



IBM eServer™ iSeries™

Growing with iSeries in 2004 Just Got Easier!

Growing with eServer iSeries - Industry Recognized Leader



"At this point, to iSeries' credit, this system still has the most comprehensive dynamic partitioning feature set of any midrange computing systems architecture, running any hybrid set of operating systems environments."

- Brad Day, Giga Research, Jan. 6, 2004

The logo for InfoWorld, consisting of a red stylized 'i' icon followed by the word "InfoWorld" in a bold, black, sans-serif font.

HOME

NEWS

TEST CENTER

OPINIONS

TECHINDEX

SEARCH

ANALYSIS

iSeries' changing colors

From legacy code crunching to Web services support and autonomic computing, this often-underestimated platform can match any IT environment

By [Maggie Biggs](#)

October 10, 2003

Quick! Do you know which platform can concurrently run multiple operating systems, including multiple Linux and Windows servers; execute your Web services and J2EE strategy; integrate with .Net; and host Web applications and data warehouses with ease?



Gartner: IBM's iSeries Upgraded to 'Promising'

Thomas J. Bittman, 12 December 2003

After three quarters of revenue growth, we have raised our IBM's iSeries rating from "caution" to "promising."



ACW Readers' Choice Awards 2003
Your Vote, Your Choice.



Growing with iSeries Just Got Easier!

Whether you're looking to upgrade, or choose a new iSeries – there's good news for you!

	<u>Upgrade From</u>			Replace 270/Txx/6xx/Sxx	<u>New Systems</u>			
	i820	i830	i840		i810	i825	i870	i890
➤ <i>iSeries Upgrade Preferred Rate Financing</i>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>				
➤ <i>Special promotion on upgrades to i810 and i825</i>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>						
➤ <i>Reduced price upgrades to i870 and i890 EE and HA Editions</i>		<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>					
➤ <i>New, lower pricing on i870 EE and HA Editions</i>		<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>				<input checked="" type="checkbox"/>
➤ <i>New iSeries 810 HA Edition</i>					<input checked="" type="checkbox"/>			
➤ <i>New lower pricing on temporary and prepaid CUoD</i>						<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>

Upgrading your iSeries Just Got Easier!

- **Discounts on upgrades from i820, i830 to i810/i825 Enterprise Editions**
 - Largest discounts on upgrades from lowest OLTP points
 - 10-24% discount in EMEA now through March 24
 - 14-30% discount in US/Canada through March 19, 7-15% in 2Q

- **New lower prices on upgrades to i870 and i890 Enterprise Editions**
 - Up to 30% reductions on upgrades to i870/i890 EE from lower OLTP levels
 - Up to 15% reductions on upgrades to i870/890 EE from higher OLTP levels

Getting into an i870 Just Got Easier!

- **Now lower prices i870 Enterprise & HA Editions**
- **Reduced prices for upgrades to i870**
- **More performance for your dollar with improved price/performance!**

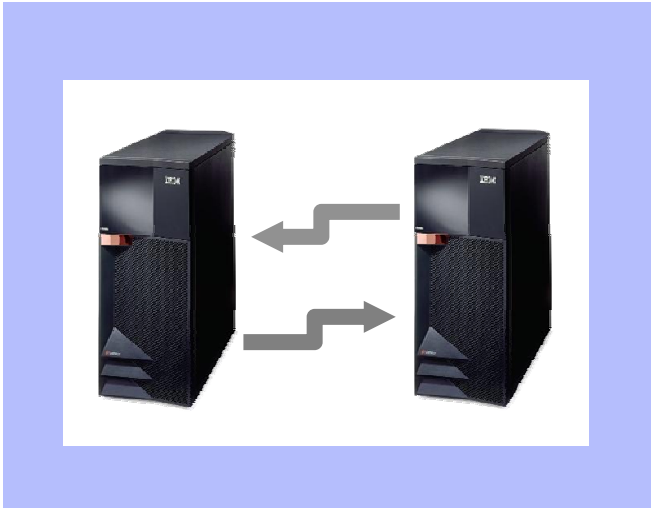


Model	Was	New Price
i870 EE 5-8 way	\$965K	\$765K
i870 HA 5-8 way	\$665K	\$565K
i870 EE 8-16 way	\$1330K	\$1230K
i870 HA 8-16 way	\$880K	\$830K

Examples shown are US prices

HA Just Got Easier with the iSeries 810 for High Availability Offering!

Planned avail. Feb 27



Validation of specific high availability SW licensing required prior to system being shipped

iSeries 810 for High Availability Objectives:

- Support mission critical 24X7 environments
- Role swapping and workload distribution
- Minimize planned downtime
- Minimize unplanned downtime
- Allow full on demand processor capability

	Standard	High Availability	Enterprise
810 1-W	\$ 11	\$ 40 *	\$55
810 1-W	\$ 12	\$ 58 *	\$78
810 1-W	\$ 18	\$ 100 *	\$120
810 2-W	\$ 35	\$ 190 *	\$230

* USA planned list prices in k\$ of CEC (server feature code plus edition feature code)

Using Temporary Capacity on Demand Just Got Easier!

- **50%** price reduction on temporary processor activation days
- **33%** price reduction on prepaid temporary CUoD contracts

Great capability for end of month, quarter, year capacity, now at reduced prices

Description	Feature Code	Current Price	Break-even Days	New Price	Break-even Days
TCoD Billing for Mod 825	1797	\$1,100	45	\$550	90
TCoD Billing for Mod 870	1798	\$1,200	45	\$600	90
TCoD Billing for Mod 890	1799	\$1,300	45	\$650	90
On/Off Prepaid for Mod 825	1697	\$24,800	60	\$16,500	90
On/Off Prepaid for Mod 870	1698	\$27,000	60	\$18,000	90
On/Off Prepaid for Mod 890	1699	\$29,400	60	\$19,000	90

Growing with iSeries Just Got Easier with iSeries Upgrade Preferred Rate Financing!

- **IGF Financing rates as low as 1.9 % for upgrades from N-1 technology**

- **Available for FMV leases for:**
 - Upgrades from i820 / i830 / i840,
 - Replacements of 270, 6xx / 7xx

- **New sales of i810, i825, i870, i890 are eligible for the standard Low Rate Financing program**



Planned
avail Mar 1

Getting the Education You Need Just Got Easier with Enterprise Edition Education Vouchers!

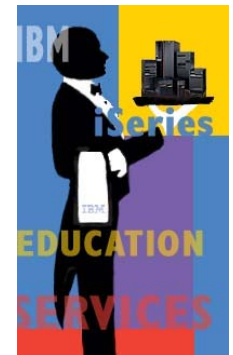
*

Now redeem your education voucher for:

- **US Spring COMMON 2004**
- **IBM iSeries Technical Conference (US & EMEA)**

Emerging technology and hands-on courses

- **Business Continuity**
- **WebSphere**
- **Linux on iSeries**
- **Windows Integration**
- **Lotus**
- **iSeries System Operator Workshop**



**May not be available in all Geographies*

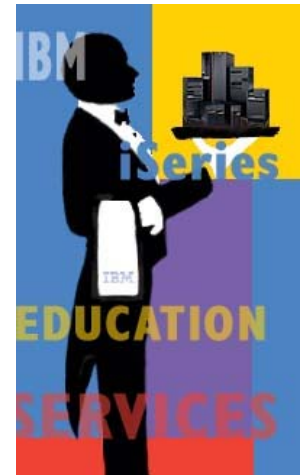


Planned
avail Mar 1

Implementing New Workloads on the i810 Just Got Easier with Enterprise Edition Service Vouchers!

- **Purchase a new 810 EE, and select services for**
 - **Integrated xSeries solutions (Windows Integration)**
 - **Domino for iSeries (with Domino Access for Web or Outlook)**
 - **WebSphere Express (with IBM Telephone Directory configured)**
 - **Linux (With SAMBA and WebServing)**

- **Fulfilled by qualified IBM Business Partners**





IBM eServer™ iSeries™

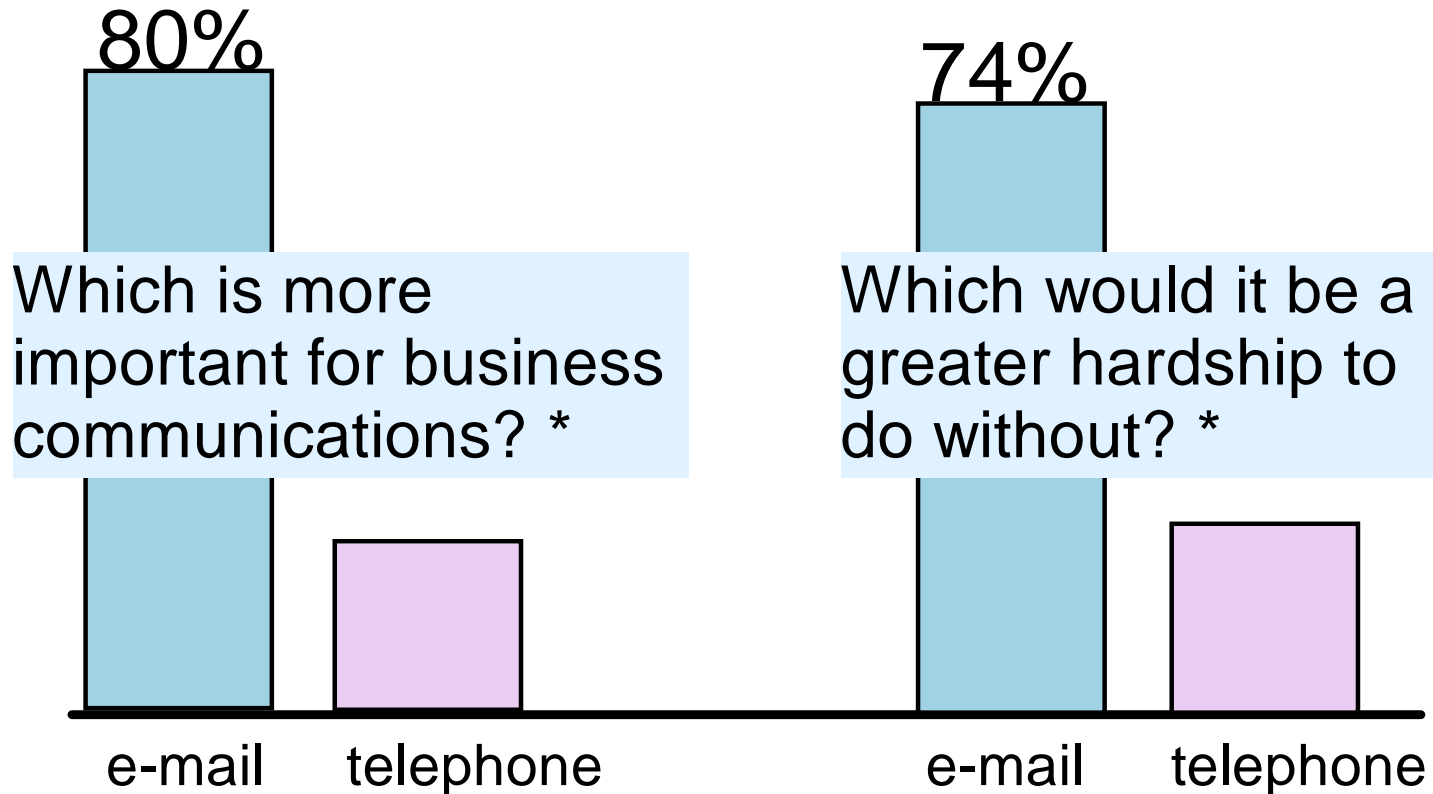
Lotus and iSeries: Exciting News for 2004

Jelan Heidelberg, IBM eServer Business
Development Manager
jcheidel@us.ibm.com (1-612-397-2593)

Agenda

- A brief review of the “business environment”
- Domino for iSeries news
- Overview of Lotus Workplace
- Lotus roadmap

The Business Realities of Messaging and Collaboration



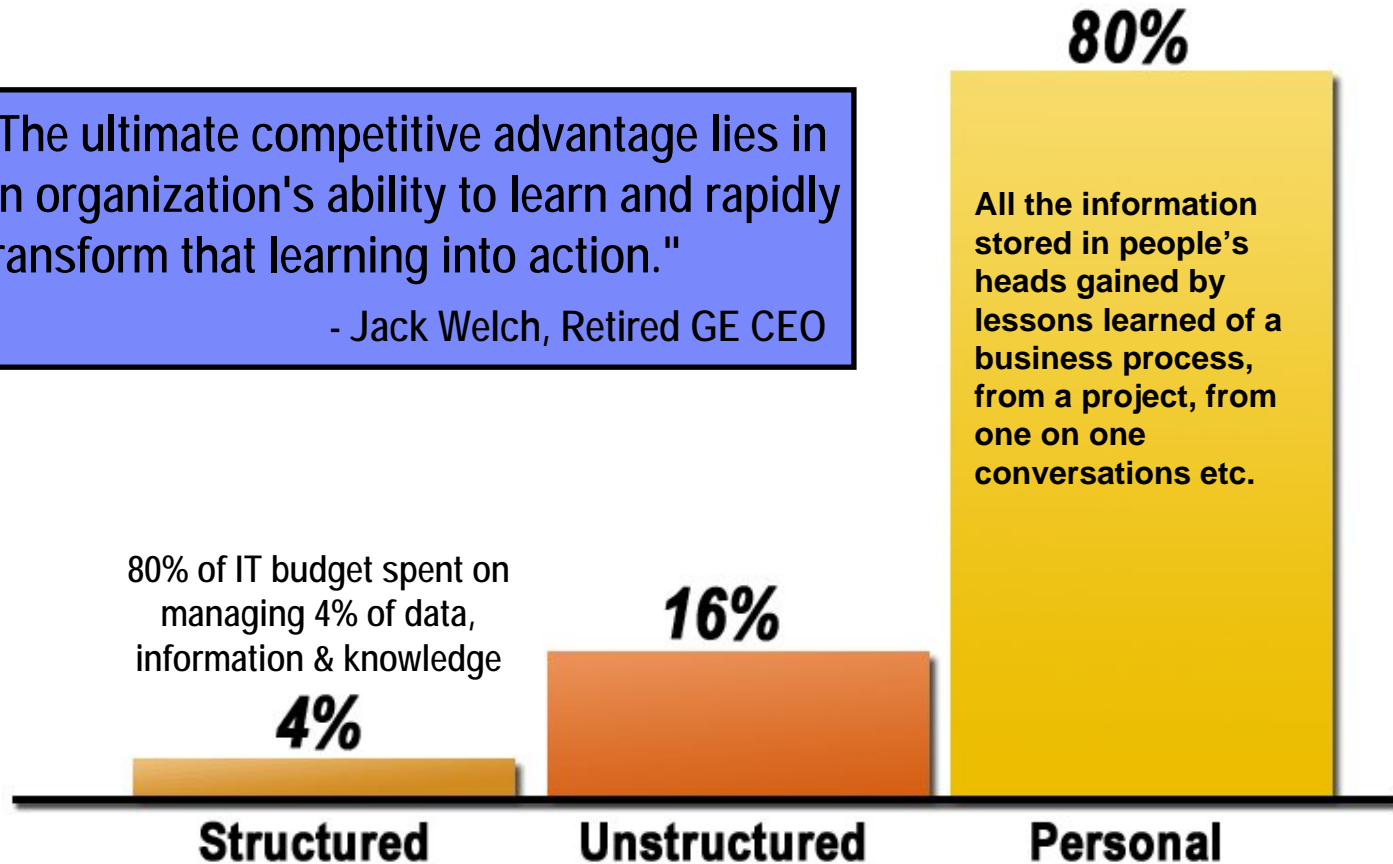
- Source: Antone Gonsalves, TechWeb News, "E-mail More Important Than the Phone In Busines, Study Shows", April 22, 2003 <http://www.techweb.com/wire/story/TWB20030422S0008>

People Hold the Key to Organizational Effectiveness

Organizational Knowledge

"The ultimate competitive advantage lies in an organization's ability to learn and rapidly transform that learning into action."

- Jack Welch, Retired GE CEO



Market Demand for Collaboration

- **For 2004, collaborative solutions are among the top 10 solutions that WW businesses expect to invest in: 37% of Large Enterprises (29% of mid-market) plan to invest in Collaboration Solutions and 19% of companies plan to increase their budgets for collaborative SW spending. (Solutions Market Monitor)**

Two Important Things To Remember

Organizations are shifting toward buying integrated capabilities versus standalone products to drive organizational productivity

Collaboration is being recognized as an accelerator for getting more value from existing applications and business processes

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- A brief “business environment”
- **Domino for iSeries news**
- Overview of Lotus Workplace
- Lotus roadmap

IBM Lotus Notes and Domino 6: Do MORE with Less

Less Spending, More ROI

- Reduce Deployment Costs
- Savings in bandwidth and storage requirements
- Increased server scalability, availability, reliability
- Prevent unwanted e-mail from entering your infrastructure



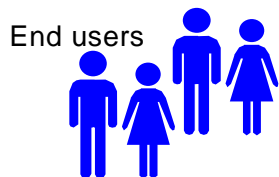
Less Effort, More Automation

- Get dramatically increased control over the infrastructure
- Less time and complexity to accomplish common tasks
- Manage more users with less effort
- Enhanced security
- Directory integration



Less Complexity, More Productivity

- Improved ease-of-use and productivity
 - Premier enterprise messaging and calendar and scheduling
 - Enhanced replication
 - Roaming and multi-user



Less Limitations, More Capabilities

- Rapid application development, open standards
- Work in teams, reuse code
- Enterprise data integration



Domino 6.5.1: Lotus Workplace for Notes Welcome Page

Improves productivity by providing unifying access to the tools, tasks, and the people users work with

Available now!

Welcome - Lotus Notes

File Edit View Create Actions Text Help

Address

Welcome Workspace JKToys's Directory - People Edith Monroe - Inbox

Click here for Welcome Page options

Lotus Notes. IBM

Today Collaboration Team [Edit Workplace](#)

Recent Messages [Launch Mail](#) [New Memo](#) [Change View](#) [Open Threads](#)

	Jim Smith	09/03/2003	08:49 AM	1,520	A Travel Request has been submitted.
	John Conrad	09/03/2003	08:52 AM	506	TCO messages
	Ian Stuart	09/03/2003	08:54 AM	710	Can we swap Monday for Tuesday next week? <>
	Lotus SE	09/03/2003	09:07 AM	2,403	Technical Aspects for the Aware R-U Products
	Sara Dean	09/03/2003	09:09 AM	882	JKToys Document Library Files for your review...

Today's Calendar [Launch Calendar](#) [New Calendar Entry](#)

Wednesday, September 3, 2003

Time	Event
08:30 AM	Print Tom's Calendar
08:30 AM	water plants
09:00 AM - 10:30 AM	Divide and Conquer Tom's Requests Location: our office Chair: Gloria Moor

Day 246 119 days left

All To Do's [Launch To Do's](#) [New To Do](#)

Task	Due Date	Status
distribute paychecks (12/31/2003)		
1 Reserving the Show booth and travel arrangements for The Toy and Game World trade show	09/30/2003	In Progress
3 Best of Show Entry for Toy and Game World trade show		In Progress

Instant Contacts [Add Group](#) [Remove Group](#)

- Work
 - Edith Monroe/MRKT
 - Lotus SE/JKToys
 - Ian Stuart/OPS/JKT
 - Jim Smith/OPS/JKT
 - John Conrad/JKToy

Search [?](#)

Web Notes

[Search](#)

Launcher [?](#)

- Lotus Freelance Graphics
- Acrobat Reader 5.0
- Lotus Word Pro
- Lotus 1-2-3

IBM Lotus Instant Messaging integration

Offers peripheral vision, while users remain within the context of an e-mail or task

- **Single Sign-On**
- **View and manage online status**
- **Presence awareness through online status indicators**
- **Inbox view**
- **To, From and CC fields on received and sent messages**
- **Right-click menu support**
- **Initiate chat sessions**
- **Instant Messaging Contact List**
- **Add Instant Messaging integration to custom Notes-based applications**

The screenshot displays the IBM Lotus Instant Messaging integration within an email client. The main window shows an email from Lotus SE/JKToys with a right-click menu open over the recipient list. The menu options include 'Create Memo to...', 'Invite to Meeting...', 'Show Name Details...', 'Chat with...', 'Add to Instant Contact List...', 'Cut', 'Copy', and 'Paste'. The 'Chat with...' option is selected, which has triggered the 'Start Instant Meeting' dialog box. This dialog box contains a 'Topic' field with the text 'Edith Monroe/MRKT/JKToys's Meeting', a 'Message' field with 'Please join this chat.', and a list of invitees: 'Ian Stuart/OPS/JKToys', 'Jim Smith/OPS/JKToys', 'John Conrad/JKToys', and 'Lotus SE/JKToys'. There is a 'Secure meeting' checkbox which is checked, and buttons for 'Add Invitees...', 'Send', and 'Cancel'. Below the dialog box, a status bar shows 'I am active' and a contact list with '1. Lotus'. A small context menu is also visible over the status bar with options like 'I am away', 'Do not disturb me', 'Edit current status message...', 'Show/Hide buddy list', and 'Log off instant messaging'.

Managing your inbox

Increase control over the flow of communications to improve operational efficiencies

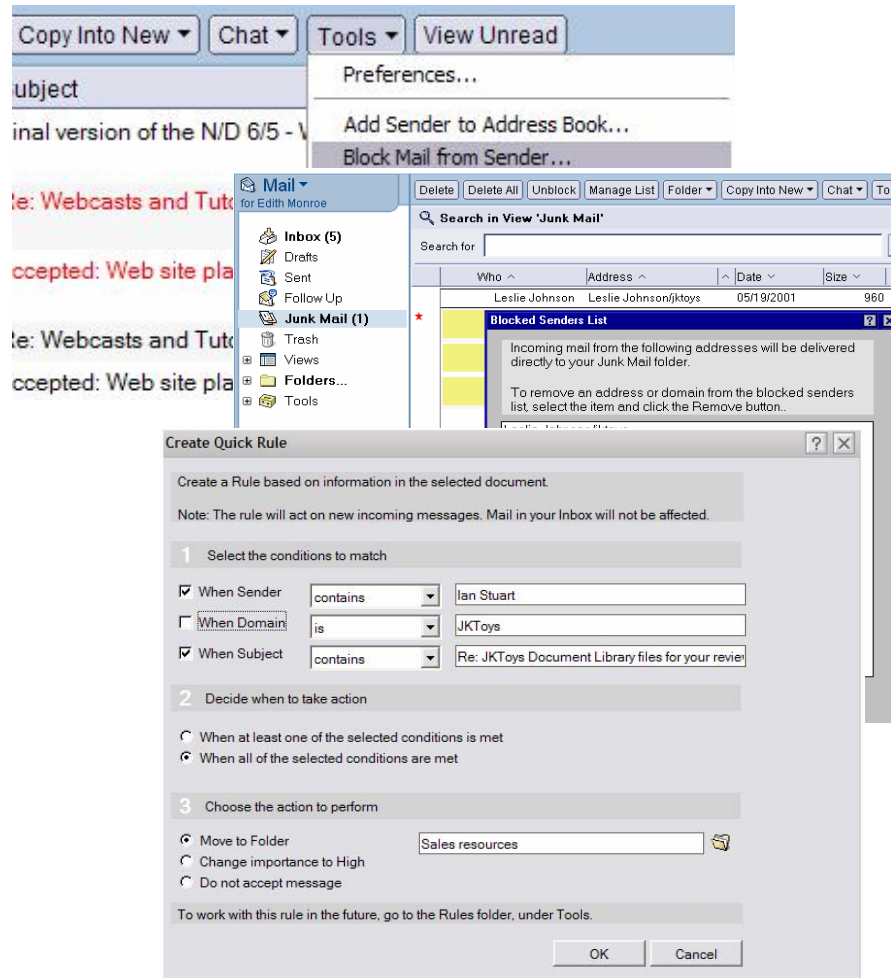
Notes 6.5 builds upon the powerful anti-SPAM features delivered in Domino 6

Block Mail from Sender

- Block future messages from a specified sender from display in the inbox view by automatically moving them to the Junk Mail folder
- Easily manage list from Junk Mail folder
- Helps users reduce junk mail and quickly navigate to important messages

QuickRules

- Easily accessible on Tools drop down menu
- QuickRules automate the creation of rules, by populating the sender, domain, and subject from the selected message
- Manage or remove from Rules view



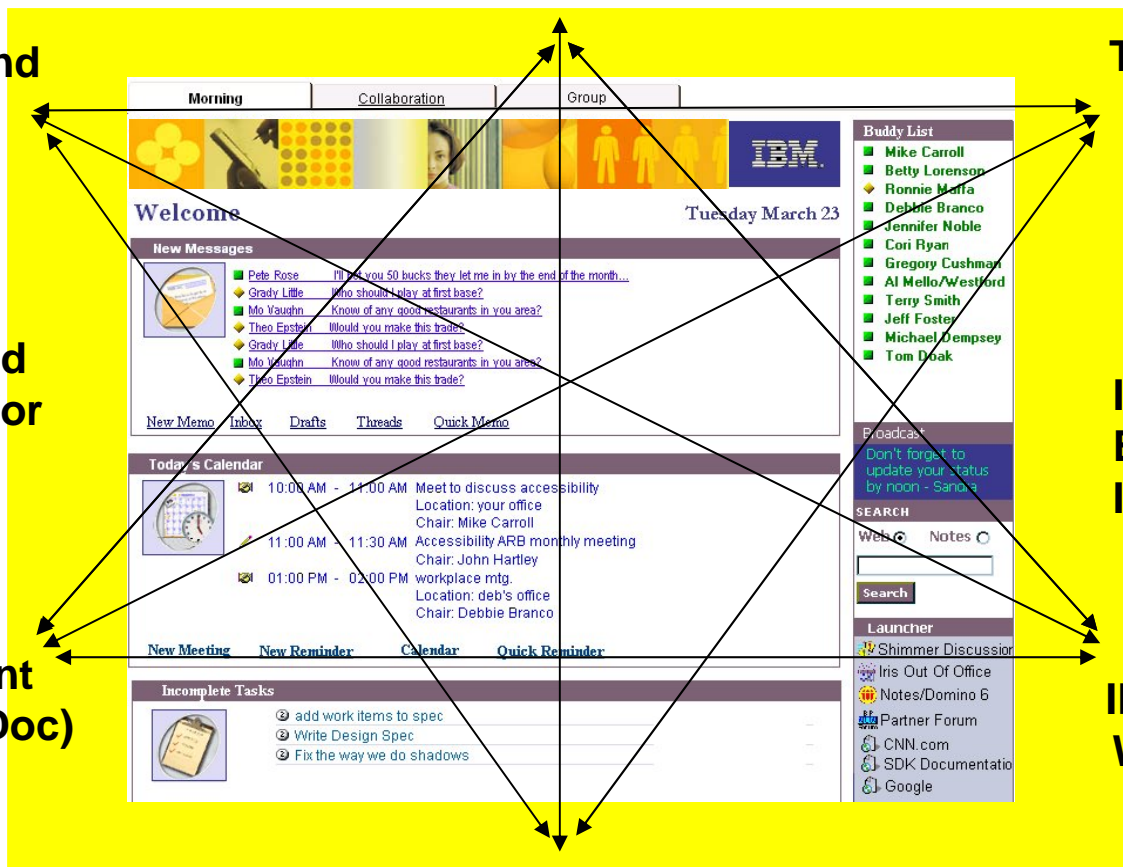
Domino Access for Microsoft Outlook

- ❑ **Microsoft Outlook clients ==> Domino server**
 - E-mail support rewritten in Domino 6.0.3 and Domino 6.5
 - Calendaring enhancements in Domino 6.5.1
- ❑ **Uses Notes replication mechanism to synchronize Outlook pst file with Domino server**
- ❑ **Decryption of Notes and x509 mail**
- ❑ **Access to Domino preferences from Outlook**
- ❑ **Improved data migration from Microsoft Exchange to Domino**



6.5.1 is a Unifying Release for Domino-based Products

IBM Lotus Domino



Instant Messaging and Web Conferencing (Sametime)

Team Workplace (QuickPlace)

IBM Integrated Domino Fax for iSeries

IBM Lotus Enterprise Integrator

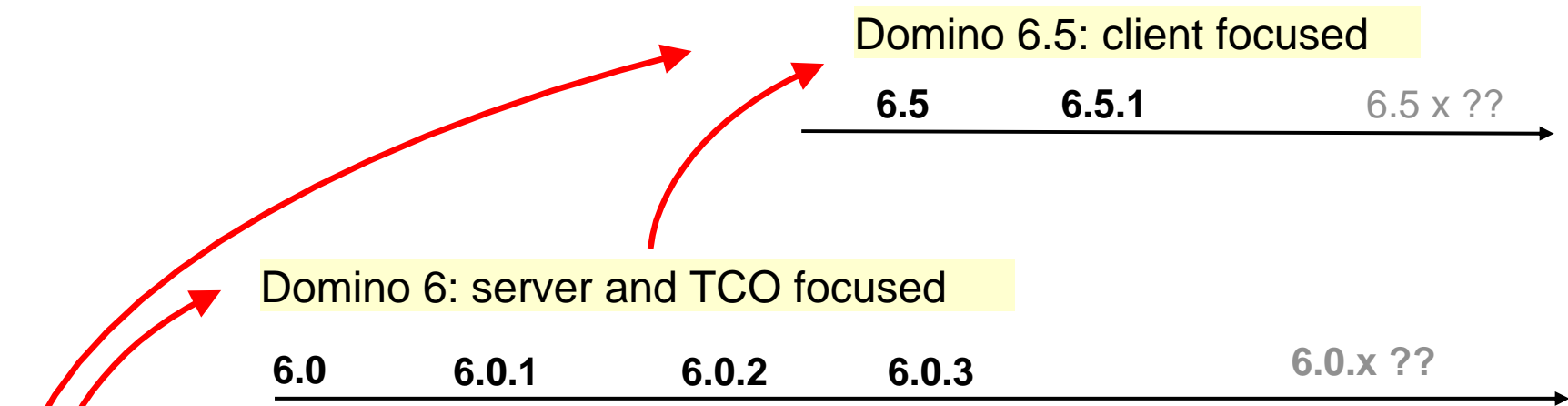
IBM Lotus Document Manager (Domino.Doc)

IBM Lotus Workflow

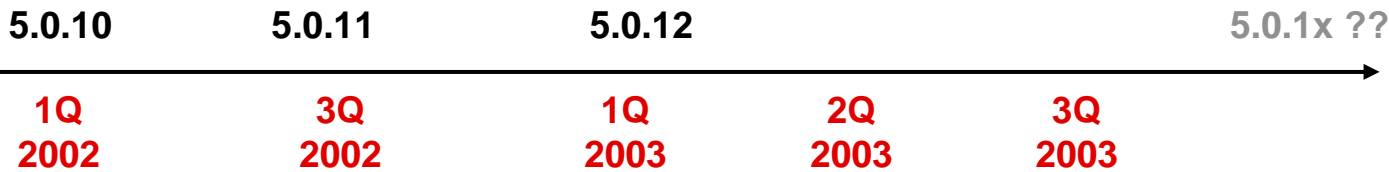
IBM Lotus Notes

All running in a single OS/400 LPAR

Customers are moving directly to 6.5



R5 was huge release: client and server

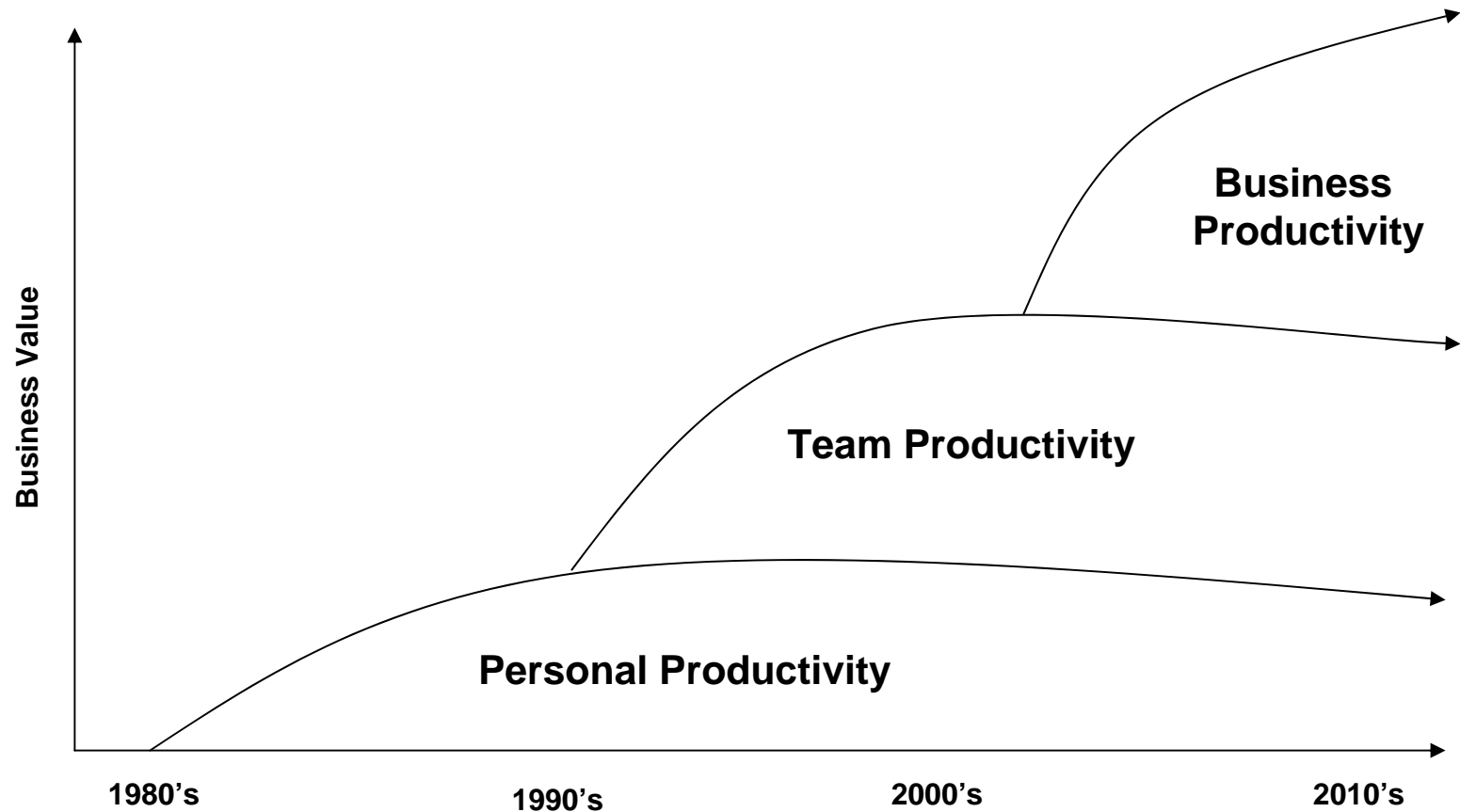


V5R2 is the last OS/400™ release that will support Domino R5

Agenda

- A brief “business environment”
- Domino for iSeries news
- **Overview of Lotus Workplace**
- Lotus roadmap

Phases of Innovation in Collaboration

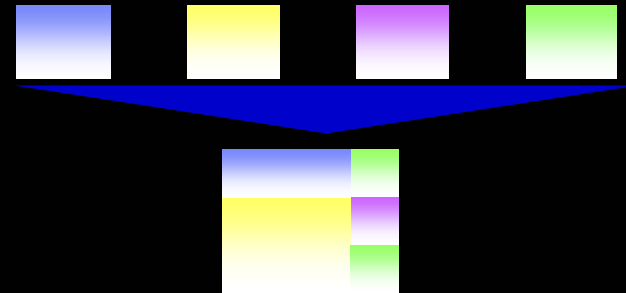


Lotus Workplace Definition

Lotus Workplace is a family of integrated collaborative applications that can be used individually or in any combination

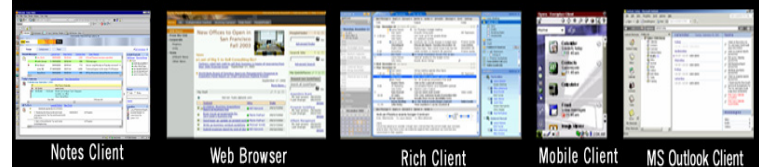
Messaging
Team Collaboration
Learning
Document Management
Web Content Management

Lotus Workplace is based on open standards with a componentized design that will include tools to easily assemble new collaborative applications



Lotus Workplace supports multiple client choices

Consistent User Experience



Silo'd applications & user experiences = complexity

The screenshot illustrates a complex user interface with several overlapping applications:

- Lotus Notes (Mail File - Inbox):** Shows an email list with columns for 'Who', 'Date', 'Time', and 'Size'. A yellow callout labeled 'email' points to the list.
- Lotus Sametime Connect:** A window titled 'Lotus Sametime Connect - Alan Lepofsky/Ca...' showing a list of contacts under '1. Messaging'. A yellow callout labeled 'Instant messaging' points to the contact list.
- Microsoft Internet Explorer:** Displays the 'IBM Global Campus' website. A yellow callout labeled 'e-learning' points to the main content area of the page.
- Windows Explorer:** Shows a directory of files on the desktop, including 'Lotus Strategy Overview Da...', 'SWG_Strategy...', 'C&HI Core ALANs edits.ppt', and 'Choose IBM over MS.PRZ'. A yellow callout labeled 'Personal documents' points to these files.

The taskbar at the bottom shows the Start button, several open application icons, and the system tray with the time 3:05 PM.

Lotus Workplace is easier

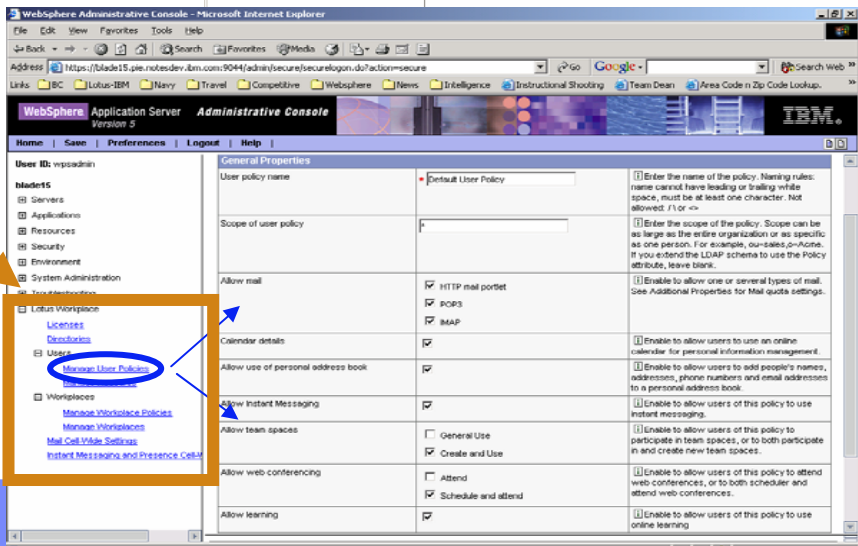
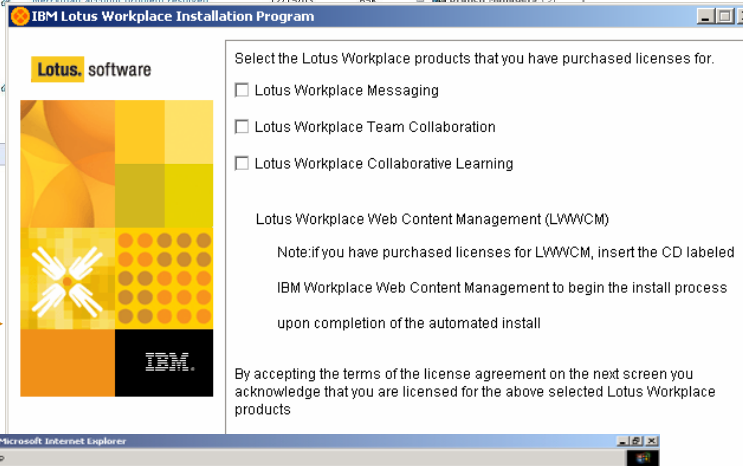
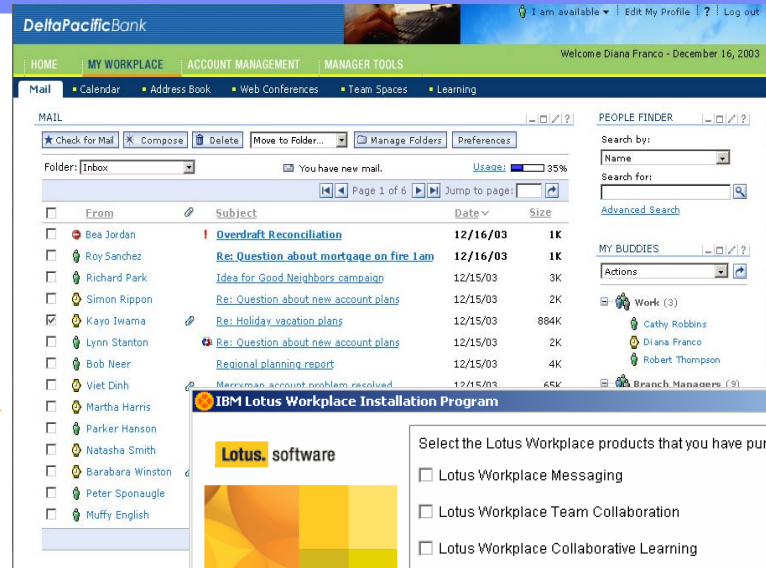
Easier to use:
 One interface with dynamic applications that work together



Easier to buy:
 License and deploy capabilities - on demand



Easier to deploy:
 Common administration for faster deployments - on demand



Lotus Workplace improves productivity and responsiveness

Communication and collaboration tools that can be used in context of the activity you are working on right now -- by yourself or with a team -- means getting the job done faster

AutoCo Thunderbolt Workplace | Lisa Yee ■ I am Available | Preferences | Work Offline | Help | Logout

Home | Documents | Discussion | **Meetings**

Team Room (Annotation pointing to 'Team Room' tab)

Team Room | Supplier Presentation

Desktop Application (Annotation pointing to the main content area)

Key Supplier Issues

- Supply Chain Management
- Inventory Control
- Quality
- Schedule
- Cost of Goods

Web Conferencing (Annotation pointing to the agenda sidebar)

Agenda - Weekly Meeting

1. Introductions
2. Strategy presentation 20:00
3. Brainstorm key issues 30:00
4. Action items and wrap-up 10:00

Meeting notes

Domino Doc Manager (Annotation pointing to document thumbnails)

Supplier Visit.ppt | Supplier Survey.xls

Contact List (Annotation pointing to the right-hand contact sidebar)

Buddy List

- Work
 - Anne Brennan
 - Denise Stone
 - John Baine
 - ◆ Jessica Smith
 - Robert Cody
 - ◆ Sue Underwood
 - Zachary Woods
- Boston Team
 - ◆ Jack Michaels
 - Rosalie Alexander
 - Janet Daniels
 - ◆ Justo Rojas
 - Lee Changho
 - ◆ Michael Frank
 - Emily Taylor
- Chicago Team

Meeting Participants (Annotation pointing to the bottom-left participant list)

- Kevin Kirby
- Rosalie Alexander
- Janet Daniels
- ◆ Justo Rojas
- Lee Changho
- ◆ Michael Frank
- Emily Taylor

Action

- Arrange presentation with team
- Review mission statement
- Arrange follow-up meeting
- Draft project plan

New action item... | Send action items to assignees...

Notes/Domino (Annotation pointing to the bottom-center status area)

- Janet Daniels ■
- Emily Taylor ■
- Kevin Kirby ◆
- Lee Changho ■

Workplace Messaging (Annotation pointing to the bottom-right messaging area)

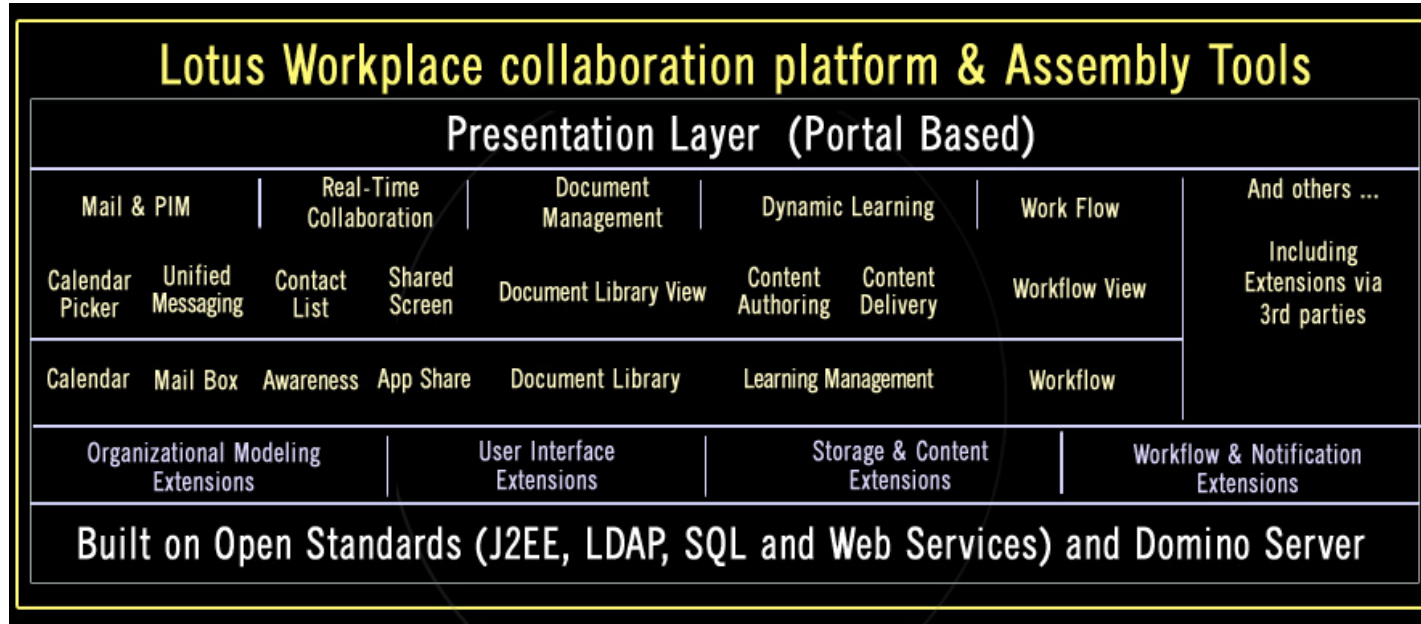
Arby Wilson | Michael Jones: PBC Results

2 | 1 | 0

Lotus Workplace has a componentized design for flexibility and fast time to value

Use the right function(s) to solve the business problem

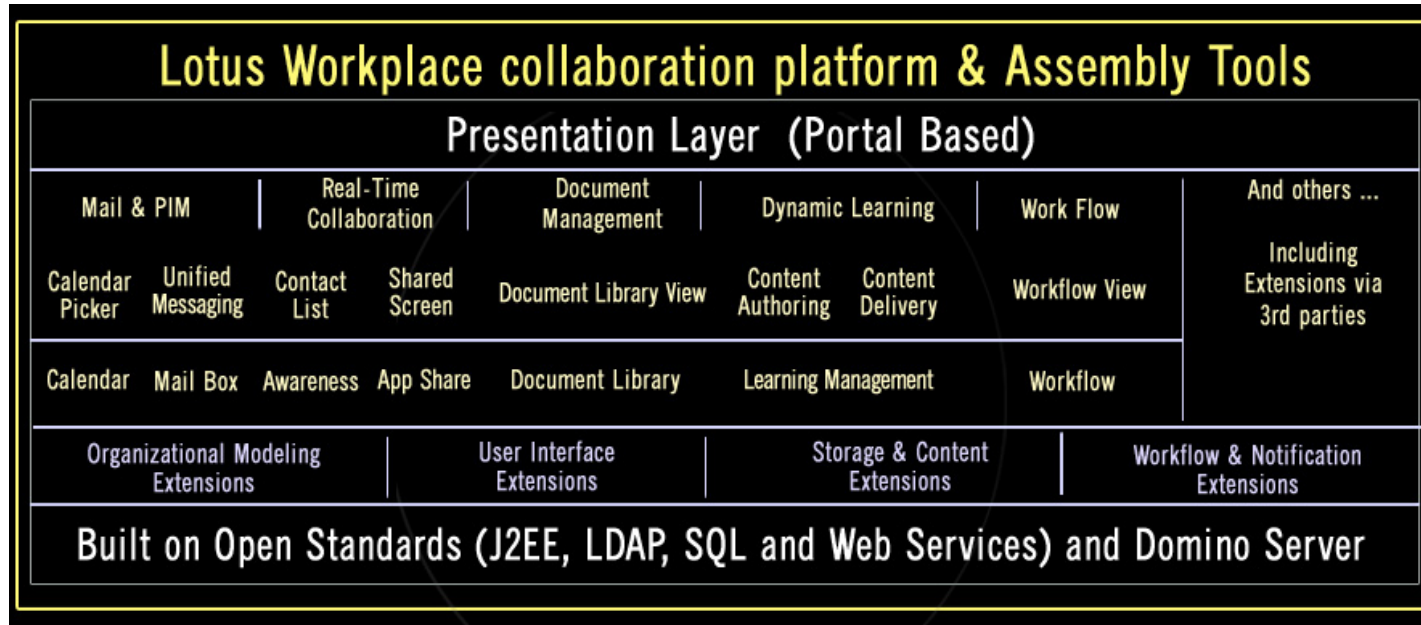
Reusable components and templates



Lotus Workplace has a componentized design for flexibility and fast time to value

Use the right function(s) to solve the business problem

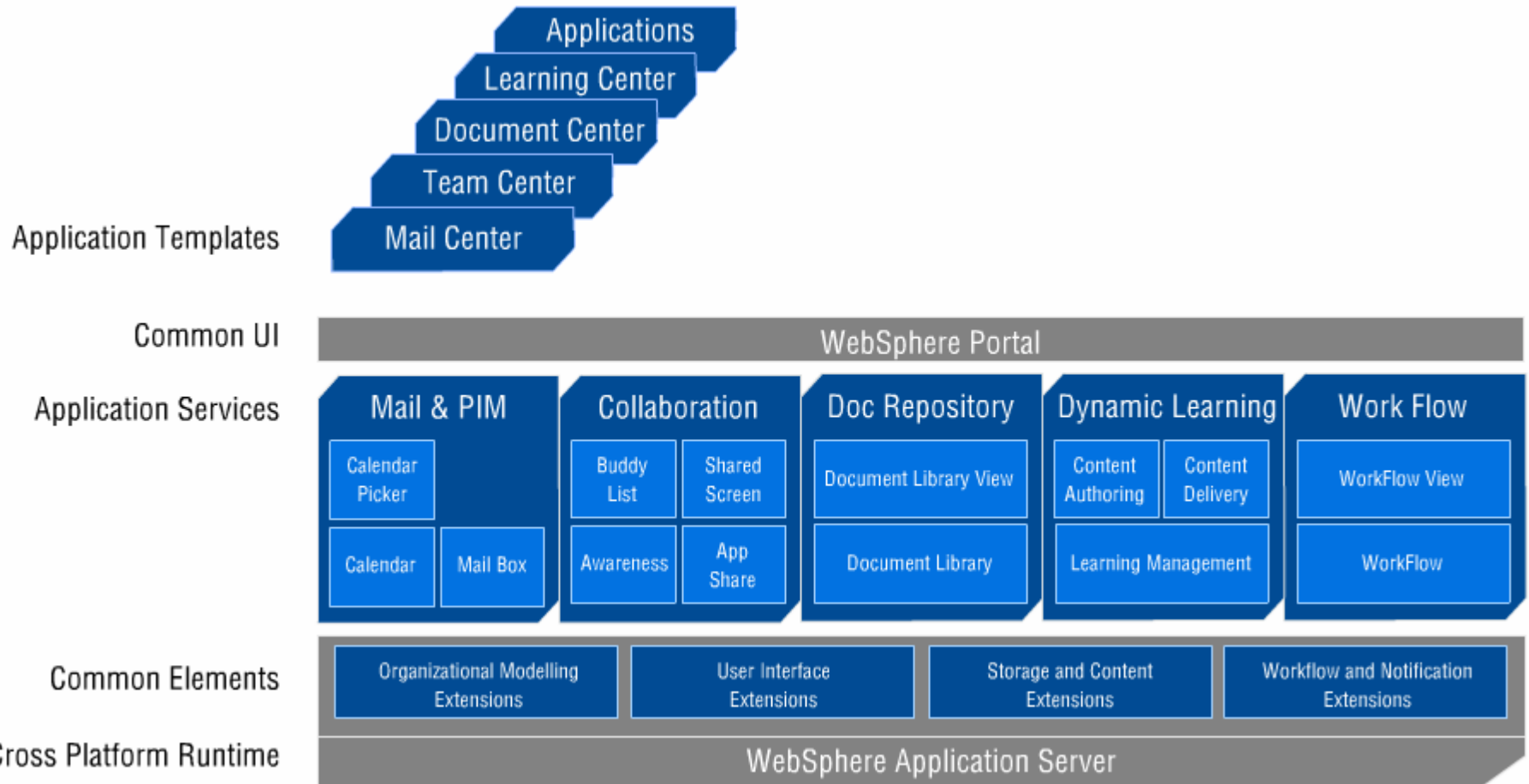
Reusable components and templates



Client choice for different audiences



Lotus Workplace – Next Generation in Collaborative Applications



On Demand Workplaces: Providing an environment for people to be more productive in the context of the work that they do...

This is where it started (Intranet)

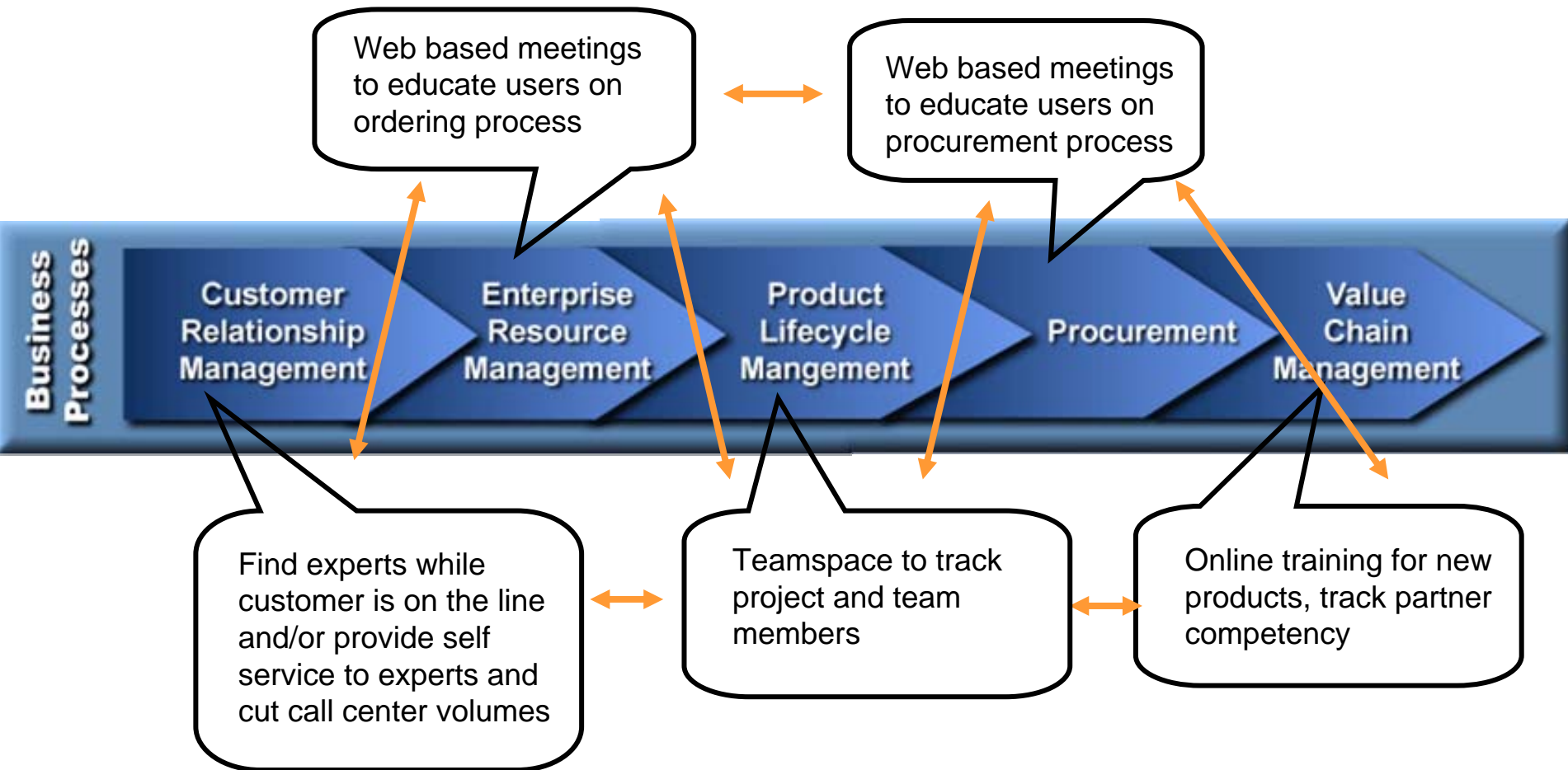
Extending to horizontal "people" processes



...and to vertical "people" processes

Insert collaboration into core business processes

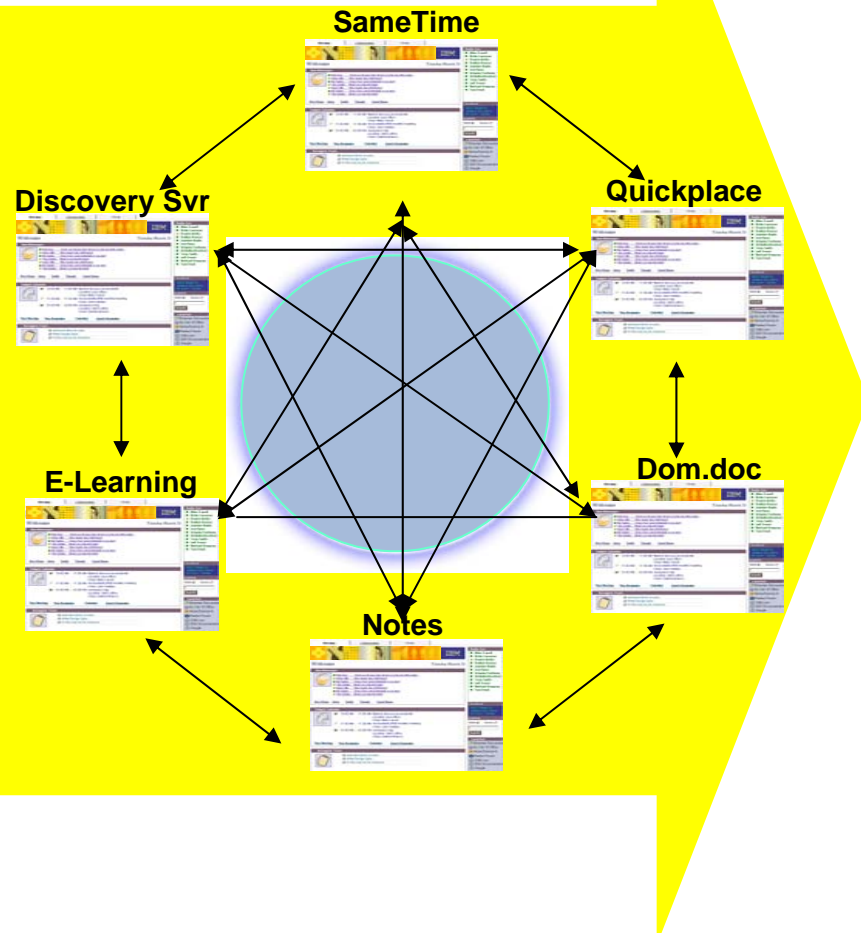
Add value to existing applications and business processes



Agenda

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- Domino for iSeries news
- Overview of Lotus Workplace
- Lotus roadmap

High level Lotus roadmap

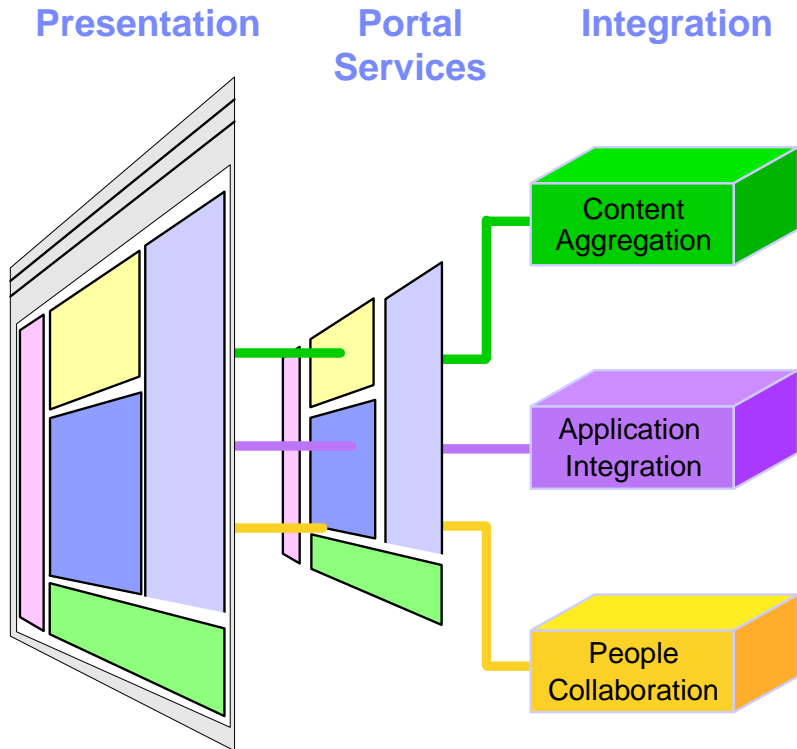


- ← Instant Messaging and Presence →
- ← Document Management →
- ← Web Content Management →
- ← Collaborative Learning →
- ← Messaging and Calendar →
- ← Workflow and Search →
- ← E-Meetings →
- ← Team collaboration →

Functional equivalency over time...

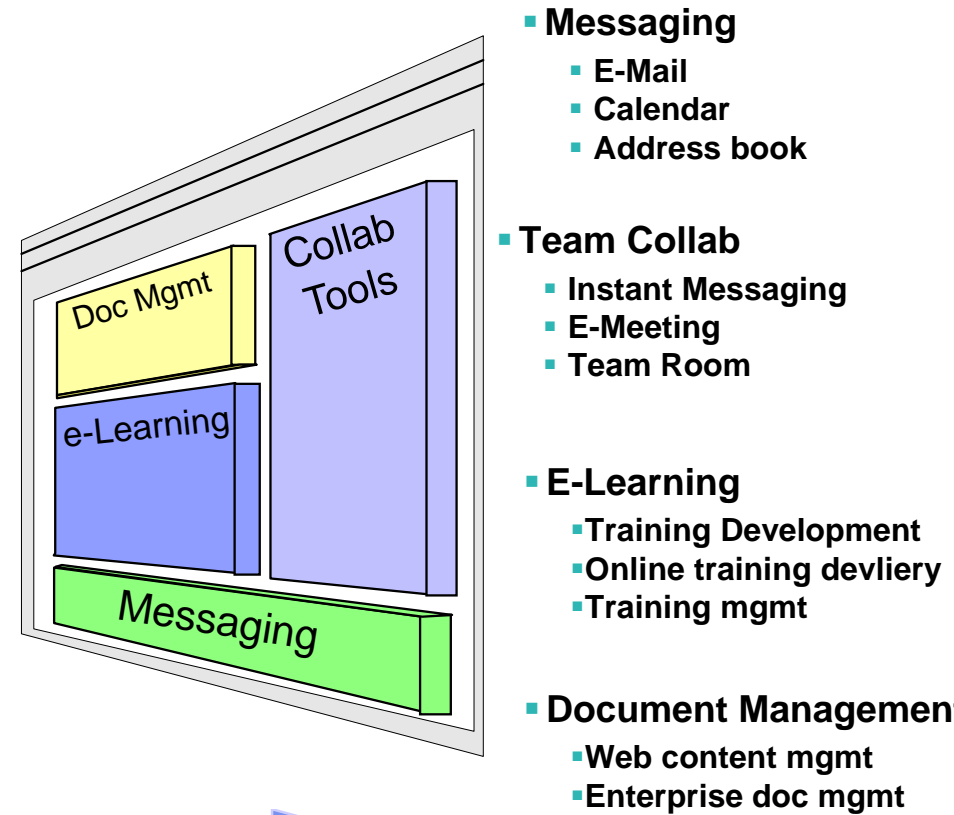
WebSphere Portal

User Interface & Integration

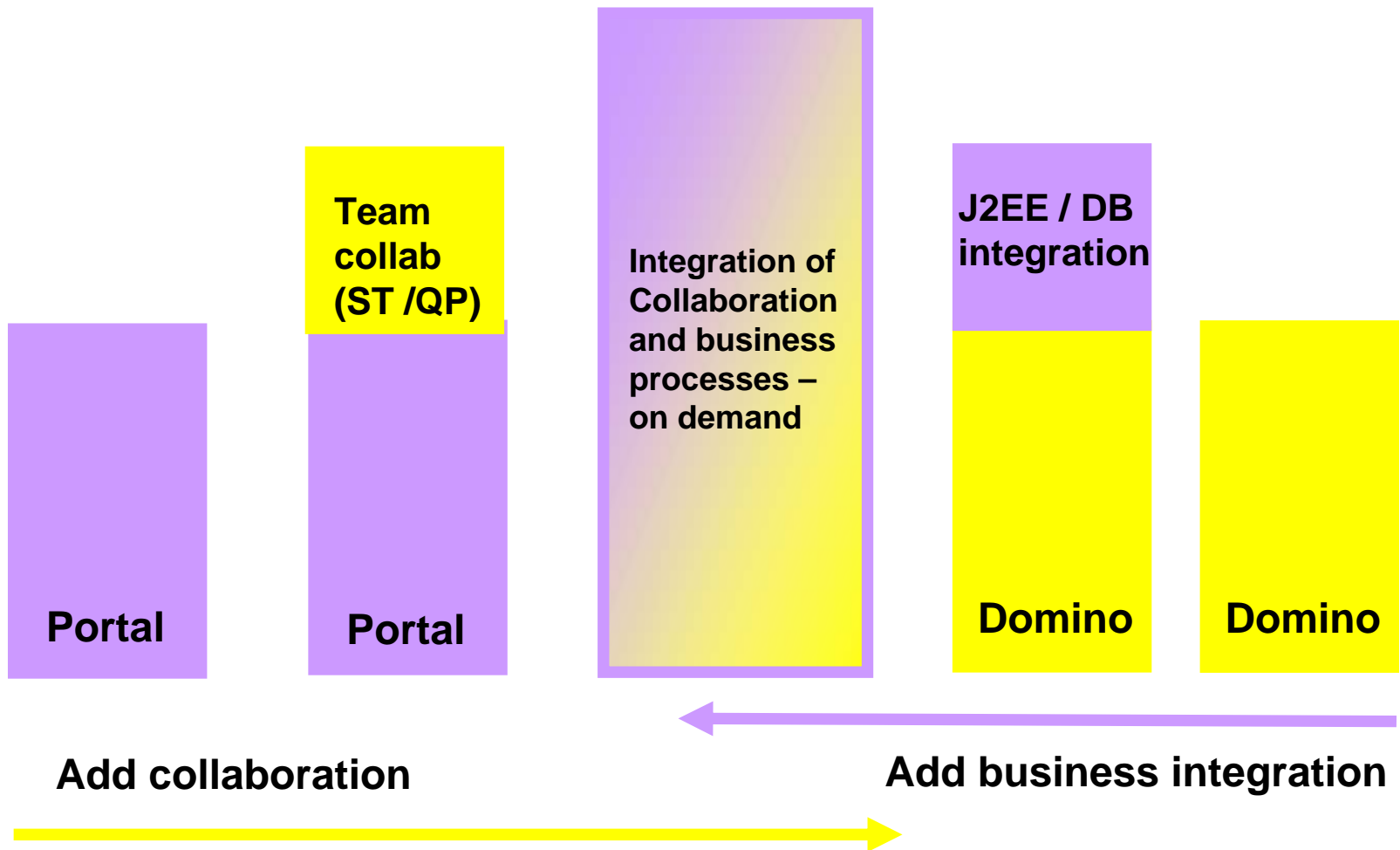


Lotus Workplace

Collaborative Application



Investment Protection + a Roadmap for the Future



Projected Lotus Deliverables*

4Q03

1Q04

2Q04

3Q04

4Q04

1H05

Lotus Workplace products 1.1

- Mail and Calendar
- Team Collaboration
- Collaborative Learning
- Web Content Management

IBM Lotus Notes/Domino 6.5.1

- IM integration
- Enhanced MS Outlook support

Lotus Workplace collaboration platform

Lotus Workplace products 2.0

- Rich client (connected)
- Collaborative Doc Management
- Workplace Builder
- Enhance 1.1 products

IBM Lotus Notes/Domino 6.5.1 products

- Domino-based
- Lotus Instant Messaging and Web Conferencing
- Lotus Team Workplace
- Domino Document Manager

Lotus Workplace collaboration platform

Lotus Workplace products 2.5

- Disconnected client
- Mobile device support

IBM Lotus Notes/Domino 7.0

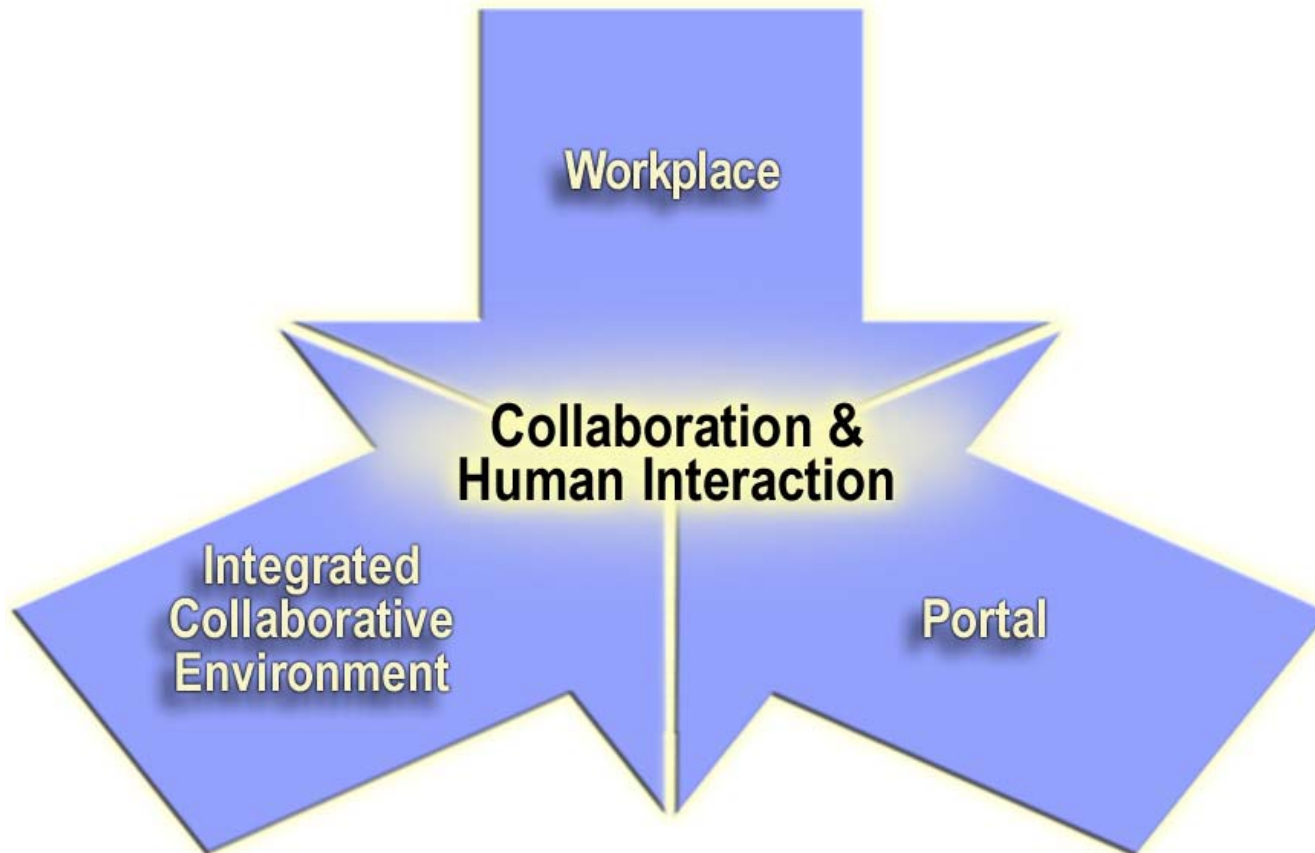
- Workplace integration
- DB2 support
- Enhanced portl

WebSphere Portal 5.02

WebSphere Portal 5.1

* Projected dates are provided to assist you with planning. They are subject to change.

Lotus owns the IBM platforms for Collaboration and Human Interaction



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AIX/L (logo)	DB2	e-business (logo)	iSeries	pSeries	Tivoli
AIX 5L	DB2 Extenders	e-business Hosting	Magstar	Redbooks	VisualAge
Application System/400	DB2 OLAP Server	e-business on demand	MQSeries	SecureWay	WebSphere
AS/400	DB2 Universal Database	FlashCopy	Operating System/400	SmoothStart	X-Architecture
AS/400e	DRDA	IBM	OS/400	SQL/400	xSeries
Chipkill	e(logo)server	IBM (logo)	Parallel Sysplex	System/36	zSeries

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