

The Miracle Story

MIRACLE LINUX CORP



Minehiro Shibuya
SVP of Zabbix Division
MIRACLE LINUX CORPORATION

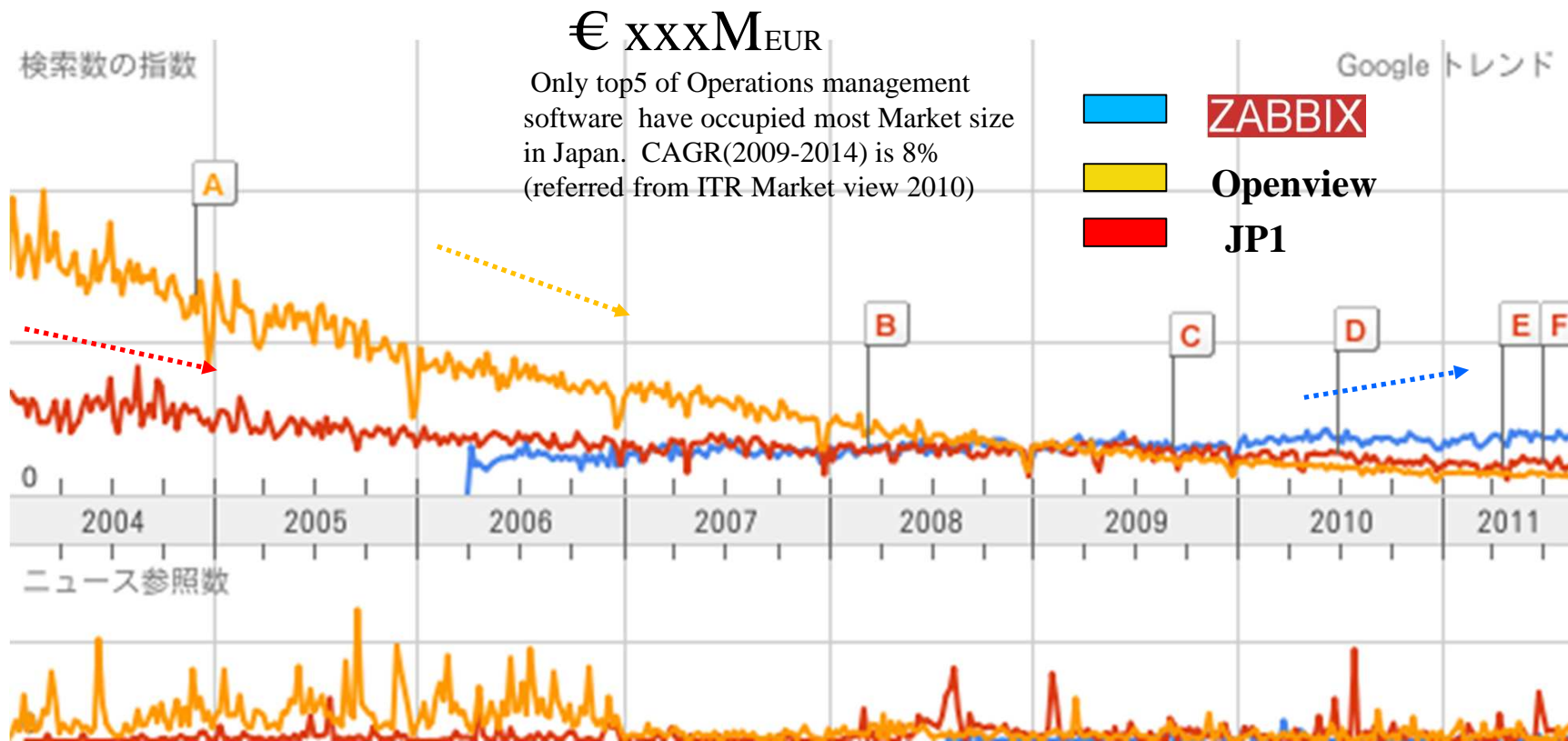
About MIRACLE LINUX CORP



- Established as a subsidiary of ORACLE Corporation Japan 11 years ago
- Started Zabbix business in Japan in 2008
Mr Kodai Terashima joined MIRACLE in 2006, started alone at first.
- Working with community
Mr Terashima is a representative of ZABBIX_JP, he joined Zabbix SIA in Apr.
Mr Takanori Suzuki is a member of ZABBIX_JP

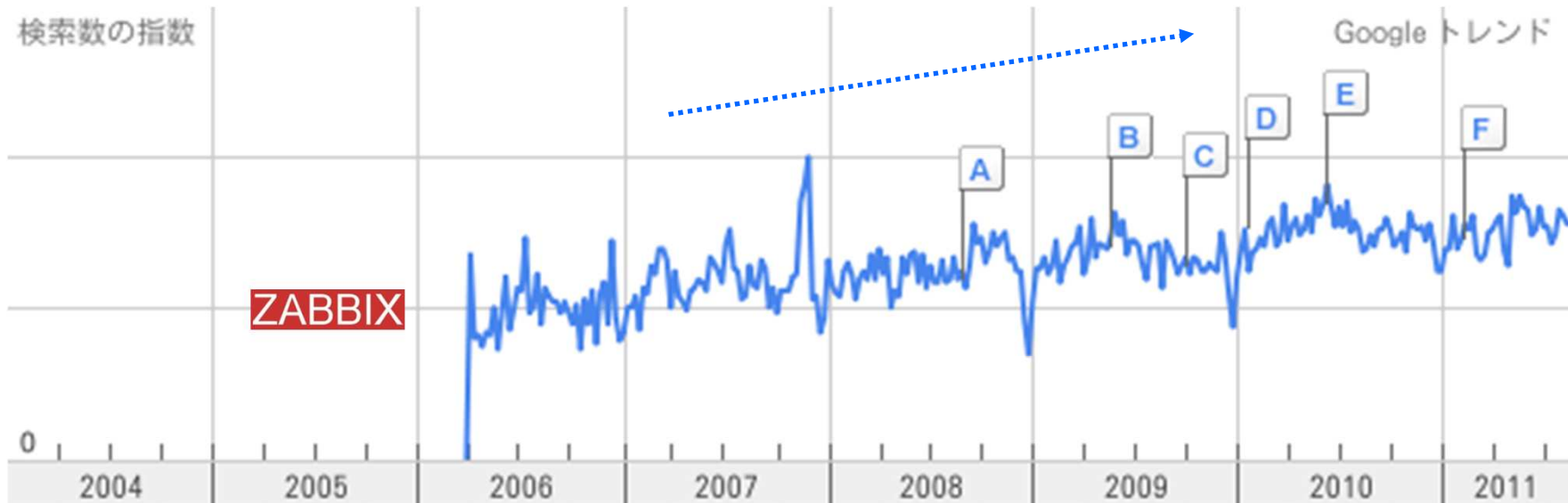


Zabbix Uptrend _1 (competitors in Japan)



Compared with other Proprietary software JP1 (HITACHI), Openview (HP),

Zabbix Uptrend _2



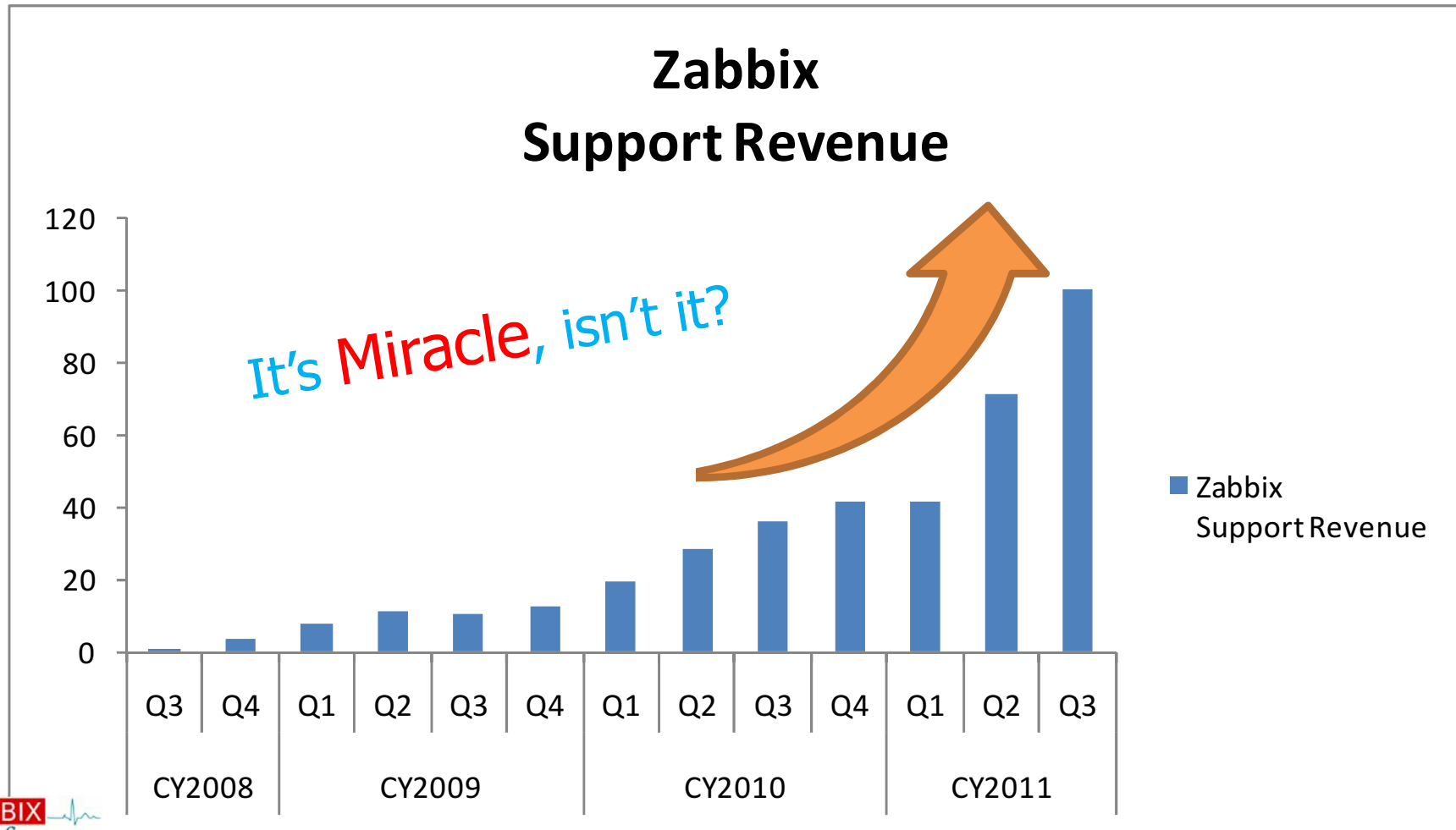
Source: Google trend

Press Release

- A : MIRACLE begin Zabbix support business in Japan
- B : MIRACLE launch Oracle monitoring scripts
- C : MIRACLE start to sell a Zabbix starter kit with Linux OS
- D : MIRACLE launch two types of Zabbix appliance servers
- F : MIRACLE release new model of appliance server ZBX3100



As a result



ZABBIX
Conference
2011

Do the Next, Open your Window

MIRACLE

Focus point 1: Commodity



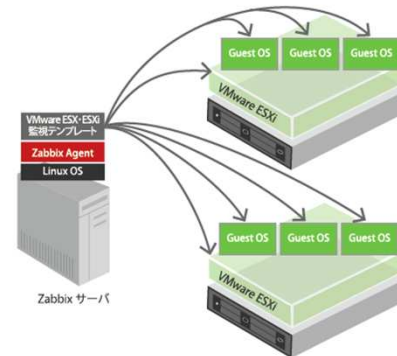
For Easy-to-Sell, Quick Start

➤ Appliance Server



ZBX5100

➤ Monitoring Scripts



VMware ESX/ ESXi monitoring script

We can ship them around the world !!

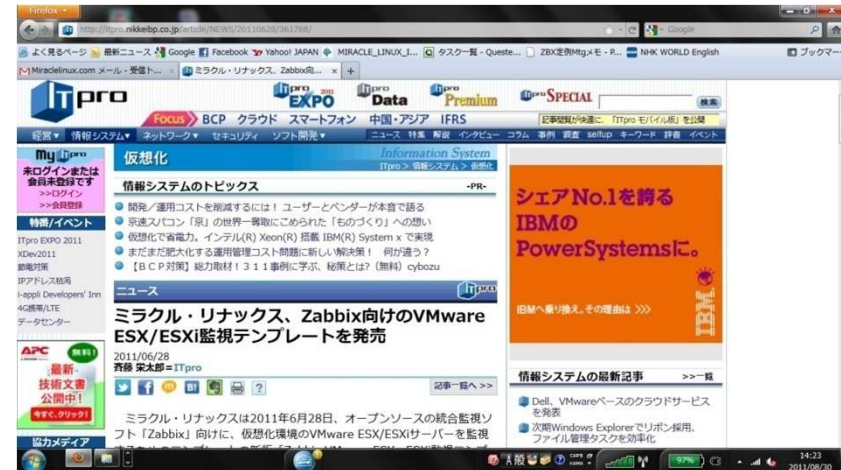
Focus point 2: Awareness



➤ Publicity, Education

➤ Press release, Media relations

➤ Seminars



Focus point 3: Reliability



➤ OSS commercial support for 11yrs

high quality & long life support were preferred in Japan

➤ System Integrators

E/U require secured system operations & management

➤ Reference

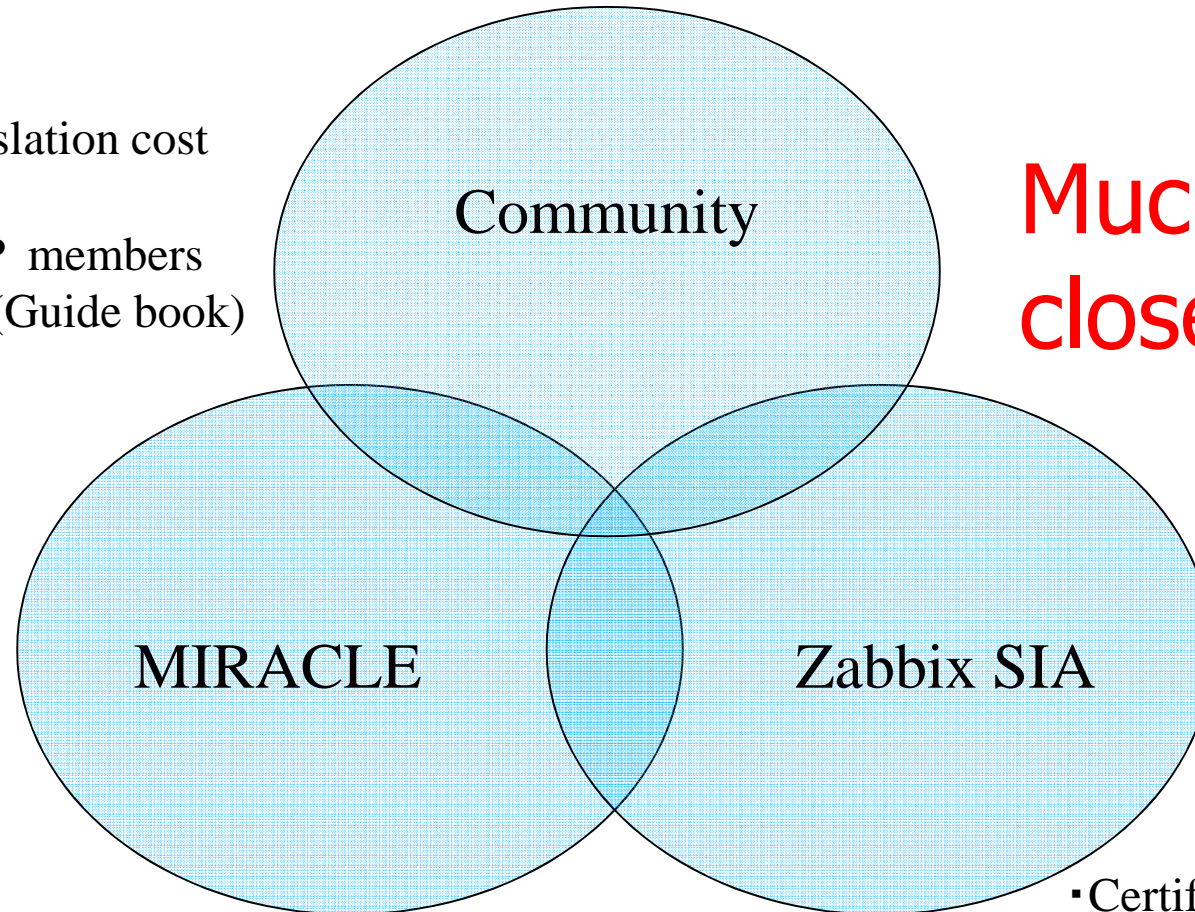
Published cases is effective in Japan
We need famous global companies reference



Relationship among us will be...



- Manual translation cost
- Seminars
- ZABBIX_JP members
- Publication (Guide book)



Much closer !!

- Certified Partner
- Employee transfer

Contact us



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