
  Supports streaming protocols (such as MDT) from leading hardware vendors
- Network weathermaps
  Advanced network and weathemaps for visualization of networks and network devices
  ZBXNEXT-100 ⭐ Top voted!

Log management

- Centralized log management, also syslog collection and advanced UI for log analysis

A clear Roadmap

- Over 2 years planning horizon
- Based on our vision and customer requests

A predictable release cycle

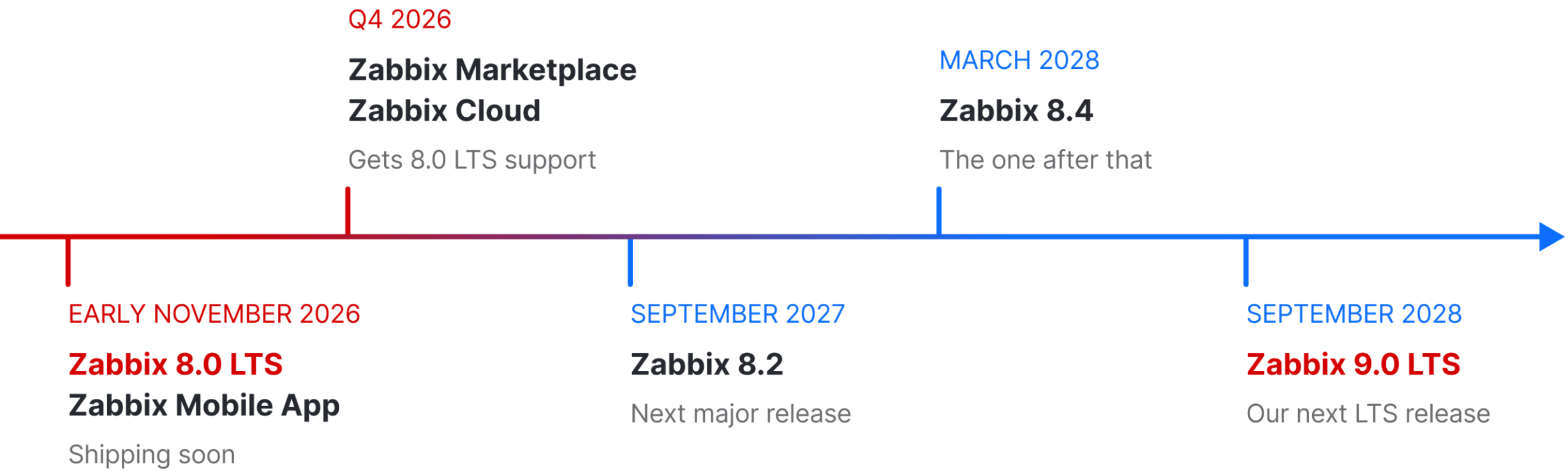
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- Starting with Zabbix 8.2, major releases land on a fixed, twice-a-year cadence: March and September.
- Predictable dates make it easier for users, customers, and partners to plan upgrades and other work around them.
- If a planned feature isn't ready in time, it's simply postponed to the next release - the date itself doesn't move.
- We're moving from “ready when it's ready” to a release cycle you can plan your year around.

When it's all arriving

From what's already live today to what's next on the roadmap



Coming soon

Zabbix Mobile Application

- Free to use
- Push notifications
- Problem management and collaboration
- Seamless integration with Zabbix and Zabbix Cloud
- Secure gateway and end to end encryption

Andriod | iOS



Coming soon

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Zabbix Marketplace

A bridge between users and vendors - and one of the easiest ways to extend what Zabbix can do.



FOR USERS

Extend Zabbix, your way

- Free and paid solutions, built by the community and by vendors.
- Install ready-made widgets, plugins, and UI modules in minutes.
- Find the right fit instead of building it yourself.



THE BRIDGE

MARKETPLACE



FOR VENDORS

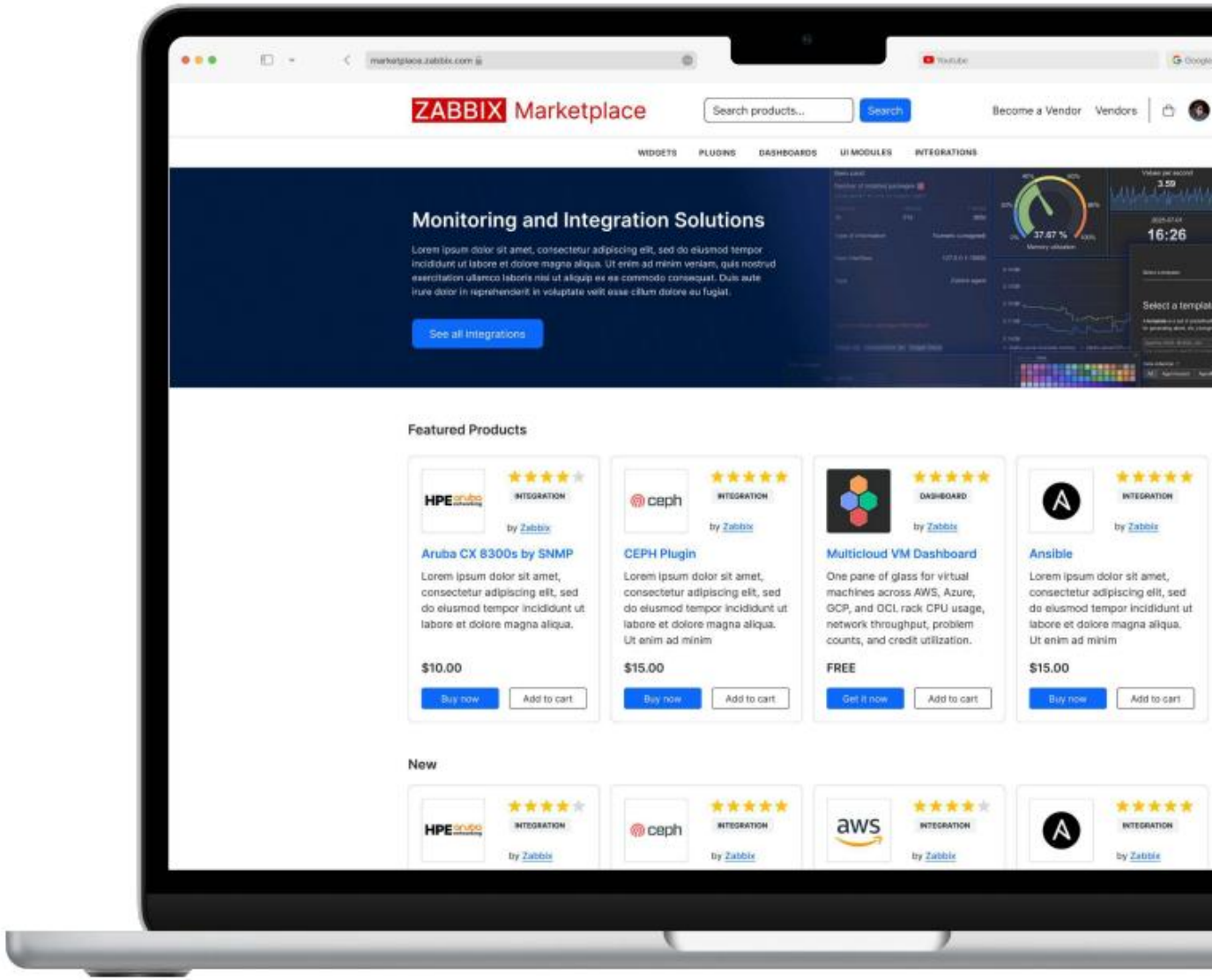
A genuine new business

- A direct channel to the entire Zabbix community, worldwide.
- Sell what you build - free and paid solutions both have a home here.
- Reach users through widgets, plugins, and UI modules.

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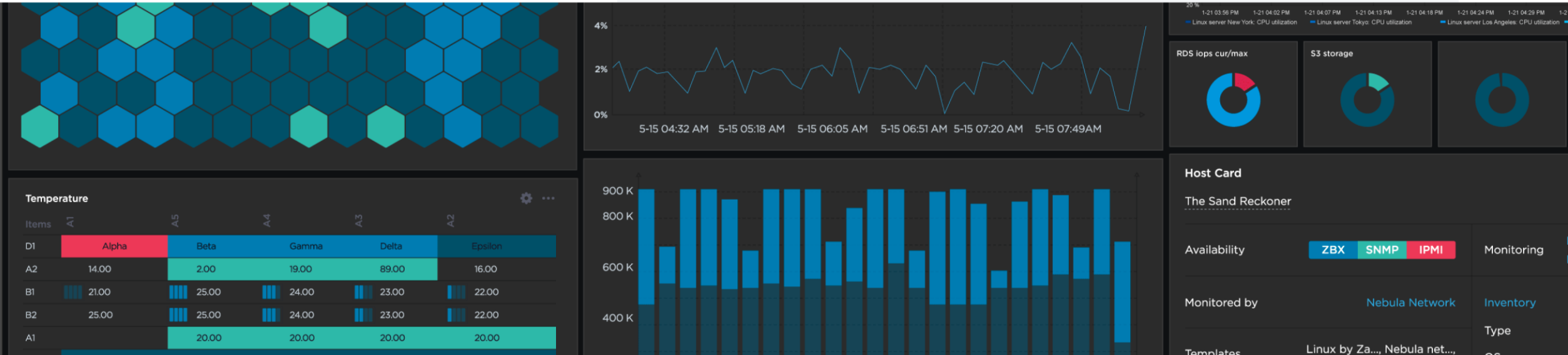
QR code for vendors
Please fill out this form

Stay tuned for official launch



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Zabbix Users & Customers



Who is using Zabbix?

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Industries

- Banking & Finance
- Energy & Chemicals
- Government
- IT
- Broadcasting & Telecom
- Aerospace
- Healthcare & Medicine
- Education
- Retail

ZABBIX

300 000+

deployments in 190+ countries

80+

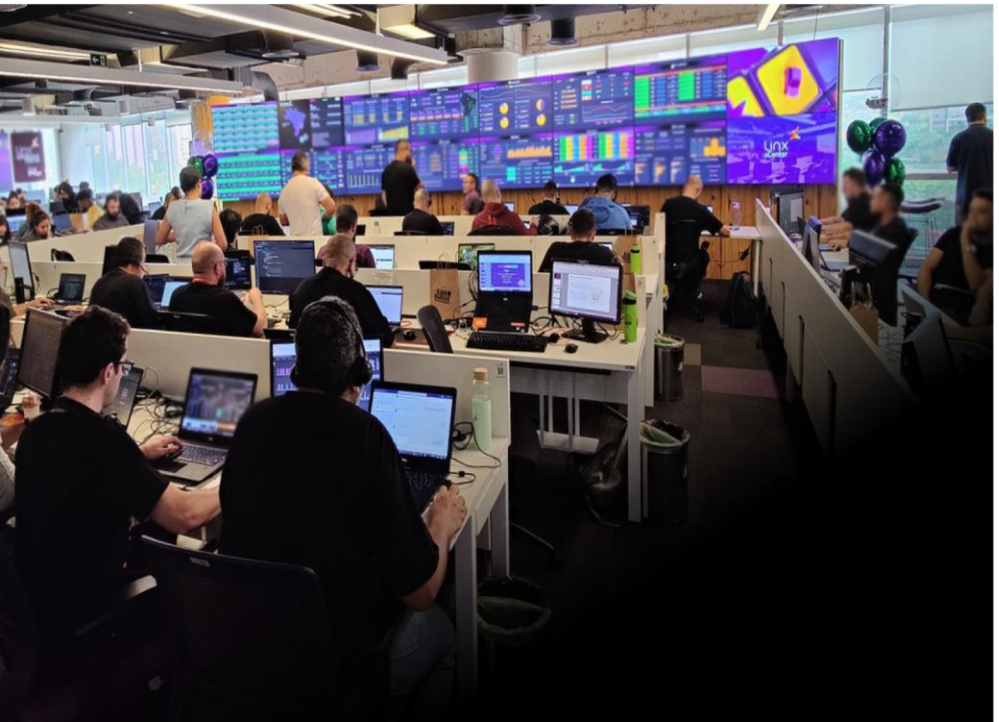
countries - customers

Top companies trust Zabbix

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NEXON	DELL	esa European Space Agency	ICANN
SEAT	NATO OTAN	NOKIA	AIRBUS DEFENCE & SPACE
vodacom	T Systems	connecture	orange
BNP PARIBAS	INTESA SANPAOLO	Santander	CRÉDIT AGRICOLE

Unique uses cases







One of the world’s biggest clothing companies

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Grocery retailers



Broadcasting companies



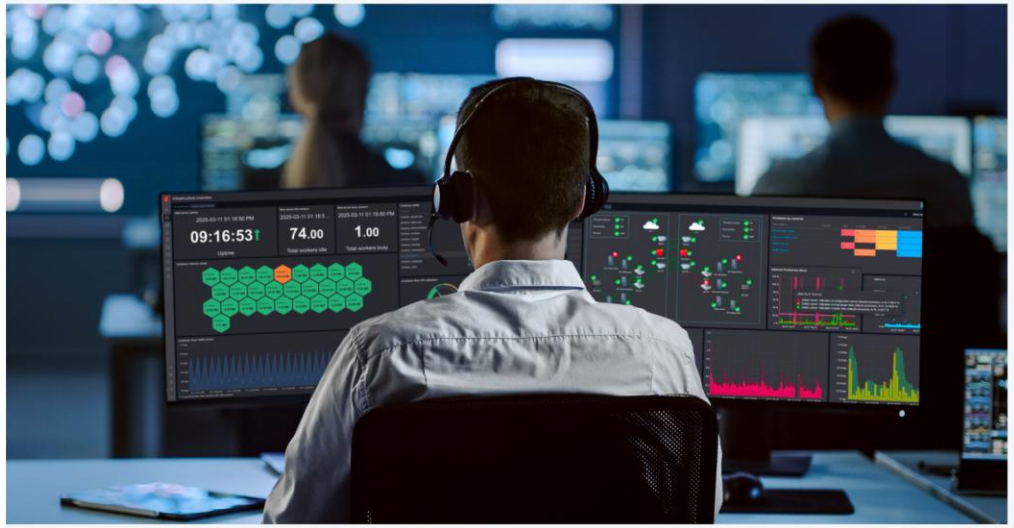
Utility and home management



Entertainment

Professional Services







Professional Services

ZABBIX



Subscriptions

Pair expert support commitments with a predictable subscription model for your business operations.



Consulting

Get the most out of your monitoring deployment with expert guidance from the people who built it.



Training

Master Zabbix under the guidance od the world's best Zabbix trainers.



Implementation

Your implementation partner, from first setup to full observability.



Migration

Migrate and standartize on Zabbix without the risk. Our specialists help you plan, execute, and optimize migration.



Upgrade

Stay current and secure with a seamless Zabbix upgrade.



Integration

Custom Zabbix integrations, engineered to fit seamlessly into your tech stack.



Template building

Get precise, production-ready configurations built exactly for your infrastructure.

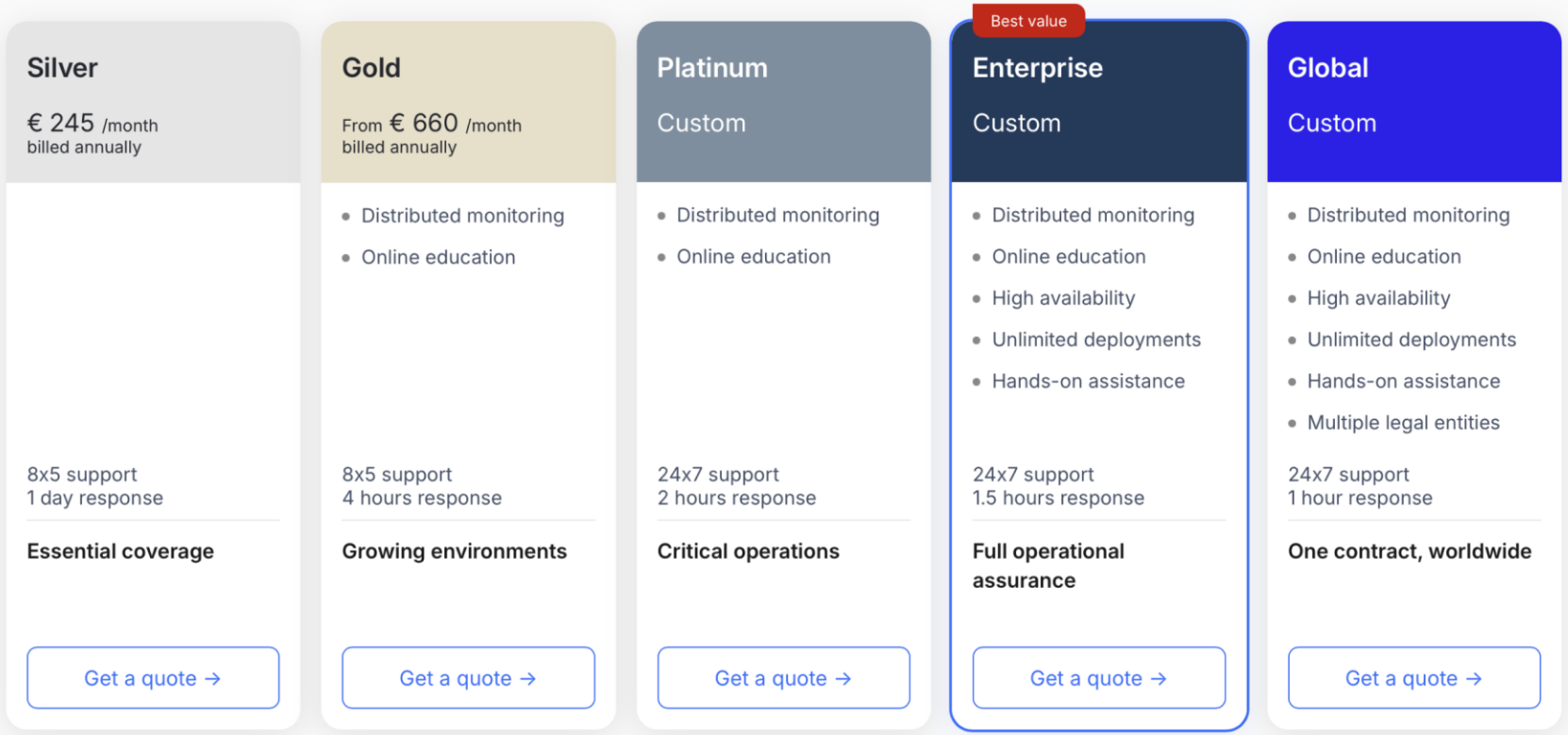


Development

Extend Zabbix to fit your exact business needs.

Subscriptions



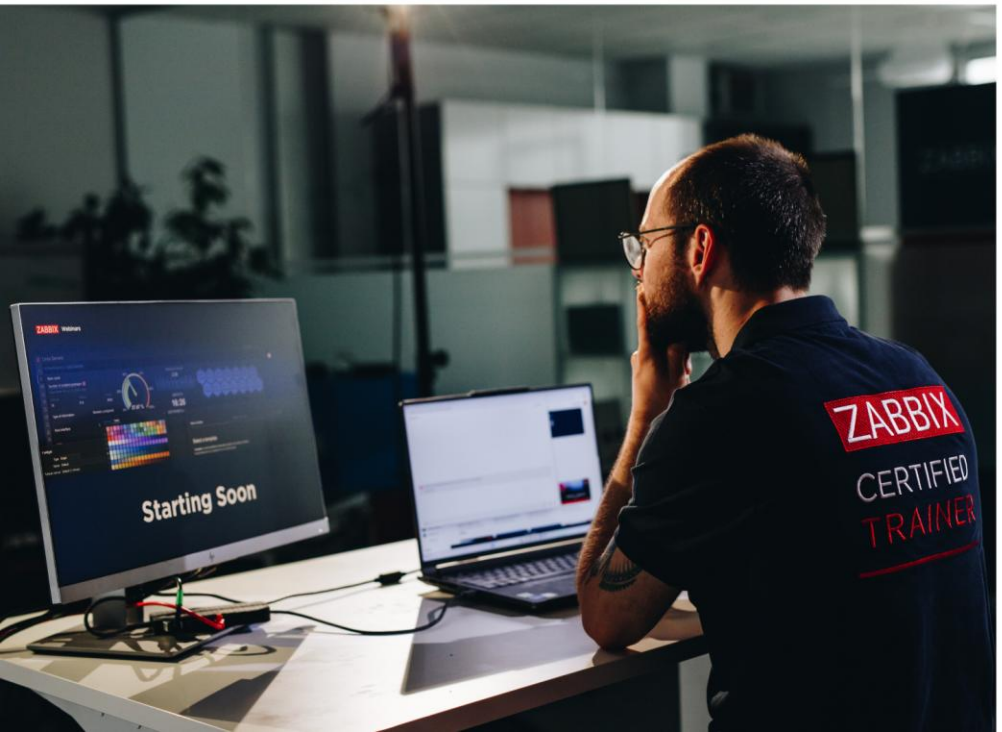


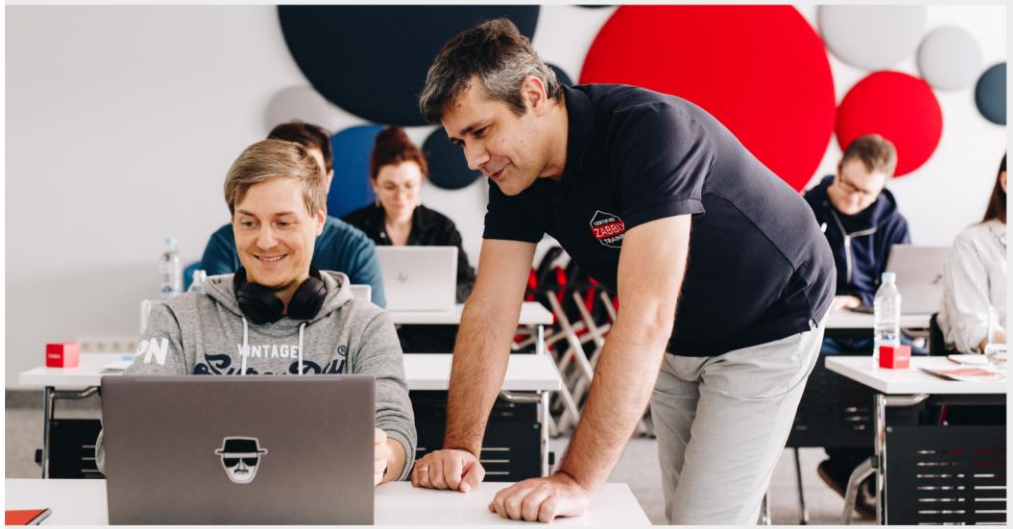
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Run Zabbix with confidence

- Annual support subscription with defined service delivery channels and SLAs
- Pricing based on the number of Zabbix servers and Zabbix proxies used in setup

Professional Training







Core Training Courses

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Are you ready to climb the ladder to Zabbix expertise? Explore our training path - it's tailored for professionals of every skill level.

Zabbix Certified User

Learn the potential of Zabbix and use the Zabbix frontend to view information.

Zabbix Certified Specialist

Master a variety of monitoring techniques and protocols and learn how to configure problem detection and alerting workflows.

Zabbix Certified Professional

Deploy a Zabbix environment from scratch while learning how to automate your monitoring workflows and scale your Zabbix instance with high availability in mind.

Zabbix Certified Expert

Design highly efficient and secure Zabbix instances for monitoring large environments. Learn how to integrate Zabbix with your IT infrastructure. Receive hands-on experience with upgrading Zabbix to the latest LTS release.

ZABBIX Academy



Your pace.
Your schedule.

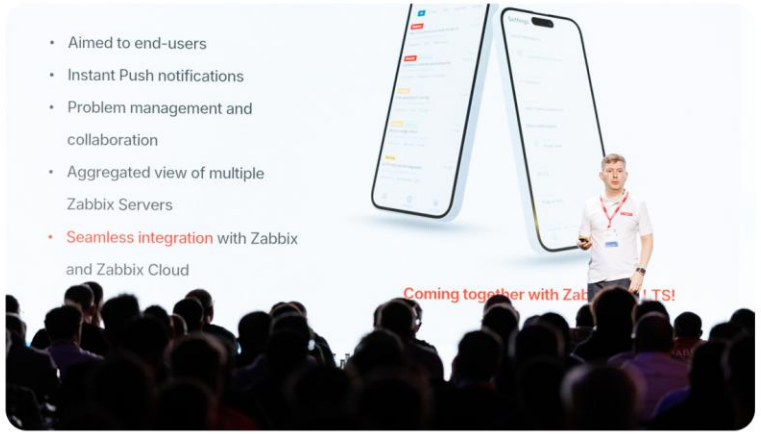
New self-paced learning platform that lets you dive into Zabbix whenever it's convenient for you – learn independently, at your own pace, anytime and anywhere.

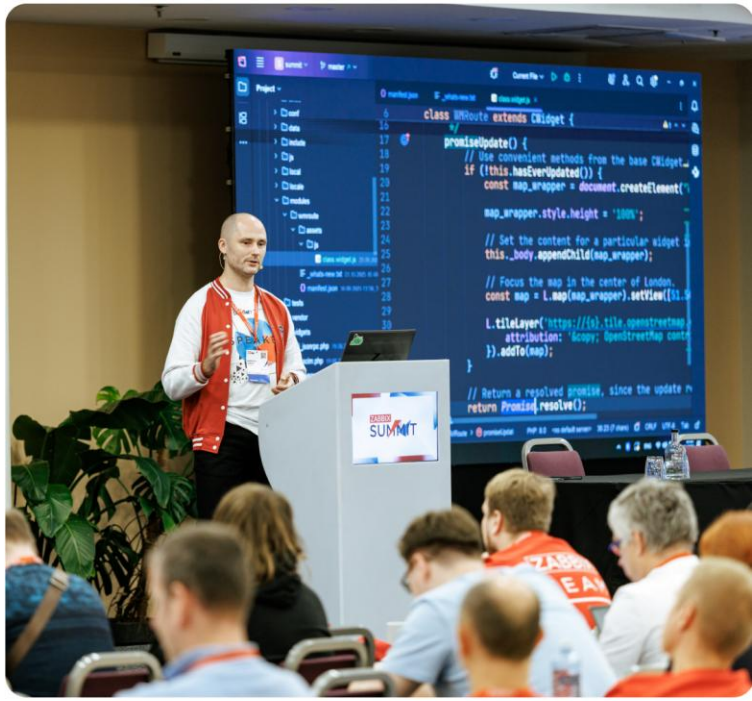
Meet ZABBIX around the world!

Always trying to be closer to our users, we take part in IT expos, conferences, and meetups all over the world.



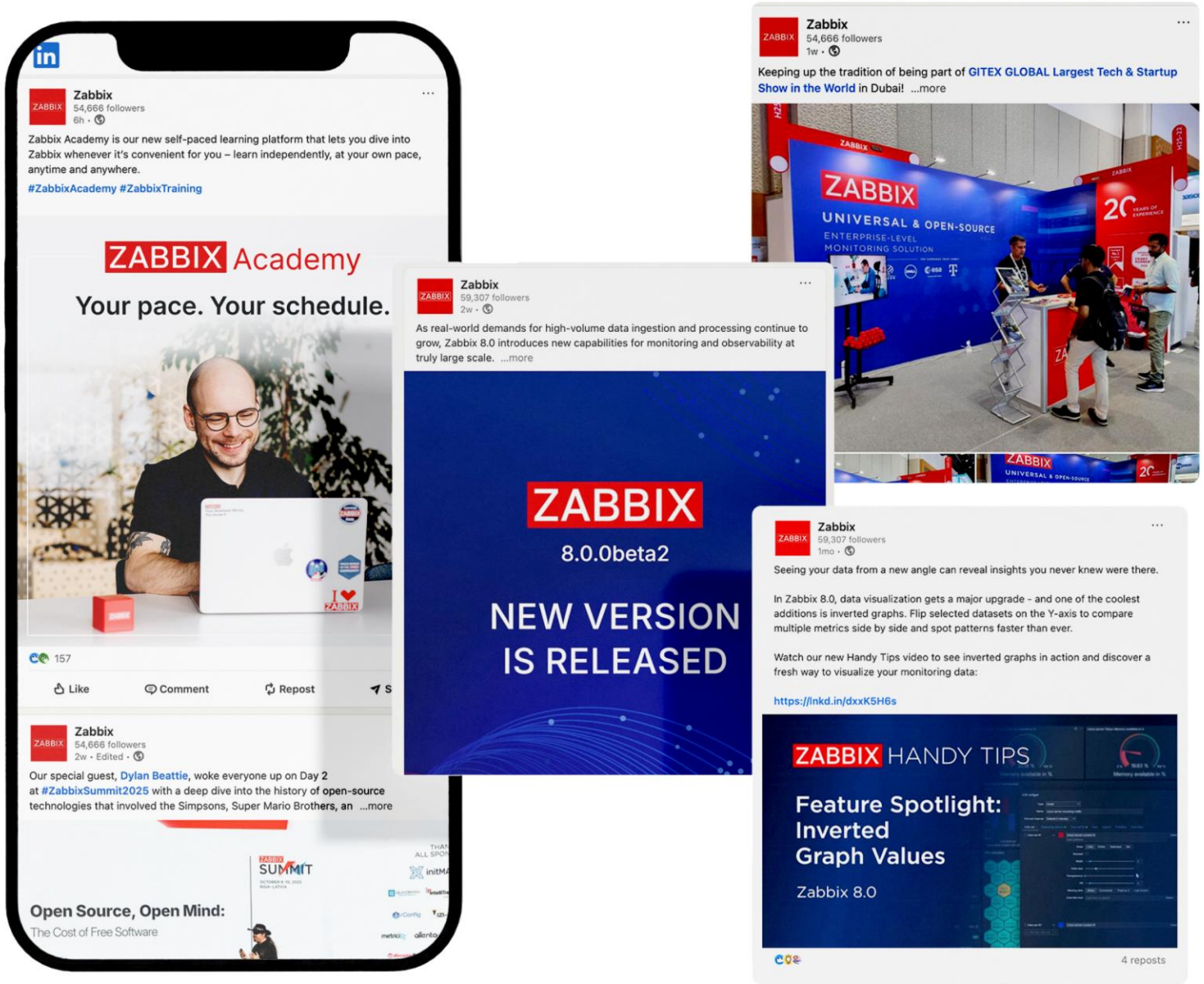












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Stay updated on Zabbix news

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- @zabbix
- @zabbix_official



Thank you!

Jeļizaveta Šibatovska | Partner Relations Manager, Zabbix