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
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

- Wechat Groups, 6,000+ active members
- Blog, every week, 15000+ followers
- Webinar, once per month
- FQA Documentation, every week
49 PARTNERS AND MORE

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

- 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.
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.
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.
04
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.
05
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

2020: 115
2021: Expected 115
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?
Welcome to
Zabbix Conference China 2021

CONTACT ZABBIX CHINA

• 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