



**SUMMIT
ONLINE** / 2021

ZABBIX IN CHINA

■ **CINDY LU**

CSO, Grandage, China



ZABBIX IN CHINA

- Marketing Initiatives
- Partners Landscape
- User Cases Sharing
- Service Delivering
- Training Locals in Local
- Outlook

01

MARKETING



2021 ZABBIX IN PUBLIC

10,000+ visitors

Nov, 2020 China Hi-tech Fair - Latvia Booth

300+ visitors

Mar, 2021 Finance Insurance Technology IT Leaders Summit

800+ visitors

Jun, 2021 Global Operation Summit

1,000+ visitors

Jul, 2021 PingCAP DevCon (TiDB)



2021 ZABBIX EVENTS

140+ attendees
Apr,2021, Meetup **Shanghai**



200+ attendees
Aug,2021, Forum **Shenzhen**



60+ attendees
Sep,2021, Meetup **Beijing**



ZABBIX CONFERENCE – 6TH CONSECUTIVE YEAR



2016

SHANGHAI 0.5 DAYS
100 ATTENDEES



2017

SHANGHAI 1 DAY
200 ATTENDEES



2018

SHANGHAI 1.5 DAYS
300 ATTENDEES



2019

BEIJING 2 DAYS
350 ATTENDEES



2020

SHENZHEN 2 DAYS
250 ATTENDEES



2021

250 ATTENDEES
(Expected)

OUR COMMUNITY

The image displays four panels showcasing the Zabbix community resources:

- Left Panel:** A list of Wechat groups under the search term "开源". The groups include "Zabbix开源社区10群", "Zabbix开源社区3群", "Zabbix开源社区11群", "Zabbix开源社区9群", "GOTC全球开源技术大会-交...", "Zabbix开源社区6群", "Zabbix开源社区2群", "Zabbix开源社区5群", "Zabbix开源社区1群", and "Zabbix开源社区8群".
- Second Panel:** A screenshot of the "Zabbix开源社区10群(495)" Wechat group chat. Messages from "王钰淇" and "Jason..Josh" are visible, discussing backup procedures and disk space usage.
- Third Panel:** A screenshot of the "Zabbix开源社区" website. It features a description of the community, a "发消息" button, and a "历史消息" section listing recent articles and events like "Zabbix Meetup北京站回顾".
- Right Panel:** A screenshot of the "Zabbix开源社区" course catalog. It lists five topics: ① 业务需求, ② 模式介绍, ③ 被主模式, ④ "坑"与技巧, and ⑤ Q&A. Below this, a Q&A section shows a question about IP address monitoring and an answer regarding Zabbix's percentile trigger for CPU usage.

- Wechat Groups, 6,000+ active members
- Blog, every week, 15000+ followers

- Webinar, once per month
- FQA Documentation, every week

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PARTNERS

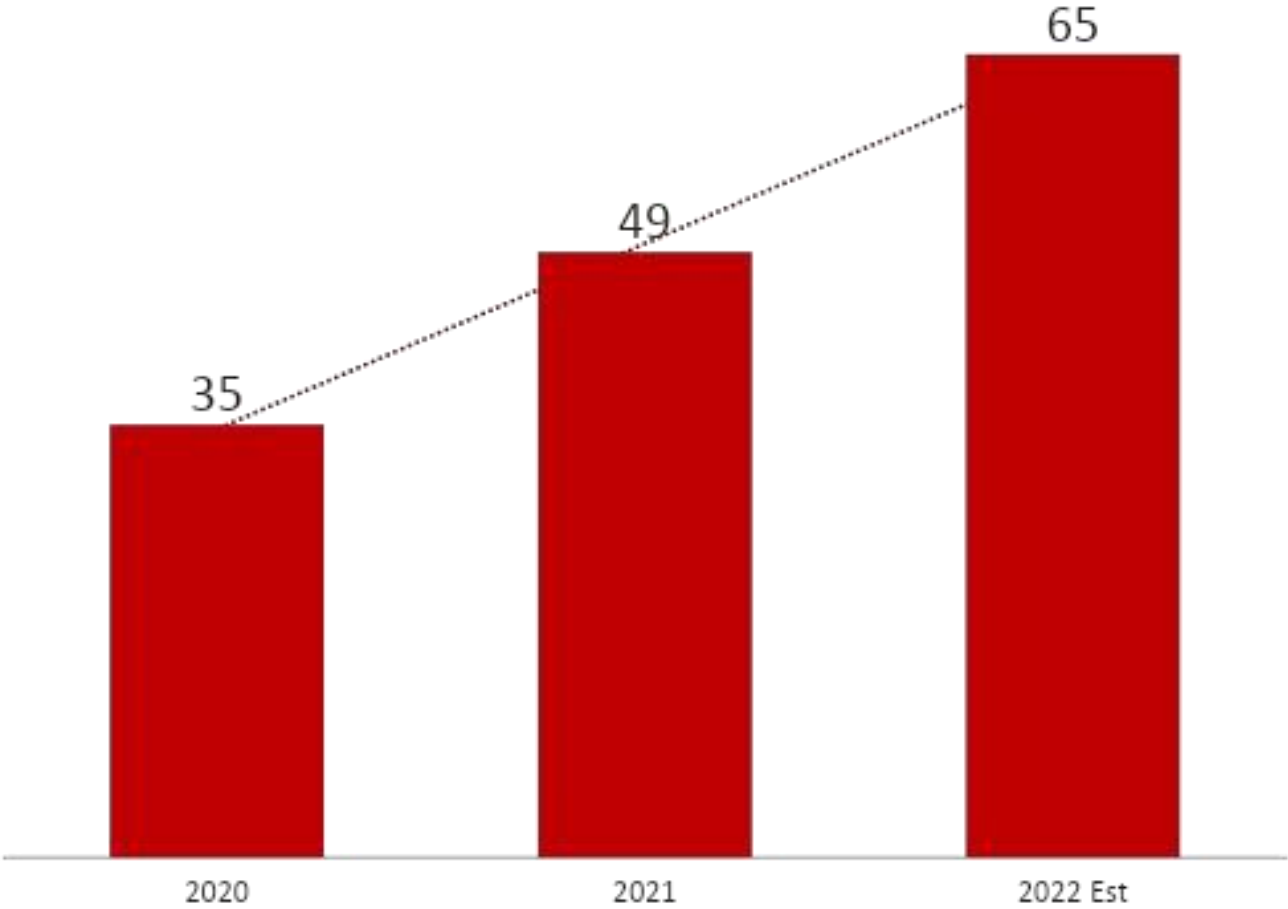


49 PARTNERS AND MORE

As of today, we have 49+ Zabbix Partners in China with the group keep expanding.



PARTNERS



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USER CASES



CHINA TAIPING INSURANCE HOLDINGS COMPANY LIMITED

- **Top 5** Insurance Company in China, **NO.34** Global Insurance Company by Brand Finance, Fortune Global 500 (No.344) in 2021.
- Replaced **CA and IBM** Tivoli with Zabbix.
- Achieved full coverage of all IT infrastructure equipment monitoring in the **3 data centers**.
- Number of devices: **20,000+** hosts, including operating system, databases, network and security devices, storage devices, etc.

Global 500

China Taiping Insurance Group RANK 344

INSURANCE 100 2021 RANKING

Overview of all years

2021

2020

2019

2018

2017



















2016

2015

Report view

Table view

Chart view

2021	2020	Logo	Name	Country
26 ▼	20		Prudential (US)	
27 ▼	18		Swiss Re	
28 ▲	36		Cathay Life Insurance	
29 =	29		AIG	
30 ▲	34		New China Life (NCL)	
31 ▼	26		Aflac	
32 ▲	33		CNP Assurances	
33 ▲	41		China Re	
34 ▼	32		China Taiping	


















CHINA MOBILE - MIGU VIDEO

- China Mobile is the **NO.1** mobile communication operator in China, and Migu Video has become one of the online video platforms with the richest copyright resources in China, providing "5G+Sports" full-scene immersive experience.
- Replaced **Solarwinds** with Zabbix.
- Covering all IT infrastructure equipment in multi places and multi data centers gradually.
- Number of devices: **30,000+** hosts, including virtual machines, servers, network and security devices, storage devices, applications and service processes, etc.
- Ensuring the healthy and stable operation of the whole Migu video application and business system.



CHINA EASTERN AIRLINES

- **Top 3** state-owned air transportation groups in China
- **Top 10** global airline brand values in 2021 by British Brand Finance.
- Replaced **BMC** with Zabbix.
- Covering all system equipment and object monitored.
- Number of devices: **7,000+** hosts (including virtual machines), servers, storage devices, databases, middleware, applications, etc.
- Considering to integrate network equipment monitoring into Zabbix monitoring system in the near future.

AIRLINES 50 2021 RANKING					
Overview of all years					
2021					
2020					
2019					
2018					
2017					
2016					
2015					
Report view					
Table view					
Chart view					
2021	2020	Logo	Name	Country	
1 =	1		Delta		
2 =	2		American Airlines		
3 =	3		United Airlines		
4 =	4		Emirates		
5 =	5		Southwest Airlines		
6 =	6		Air China		
7 =	7		China Southern		
8 	10		China Eastern		

BANK OF CHINA

- **Top 5** World Banks, Fortune Global 500 (No.39 in 2021) for 27 consecutive years.
- **Self-building**, based on the combination of **Zabbix + TiDB** database, replaced the traditional model of Zabbix + MySQL .
- Number of devices: **13,000+** various infrastructure objects and devices, and stores more than 18tb of historical data for a long time.

Global 500

Industrial & Commercial Bank of China

RANK
20

TABLE 2: TOP 10 WORLD BANKS, 2021

Rank	Previous Rank	Bank	Country	Tier 1 capital (\$m)
Top 10 World Banks				
1	1	ICBC	China	440
2	2	China Construction Bank	China	362
3	3	Agricultural Bank of China	China	336
4	4	Bank of China	China	305
5	5	JPMorgan Chase	US	235
6	6	Bank of America	US	200
7	8	Citigroup	US	167
8	9	HSBC Holdings	UK	160
9	7	Wells Fargo	US	158
10	10	Mitsubishi UFJ Financial Group	Japan	144

Source: www.thebankerdatabase.com

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TECHNICAL SUPPORT



TECHNICAL SUPPORT IN CHINA

Faster respond :

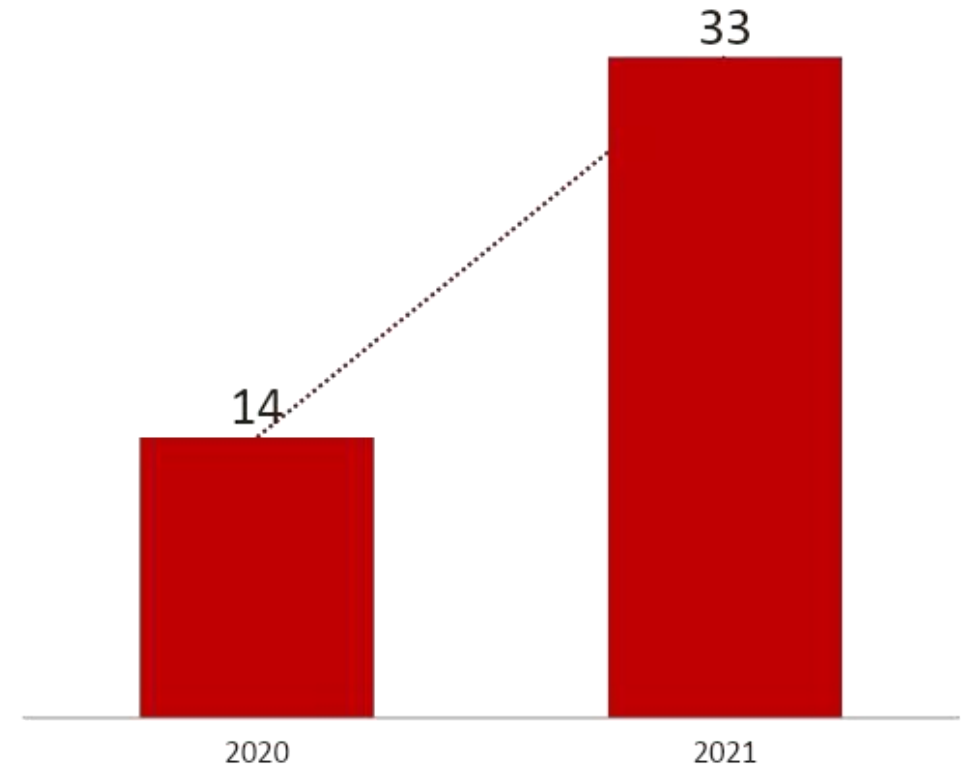
7*24 real-time support team for subscriptions customers

Easier to use

Out of box templates for certain Chinese products and assistant support

More Cost-effective

Offer training and tickets of Zabbix conference , etc.



of Technical Support Customers

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TRAINING



TRAINERS IN CHINA

In March of 2021, we are happy to have two new Certified Trainers Hong and Galaxy joined Andy!



Song Zhou(Andy)
Zabbix Trainer



Hong Mi
Zabbix Trainer



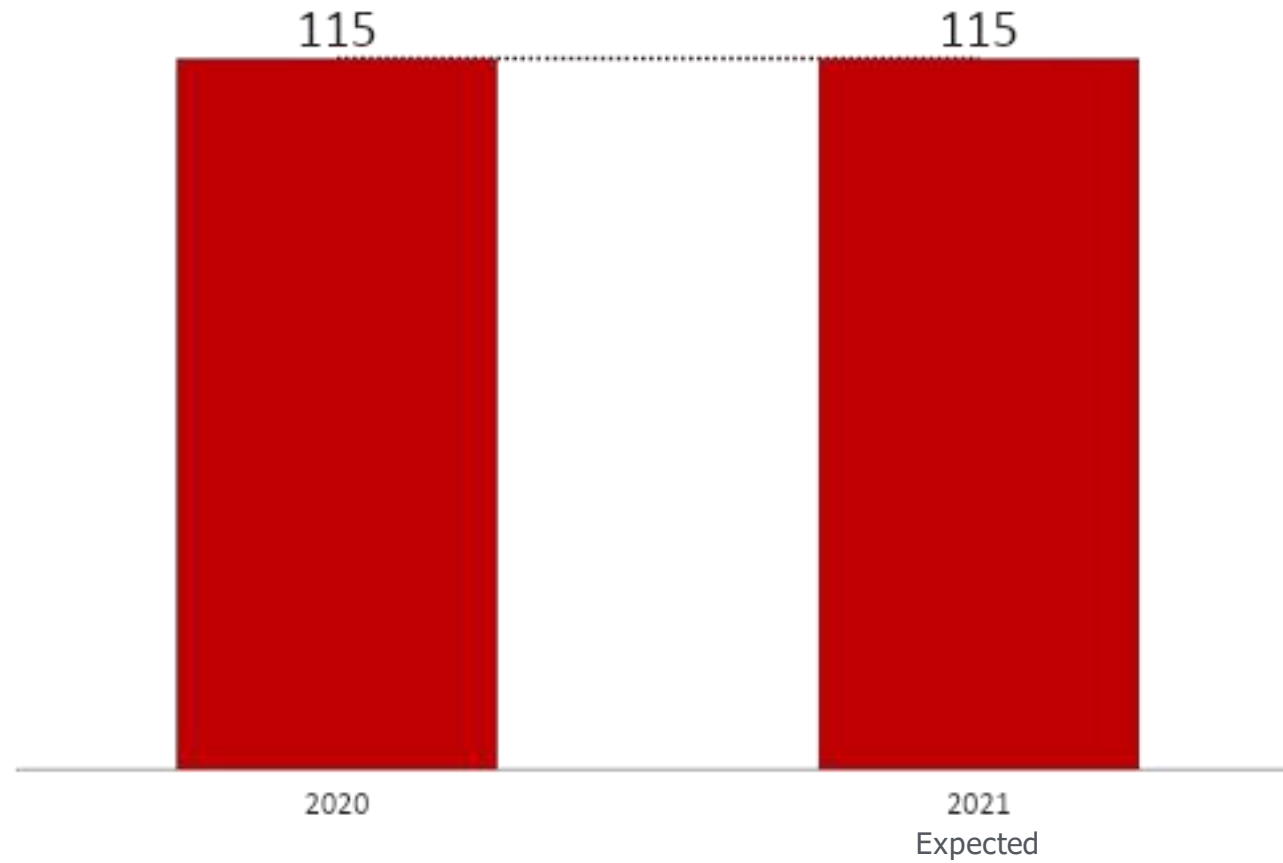
Xing He(Galaxy)
Zabbix Trainer

TRAINING IN 2021

As of September, we have already held 6 on-site trainings, 80+ students participated.



TRAINING & EXAMS PARTICIPANTS



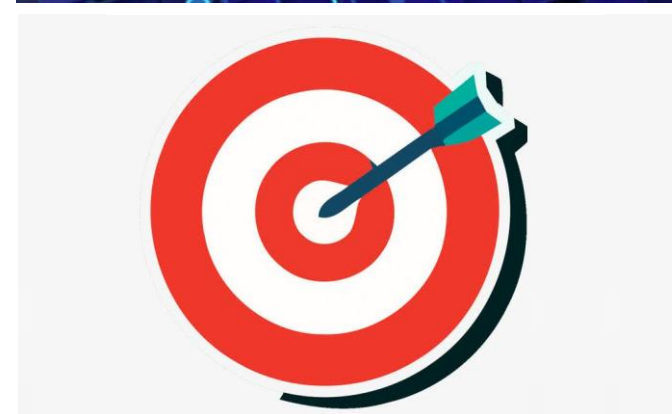
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TAKEAWAYS



LOOK AHEAD

- How to **convert** users to customers more effectively in the environment of micro-service architecture and docker application?
- How to deal with higher **compliance** requirements for supervision and information security and competition with domestic software?
- How to attract more users as mastering Zabbix is getting more **difficult** while the functions are becoming more and more powerful ?



CONTACT ZABBIX CHINA

Welcome to Zabbix Conference China 2021



- Management Team **TOP** University alumni, ex-IBM, ex-BMC etc.
- Consulting Team **3+ ZCT**
- Technical Support Team **30+ ZCP ; 50+ ZCS**



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THANK YOU!

www.zabbix.com