



MEETUP ONLINE '21

ZABBIX PROFESSIONAL SERVICES

MARIA TRUSKOVSKAYA
SALES MANAGER

ZABBIX



ZABBIX COMPANY



PROJECT STARTED IN 1998

RIGA



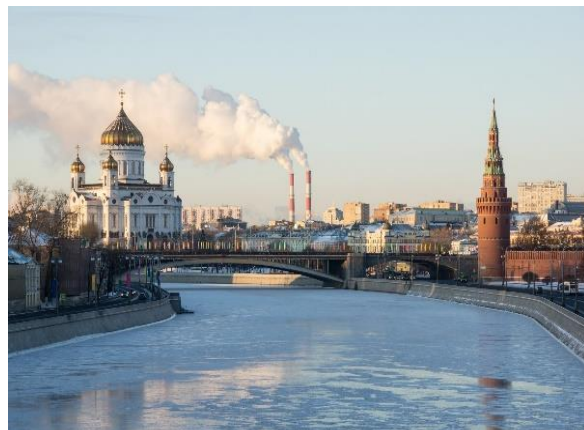
TOKYO



NEW YORK



MOSCOW



PORTO ALEGRE



2005

2012

2015

2019

2020

50% YOY GROWTH OVER THE PAST 10 YEARS

ZABBIX TEAM

✓ 80+ professionals



WHY USE MONITORING

98% of organizations say they have experienced downtime

Average cost of IT downtime is **\$5,600 per minute**



WHAT CAN YOU DO?
ZABBIX TO THE RESCUE



COMPETITIVE ADVANTAGES



Open Source – GPLv2, zero TCO



Easily scalable and customizable



Backed by professional services

TRUSTED BY WORLD BRANDS



Nokia Networks



Besides price, Zabbix's flexibility to tweak, optimize, customize, integrate, and tailor to our needs is a major benefit. Zabbix features are constantly growing, and contributions from the community keep needed functionality in check.

© John Clark, Owner

ZABBIX PARTNER NETWORK

160+ IT companies worldwide

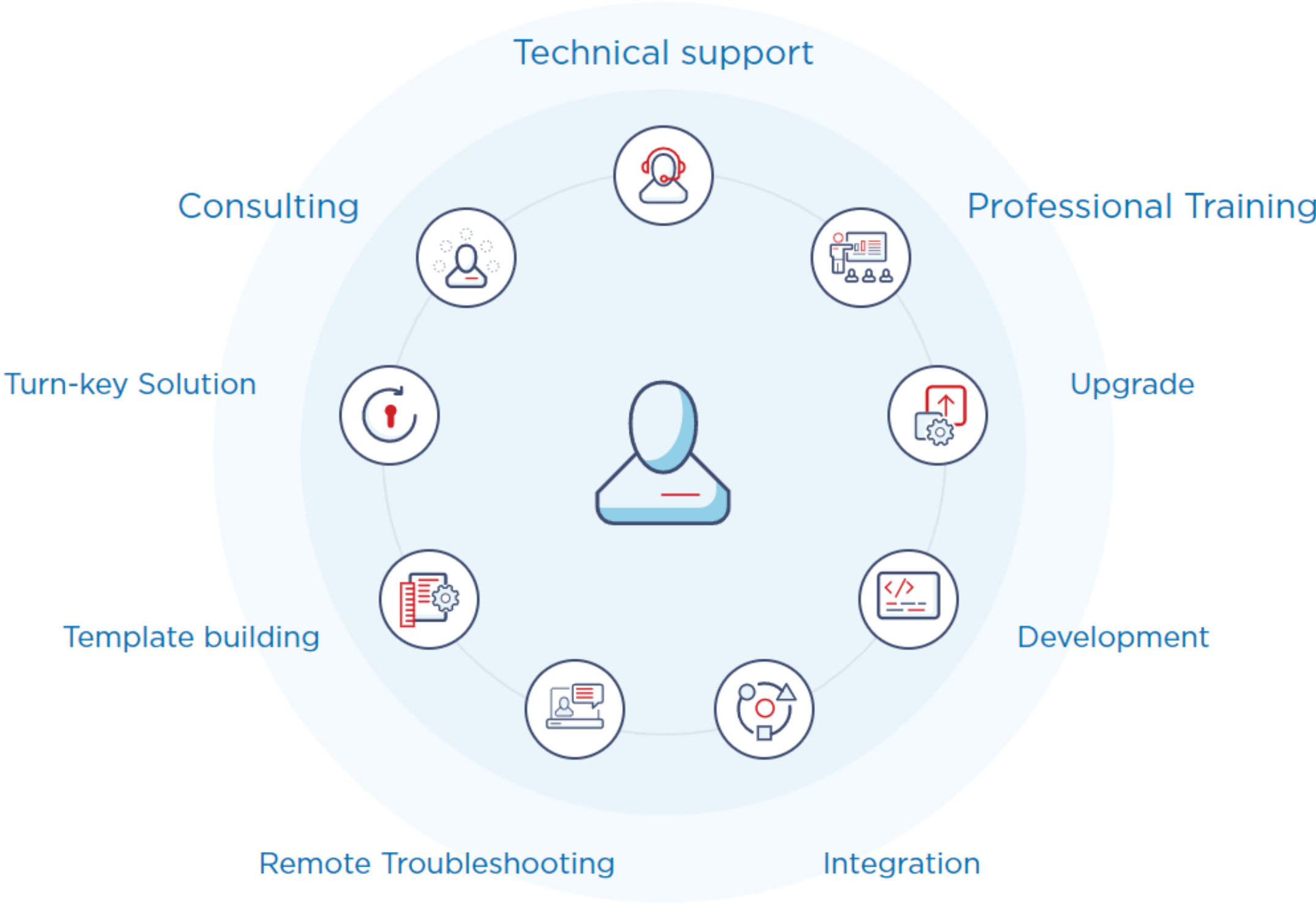


PARTNER PROGRAM BENEFITS

- ✓ Introduce Zabbix services locally
- ✓ Expand your portfolio, receive margin and discounts
- ✓ Choose the best partner tier that fits your needs – reseller, certified partner, premium partner



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TECHNICAL SUPPORT



TECHNICAL SUPPORT BENEFITS

- ✓ Hands-on troubleshooting
- ✓ Simple pricing model – per Zabbix server/proxy
- ✓ Guaranteed response time



TECHNICAL SUPPORT TIERS

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	Monitored devices and metrics Unlimited	Monitored devices and metrics Unlimited	Monitored devices and metrics Unlimited	Monitored devices and metrics Unlimited
Phone call support Included	Phone call support Included	Phone call support Included	Phone call support Included	Phone call support Included
Number of incidents 8	Number of incidents Unlimited	Number of incidents Unlimited	Number of incidents Unlimited	Number of incidents Unlimited
Support availability 8 x 5	Support availability 8 x 5	Support availability 24 x 7	Support availability 24 x 7	Support availability 24 x 7
Initial response time [?] 1 days	Initial response time [?] 4 hours	Initial response time [?] 4 hours	Initial response time [?] 4 hours	Initial response time [?] 2 hours
Emergency response time Not available	Emergency response time Not available	Emergency response time 90 minutes	Emergency response time 90 minutes	Emergency response time 60 minutes
Support contacts [?] 1	Support contacts [?] 2	Support contacts [?] 3	Support contacts [?] 7	Support contacts [?] 20
Supported Zabbix servers [?] Priced per server	Supported Zabbix servers [?] Priced per server	Supported Zabbix servers [?] Priced per server	Supported Zabbix servers [?] Unlimited	Supported Zabbix servers [?] Unlimited
Support for Zabbix Proxy [?] Not available	Support for Zabbix Proxy [?] Priced per proxy	Support for Zabbix Proxy [?] Priced per proxy	Support for Zabbix Proxy [?] Unlimited	Support for Zabbix Proxy [?] Unlimited
Legal entities covered [?] 1	Legal entities covered [?] 1	Legal entities covered [?] 1	Legal entities covered [?] 1	Legal entities covered [?] 5

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TRAINING



CORE TRAINING COURSES

Level 1
Zabbix Certified User
Use Zabbix front-end to view information. Know potential of Zabbix

Duration: 1 day

Course pre-requirements
None

Exam pre-requirements
None

€550
\$750

Level 2
Zabbix Certified Specialist
Setup & configure Zabbix in SMBs or configure Zabbix in large companies

Duration: 5 days

Course pre-requirements
Advanced computer literacy and knowledge of operating systems

Exam pre-requirements
None

€1950
\$2450

Level 3
Zabbix Certified Professional
Manage big, distributed, highly loaded installations in large companies

Duration: 3 days

Course pre-requirements
Zabbix Certified Specialist certificate or attendance certificate

Exam pre-requirements
Zabbix Certified Specialist certificate

€1850
\$2250

Level 4
Zabbix Certified Expert
Design & maintain highly efficient & loaded setups with expertise in API, HA/DR, and DB partitioning

Duration: 5 days

Course pre-requirements
Zabbix Certified Professional certificate

Exam pre-requirements
Zabbix Certified Expert attendance certificate

€3250
\$3900

Bundle

€3350
\$4150

EXTRA TRAINING COURSES

<div>Automation and Integration with Zabbix API</div> <div>Duration: 1 day</div> <div>Course pre-requirements None</div> <div>€490 \$590</div>	<div>Advanced Zabbix Data Pre-Processing</div> <div>Duration: 1 day</div> <div>Course pre-requirements None</div> <div>€490 \$590</div>	<div>Advanced problem and Anomaly Detection with Zabbix</div> <div>Duration: 1 day</div> <div>Course pre-requirements None</div> <div>€490 \$590</div>	<div>Advanced Zabbix Security Administration</div> <div>Duration: 1 day</div> <div>Course pre-requirements None</div> <div>€490 \$590</div>
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TURN-KEY SOLUTION



TURN-KEY SOLUTION

- ✓ Installation and configuration of Zabbix as well as migration from a legacy tool
- ✓ The costs are based on the complexity and size of your environment
- ✓ Daily rate – **€1250/\$1500**





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CONSULTANCY



CONSULTING SERVICES

- ✓ Professional assistance on any Zabbix related topic: Q&A sessions with a Zabbix engineer, tuning, best practices
- ✓ Available as packages of hours (10, 20, 40, 80)
- ✓ Minimum purchase = 10 hours



WHAT YOU RECEIVE



PERFECTLY TUNED AND
DEPLOYED ZABBIX
SYSTEM + BEST
PRACTICES



STRATEGIC ADVICE
DIRECTLY FROM THE
ZABBIX ENGINEERS



THOROUGH
EXPLANATION OF THE
PROBLEM AND ITS
RESOLUTION



FULL DOCUMENTATION



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QUESTIONS?

CONTACT US AT:
SALES@ZABBIX.COM

MARIA TRUSKOVSKAYA
SALES MANAGER

ZABBIX



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THANK YOU!

MARIA TRUSKOVSKAYA
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