



SUMMIT
ONLINE / 2020

"ZABBIX - LET'S GET DOWN TO BUSINESS"

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Head of Sales

ZABBIX, LATVIA

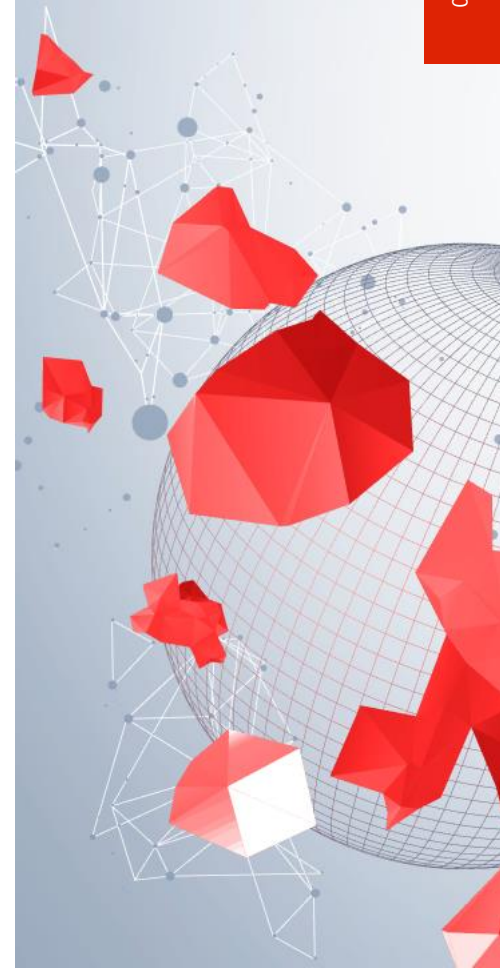


YES, THE SOFTWARE'S FREE

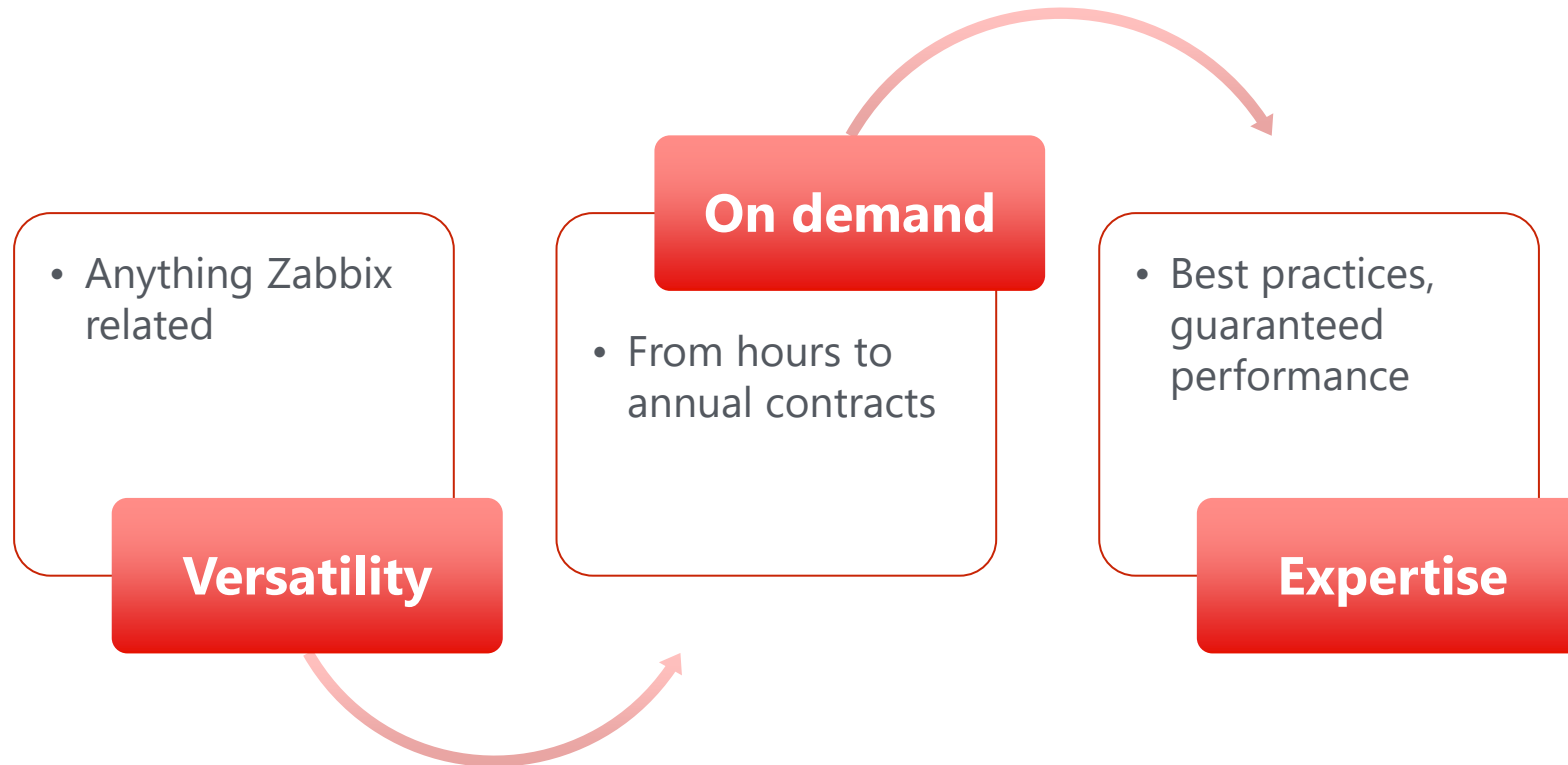
YES, WE OFFER
PROFESSIONAL SERVICES



CUSTOMER LIFE CYCLE



THE APPROACH



THE OPTIONS

Deployment

- Scope assessment
- Recommendations

Training

- From beginner to expert
- Extra topic-specific courses

Annual support

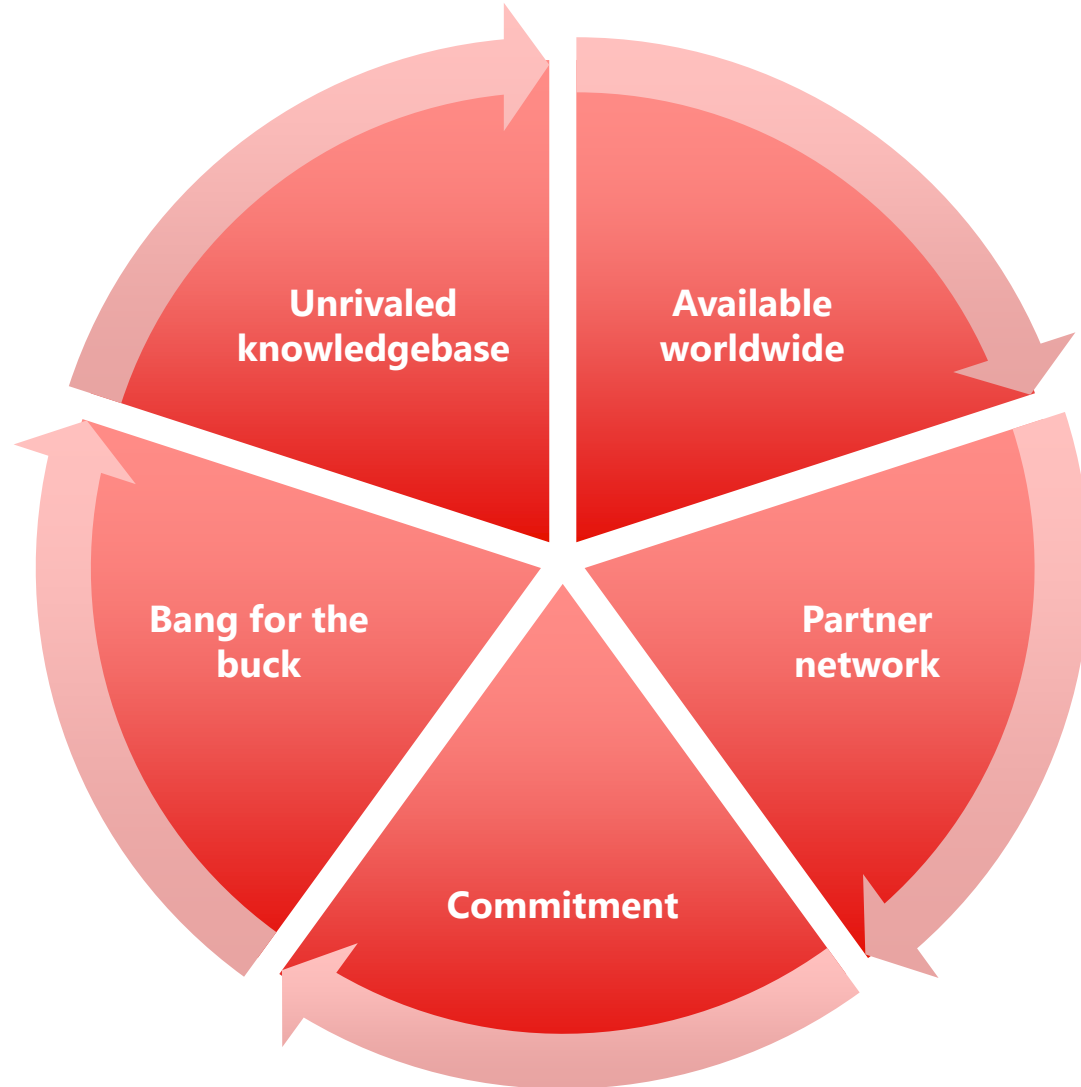
- **24/7 coverage worldwide**

Extra stuff

- Integrate
- Troubleshoot
- Ad-hoc consultancy



THE BENEFITS

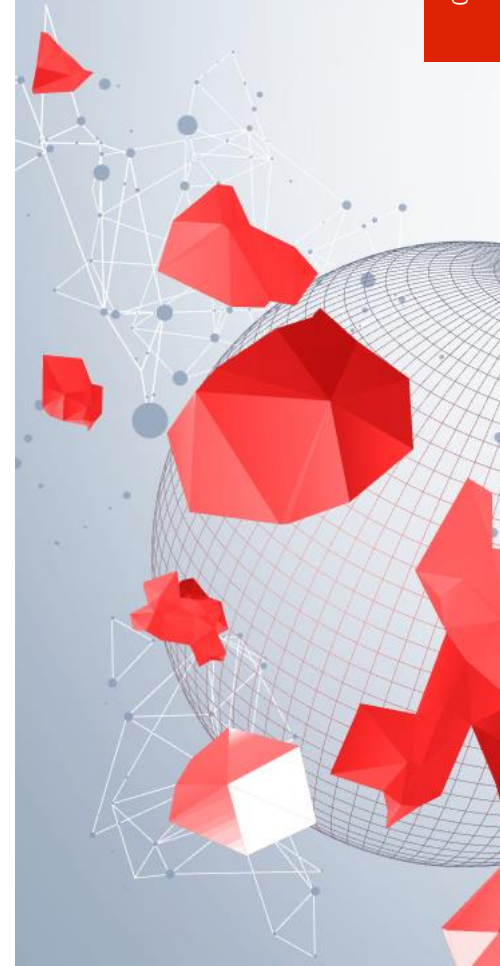
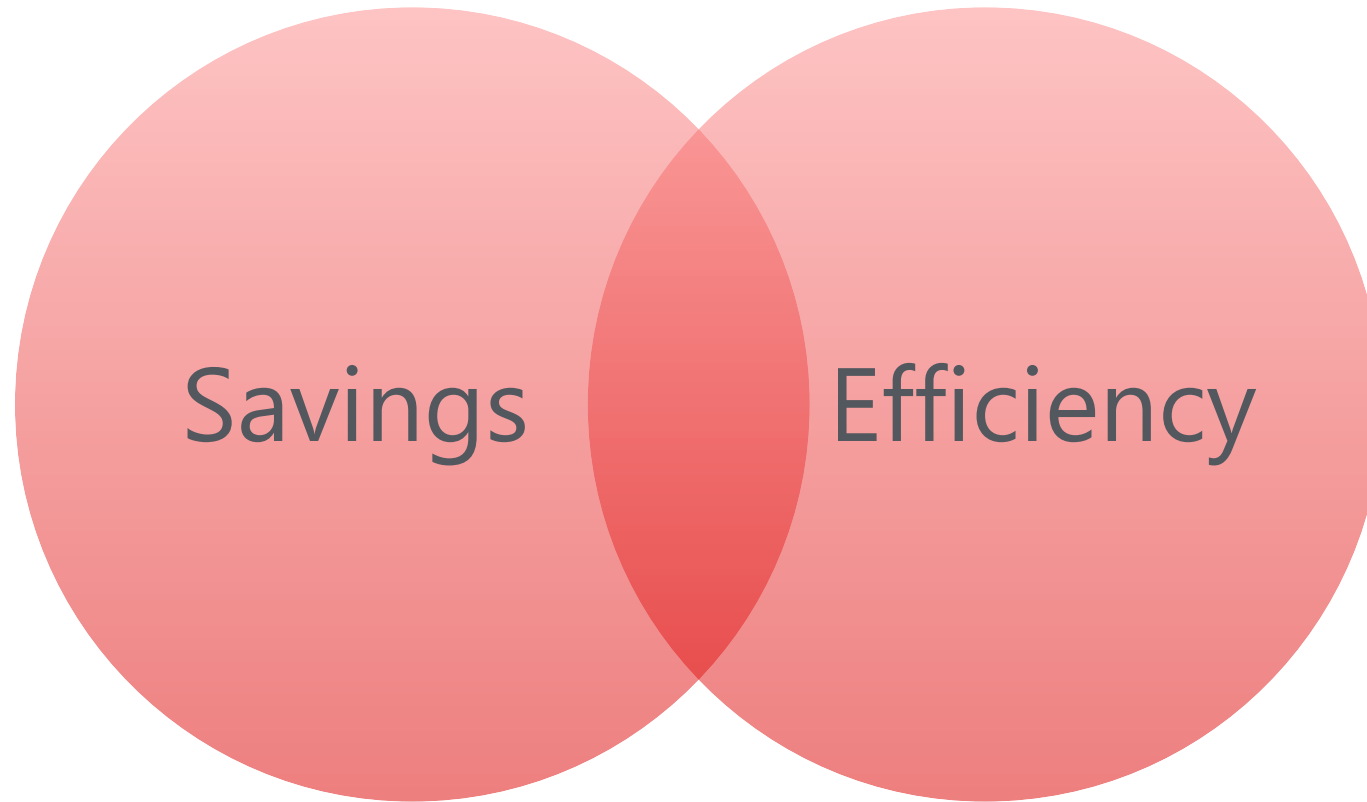


CUSTOMER LIFE CYCLE A JOURNEY WITH ZABBIX





IT DOESN'T HAVE TO BE ONE OR THE OTHER



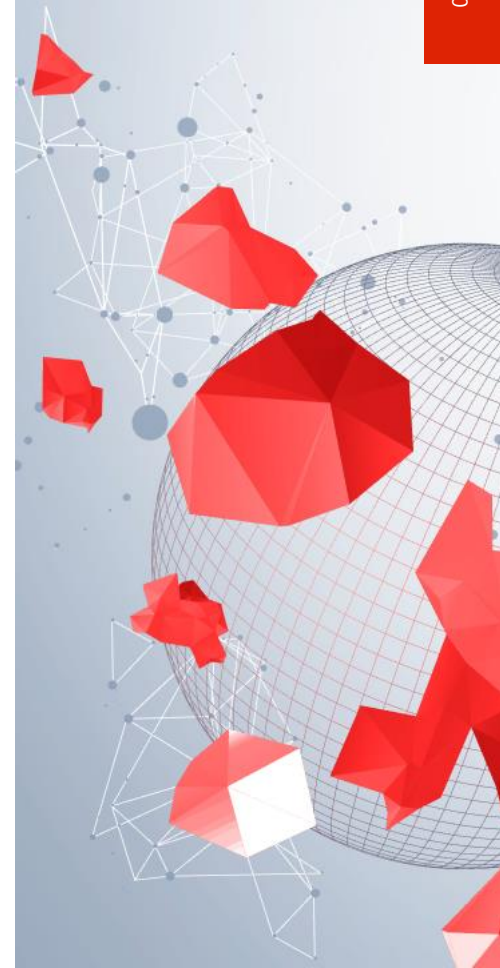
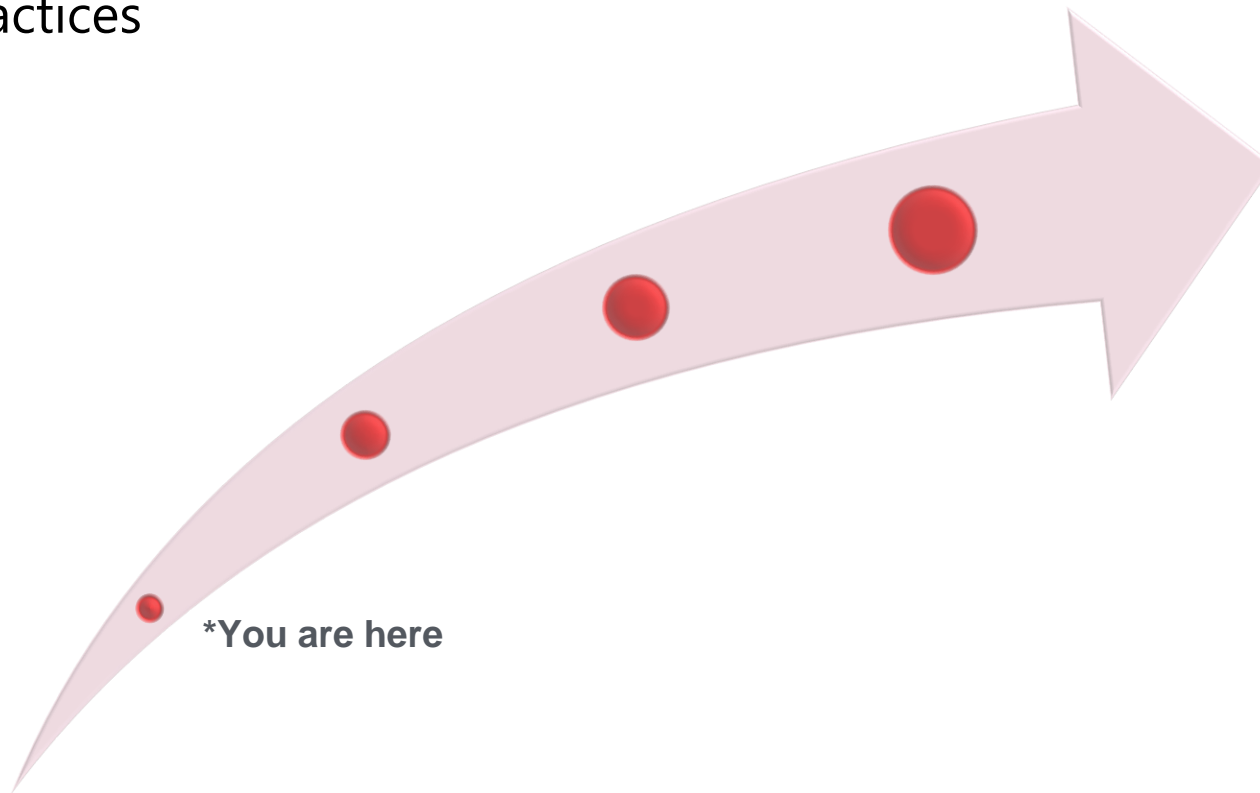
THE CHALLENGES

- ✓ Deployment from scratch or migration
- ✓ End user experience
- ✓ Dynamically changing requirements
- ✓ Up-to-date expertise vs outdated guides



INCEPTION

- ✓ Deployment & recommendations
- ✓ Best practices
- ✓ RFI



WHAT THE BUSINESSES ARE SAYING

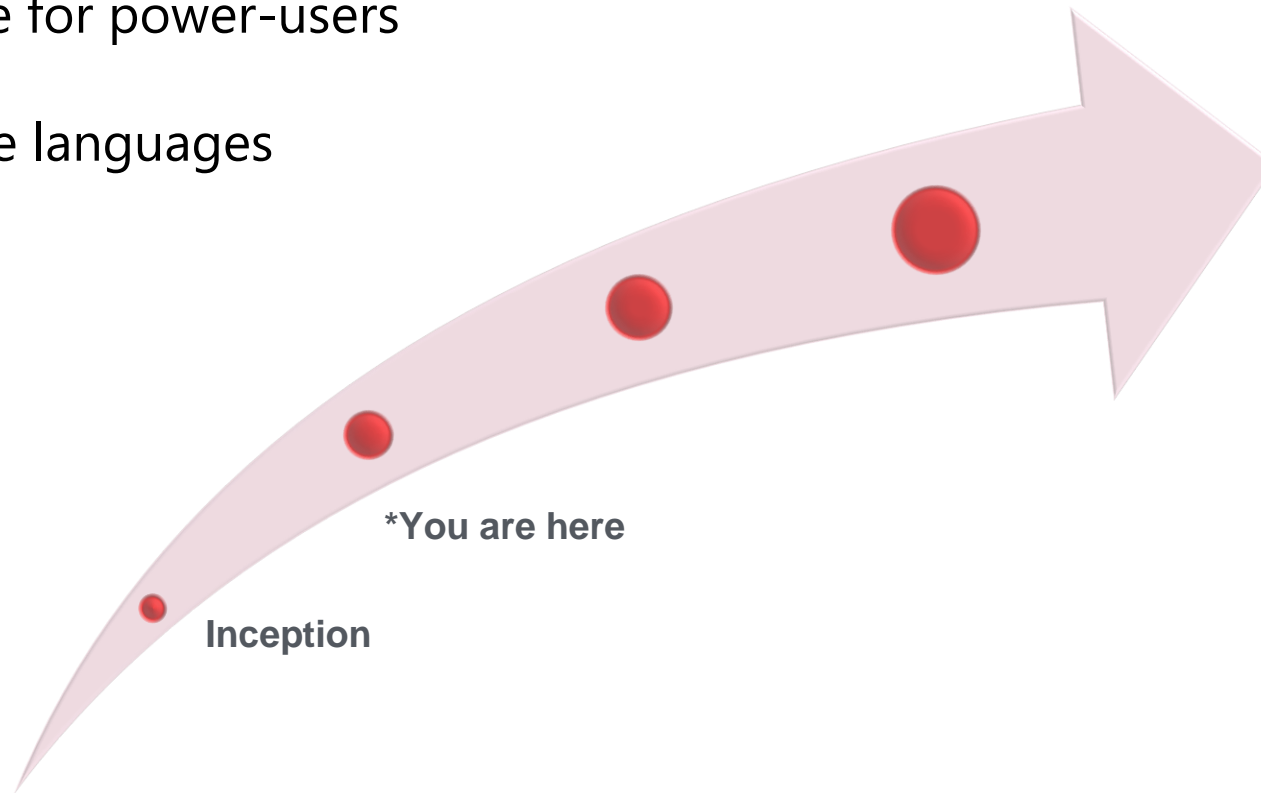
"I would like to thank you for your diligent support for us in the last 10 days. You addressed a number of tough problems and given us useful and sound advices along the way. All of these enable us to cut over successfully on Monday."

Multinational banking and financial services corporation



TRAINING

- ✓ From no experience to expert
- ✓ Suitable for power-users
- ✓ Multiple languages



Level 1

Zabbix Certified User

Use Zabbix frontend to view information. Know potential of Zabbix

1 day

Level 2

Zabbix Certified Specialist

Setup & configure Zabbix in SMBs or configure Zabbix in large companies

5 days

Level 3

Zabbix Certified Professional

Manage big, distributed, highly loaded installations in large companies

3 days

Level 4

Zabbix Certified Expert

Design & maintain highly efficient & loaded setups with expertise in API, HA/DR, and DB partitioning

5 days

Automation and Integration with Zabbix API

The course is designed to provide a detailed and in-depth study of Zabbix API functionality - like import host groups, generate reports, or integrate with other systems.

1 day

Advanced Zabbix Data Pre-processing

The course will cover how to extract and transform information from different sources using Zabbix built-in functionality - without using external tools or scripts.

1 day

Advanced Zabbix Security Administration

The course will cover how to protect Zabbix internal communications and secure sensitive information like user credentials or encryption keys.

1 day

Advanced Problem and Anomaly Detection with Zabbix

The course is fully dedicated to problem detection, from creating simple triggers to using new long-term analytics functions.

1 day

WHAT THE BUSINESSES ARE SAYING

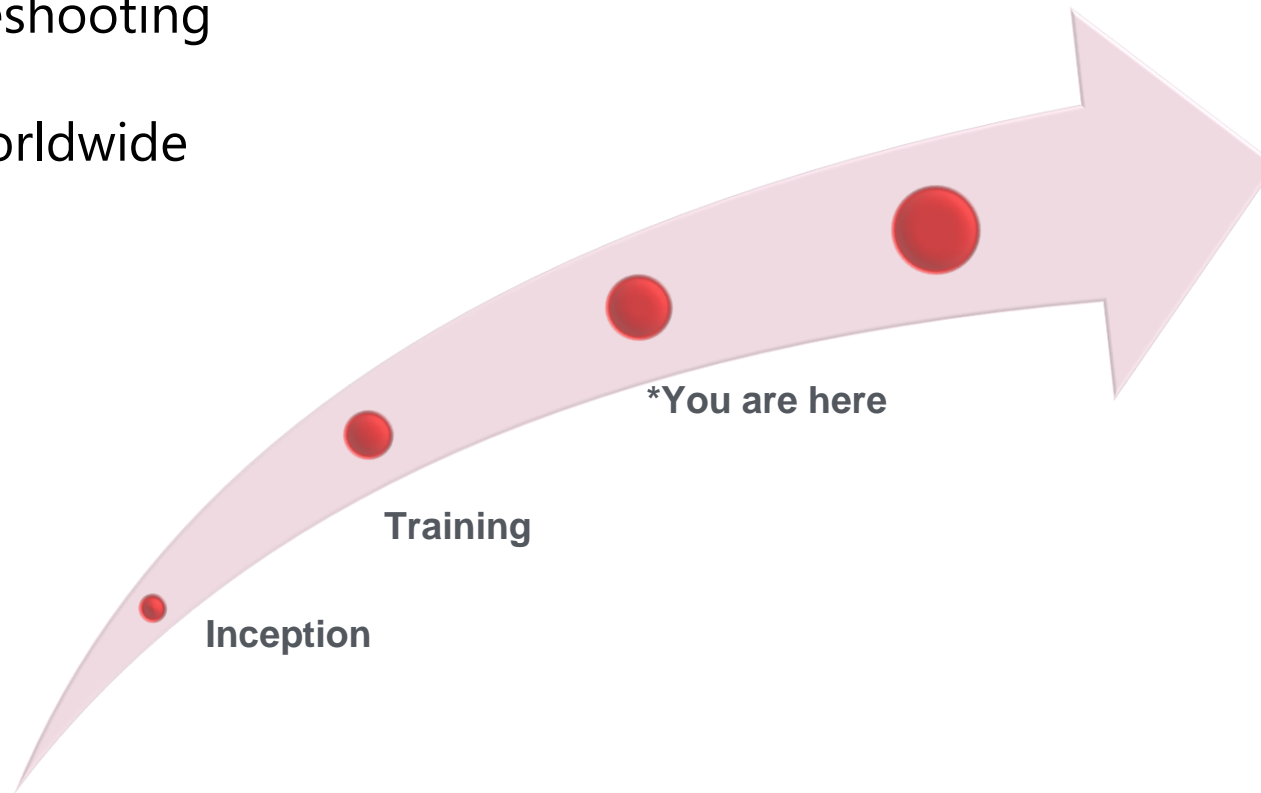
"Thanks to you I did pass the exams, with high marks, but more importantly, I gained the practical knowledge and confidence that I will need in my role as Zabbix Administrator. There are some areas I am still a little shaky on of course and will have to do some more digging, but you gave me the foundation I need to build on and move forward. Bottom line, you were able to teach this old dog some new tricks. For that I commend you."

US police department



ANNUAL SUPPORT

- ✓ Tuning and environment reviews
- ✓ Troubleshooting
- ✓ 24/7 worldwide



Silver	Gold	Platinum	Enterprise Best Value	Global I
<p>Request a quote</p> <p>Monitored devices and metrics Unlimited</p> <p>Phone call support Included</p> <p>Number of incidents 8</p> <p>Support availability 8 x 5</p> <p>Initial response time[?] 1 days</p> <p>Emergency response time Not available</p> <p>Support contacts[?] 1</p> <p>Supported Zabbix servers[?] Priced per server</p> <p>Support for Zabbix Proxy[?] Not available</p> <p>Legal entities covered[?] 1</p>	<p>Request a quote</p> <p>Monitored devices and metrics Unlimited</p> <p>Phone call support Included</p> <p>Number of incidents Unlimited</p> <p>Support availability 8 x 5</p> <p>Initial response time[?] 4 hours</p> <p>Emergency response time Not available</p> <p>Support contacts[?] 2</p> <p>Supported Zabbix servers[?] Priced per server</p> <p>Support for Zabbix Proxy[?] Priced per proxy</p> <p>Legal entities covered[?] 1</p>	<p>Request a quote</p> <p>Monitored devices and metrics Unlimited</p> <p>Phone call support Included</p> <p>Number of incidents Unlimited</p> <p>Support availability 24 x 7</p> <p>Initial response time[?] 4 hours</p> <p>Emergency response time 90 minutes</p> <p>Support contacts[?] 3</p> <p>Supported Zabbix servers[?] Priced per server</p> <p>Support for Zabbix Proxy[?] Priced per proxy</p> <p>Legal entities covered[?] 1</p>	<p>Request a quote</p> <p>Monitored devices and metrics Unlimited</p> <p>Phone call support Included</p> <p>Number of incidents Unlimited</p> <p>Support availability 24 x 7</p> <p>Initial response time[?] 4 hours</p> <p>Emergency response time 90 minutes</p> <p>Support contacts[?] 7</p> <p>Supported Zabbix servers[?] Unlimited</p> <p>Support for Zabbix Proxy[?] Unlimited</p> <p>Legal entities covered[?] 1</p>	<p>Request a quote</p> <p>Monitored devices and metrics Unlimited</p> <p>Phone call support Included</p> <p>Number of incidents Unlimited</p> <p>Support availability 24 x 7</p> <p>Initial response time[?] 2 hours</p> <p>Emergency response time 60 minutes</p> <p>Support contacts[?] 20</p> <p>Supported Zabbix servers[?] Unlimited</p> <p>Support for Zabbix Proxy[?] Unlimited</p> <p>Legal entities covered[?] 5</p>

WHAT THE BUSINESSES ARE SAYING

"Greetings. At the onset, many thanks and congratulations for helping us deliver this complex solution on setting up golden gate process monitoring in Zabbix.

Your technical acumen, detailed analysis and commitment to deliver is worth applauding. We'll look forward to your help and support as and when required.

Keep shining and raising the bar of excellence"

Global 500 networking and telecommunications company



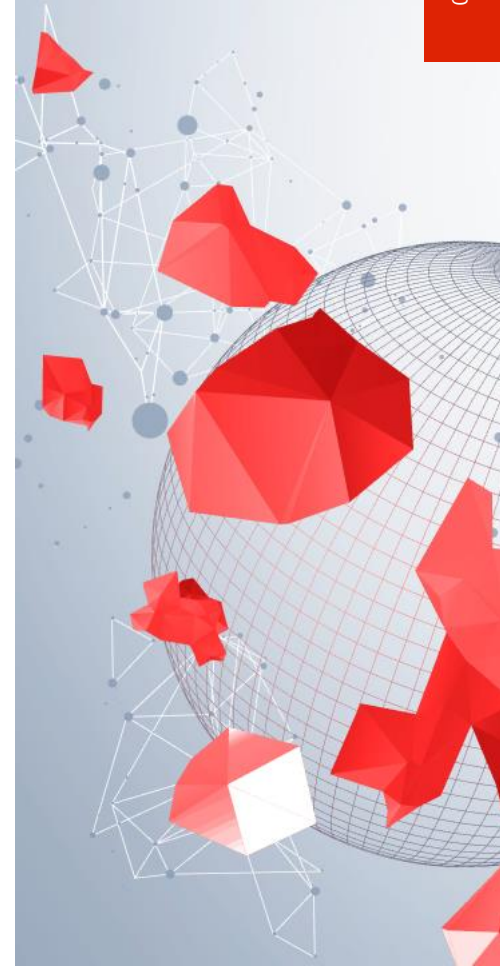
BELLS & WHISTLES

- ✓ Template building
- ✓ Integration
- ✓ Development



CURRENT STATE OF AFFAIRS

- ✓ Installation of Zabbix components, HA + Replication.
- ✓ Azure integration with automated discovery.
- ✓ Custom templates.
- ✓ ServiceNow and CMDB integration.
- ✓ 3 training sessions delivered.
- ✓ Documentation for all deliverables.



WHAT THE BUSINESSES ARE SAYING

"From a company perspective I am (personally) impressed as to how we have engaged with each other and firmly believe that the future is bright. Yes this is an initial small platform, but we have massive plans to accelerate its growth once live.

Particularly impressed with the short space of time that requests can be turned around and how [Zabbix engineer] has fast become a part of our extended team."

One of the world's largest IT services providers





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YES, WE OFFER
PROFESSIONAL SERVICES



THANK YOU

SALES@ZABBIX.COM

