

Cloud Computing – Collaboration in the cloud available to you now.

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Collective Intelligence 2010



Introducing "JK Enterprises"

Established for 10 years

Toy manufacturer and wholesaler

Sells to toy distributors

100 Employees



- Recently JK Enterprises underwent an IT Review
- Different IT requirements for different type of workers
- > Has a network of employees, suppliers, partners & customers

Introducing Mindy

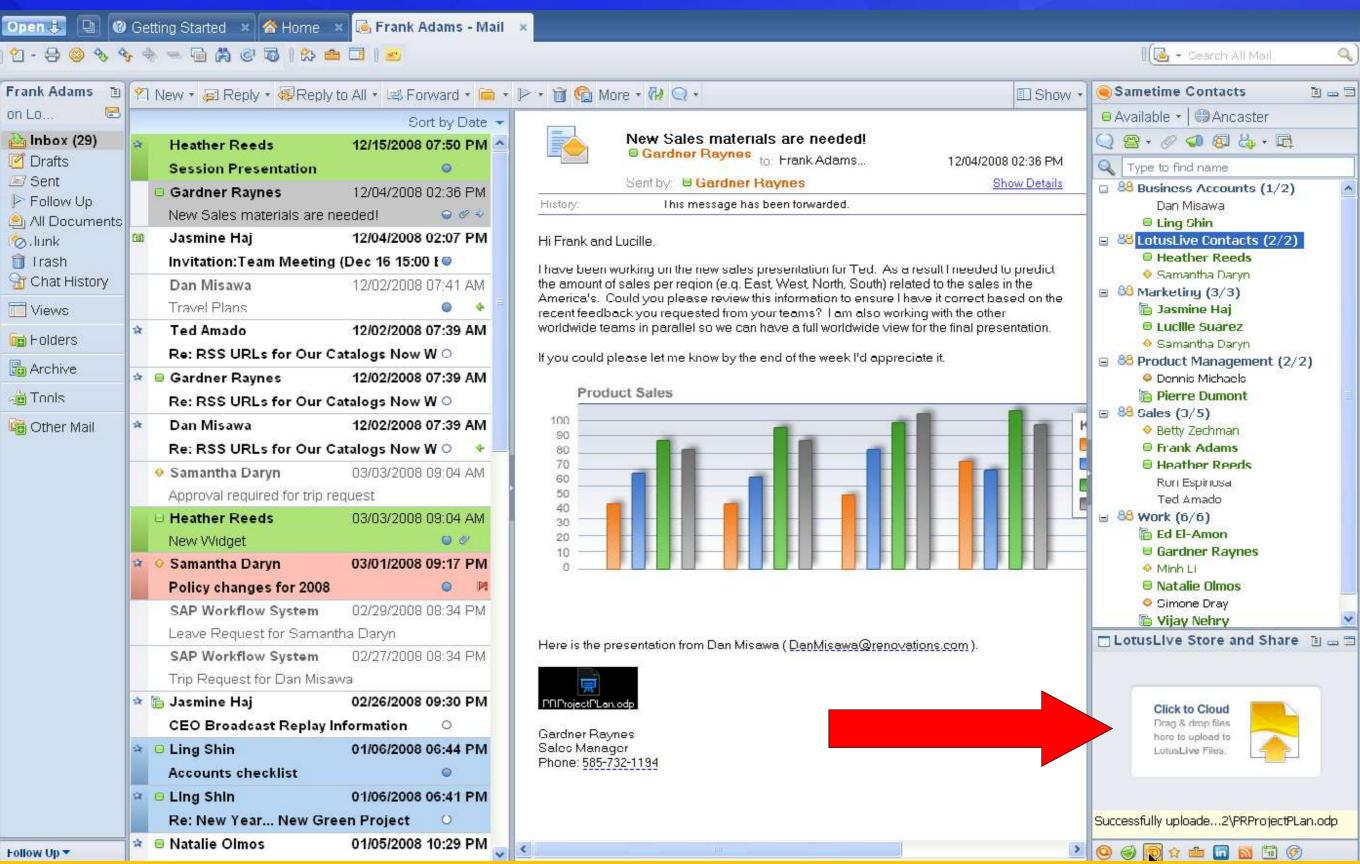


Mindy is the Accounts Manager
Reliant on rich client eMail
Daily user of tools such as Spreadsheets

- ✓ Knowledge Worker = LotusLive Notes
- ✓ Fixed monthly subscription licensing
- ✓ Single user interface
- ✓ Provides email infrastructure without the need to their own/manage servers

Mindy is tired of people asking "How's Mork?", and wants to change her name

Mindy's Rich Client Workspace



LotusLive Portfolio





LotusLive Notes

Rich Client eMail Notes & Domino latest version 5GB of Data

Introducing Jack



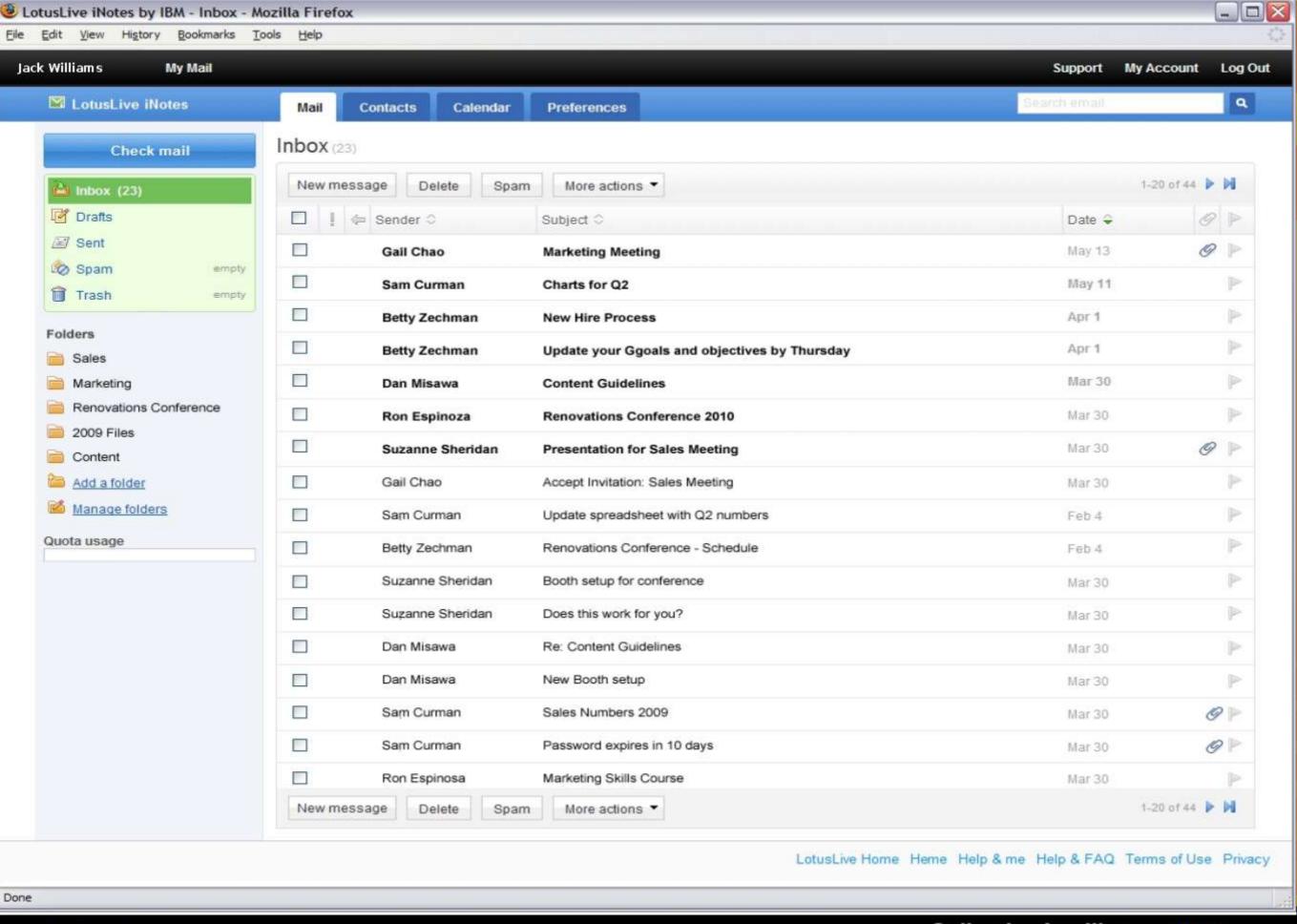
Jack is the warehouse supervisor

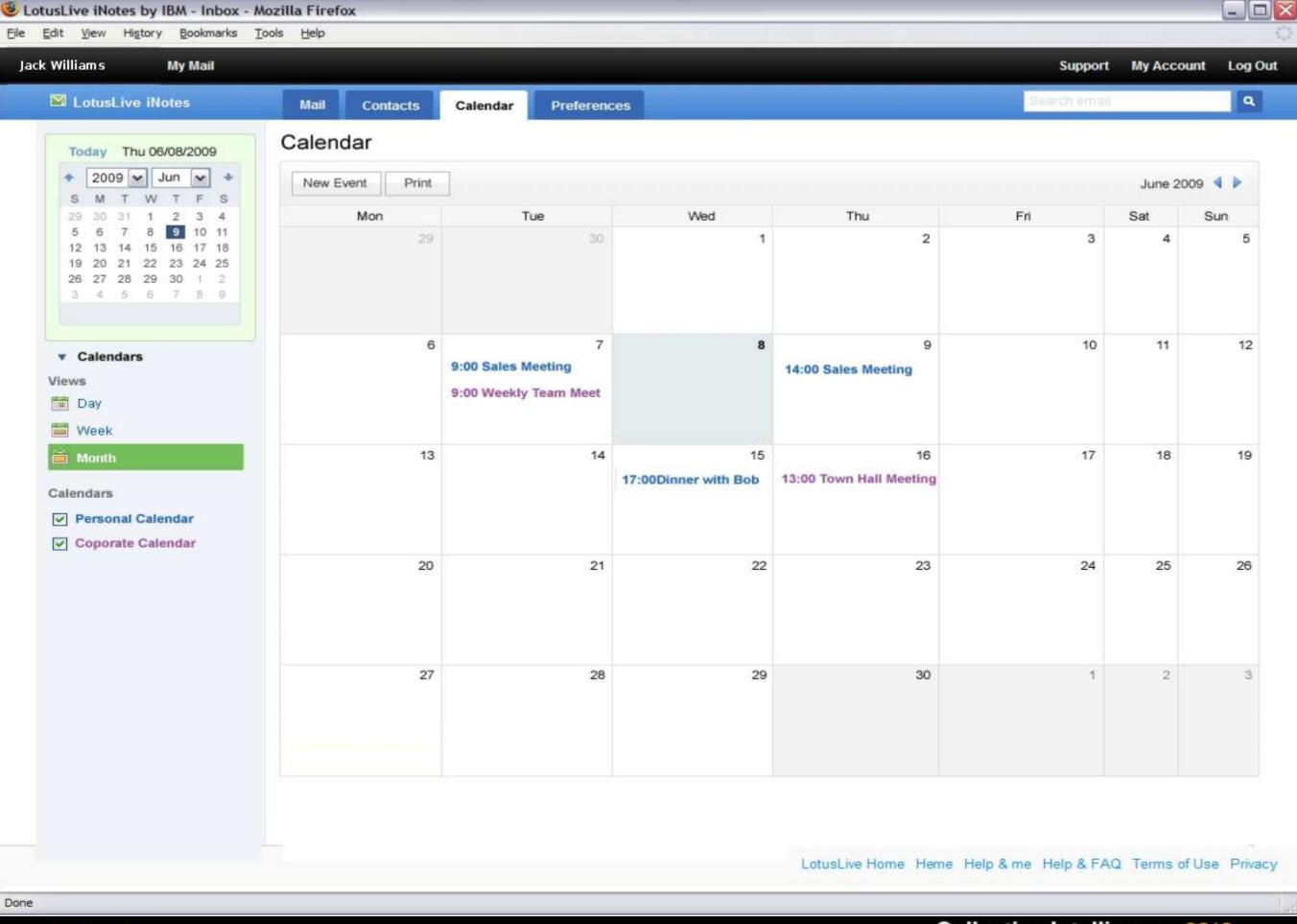
Until recently had no corporate email

Very limited connection to the organisation

- ✓ Boundary Worker = LotusLive iNotes
- ✓ Email, Personal & Group Calendar & Contacts
- ✓ Fixed monthly subscription licensing no minimum users

Jack is proud of his daughter, Mindy, who is in Accounts





LotusLive Portfolio

Messaging



LotusLive Notes

Rich Client eMail Notes & Domino latest version 5GB of Data



LotusLive iNotes

Web Mail
Personal & Group Calendar
Contacts

Introducing Matt



Matt is the Group Marketing Manager

Gen Y who is an early adopter of Web 2.0

Is a frequent user of Facebook & LinkedIn

Has been struggling to collaborate beyond his Org

- Knowledge Worker for high end collaboration = LotusLive Engage
- ✓ Now has the latest affordable Social Software tools built for Enterprise
- Matt has become JK enterprise's Social Software evangelist

Disclaimer: Any relationship to an actual person is purely unintentional.

The Business Problem

The Problem:

JK Enterprises website is Web 1.0

The competitors are providing more interactive web sites

JK Enterprises needs to innovate to improve business reach & growth

The Solution:

Enhance Web Presence and Adopted Web 2.0 Technologies to:

- Improve customer contact
- Increase sales with online ordering
- → Provide better customer support



LotusLive Portfolio

Messaging



LotusLive Notes

Rich Client eMail Notes & Domino latest version 5GB of Data



LotusLive iNotes

Web Mail
Personal & Group Calendar
Contacts

Collaboration



LotusLive Engage

OnLine Meetings
Survey Forms & Charts
Files
Activities
Instant Messaging
Profiles & Contacts



LotusLive Connections

Files
Activities
Instant Messaging
Profiles & Contacts

Web Conferencing



LotusLive Meetings

Full Web Conferencing Service Instant Messaging, Polling, Handraising, Record & Playback



LotusLive Events

Internet based Event capabilities
Provides tools to help create &
manage webinars

Why LotusLive?

IBM's Experience

Built for Enterprise

Inter-company collaboration

Low Cost Subscription Licensing

Enterprise Grade Security

Data Integrity

Flexible & Scalable Portfolio Offerings

New Productivity Tools

Support

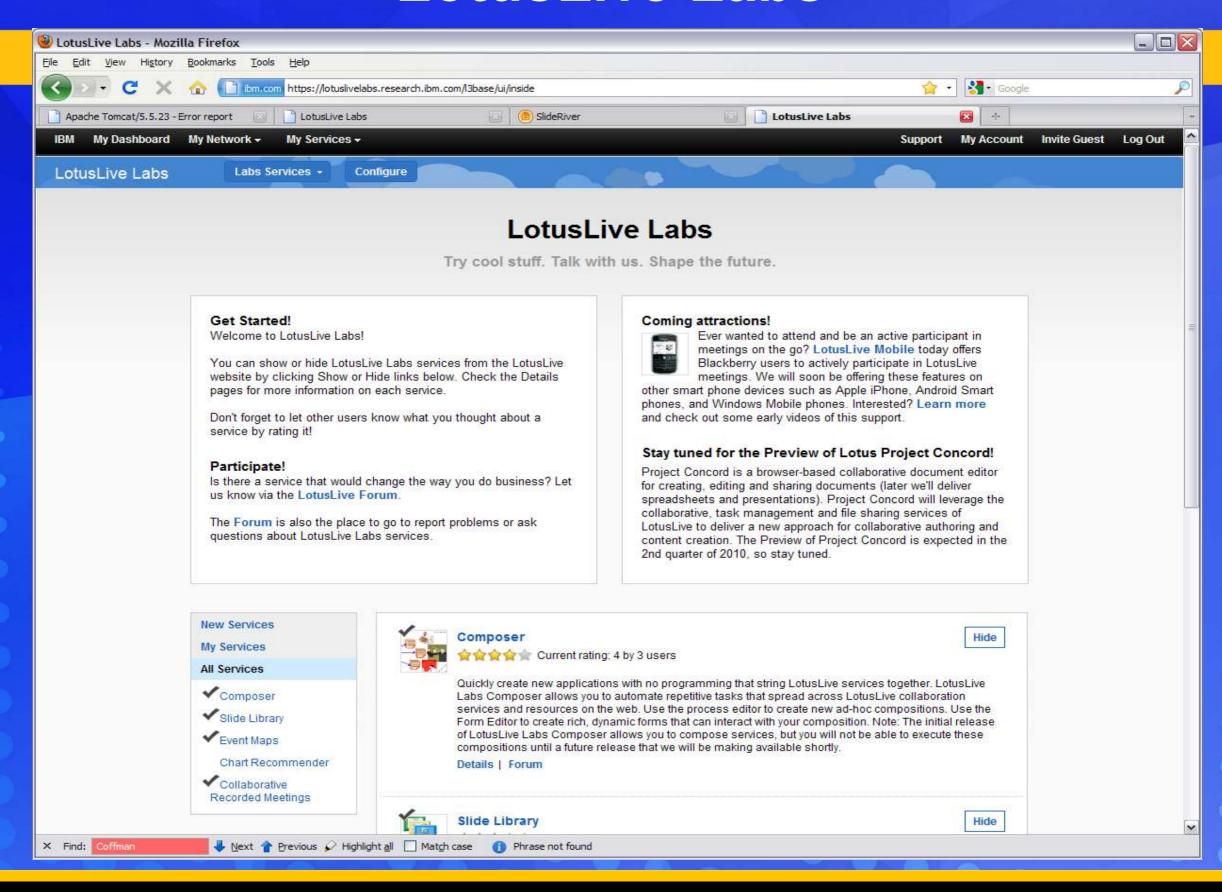
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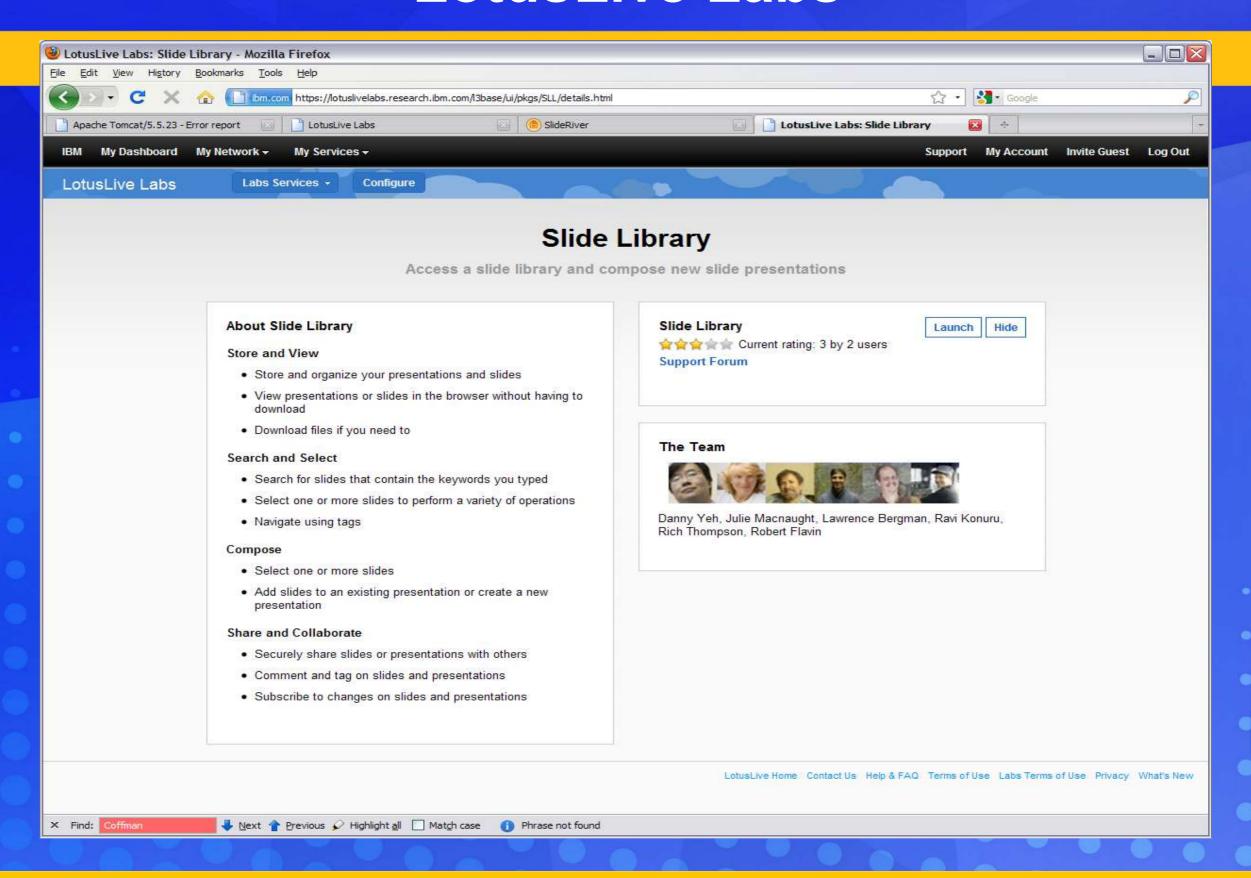
- Composer
- Collaborative Recorded Meetings
- Slide Library
- Event Maps

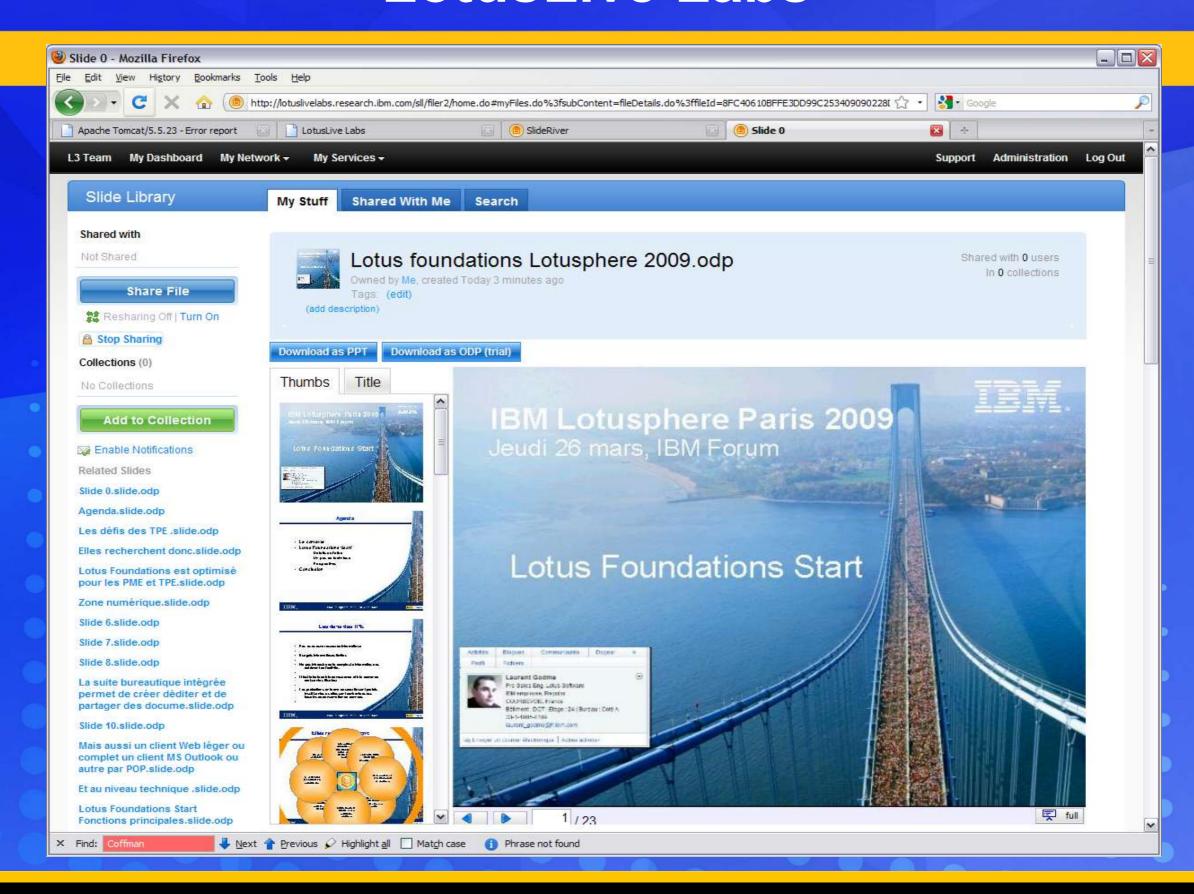
Soon:

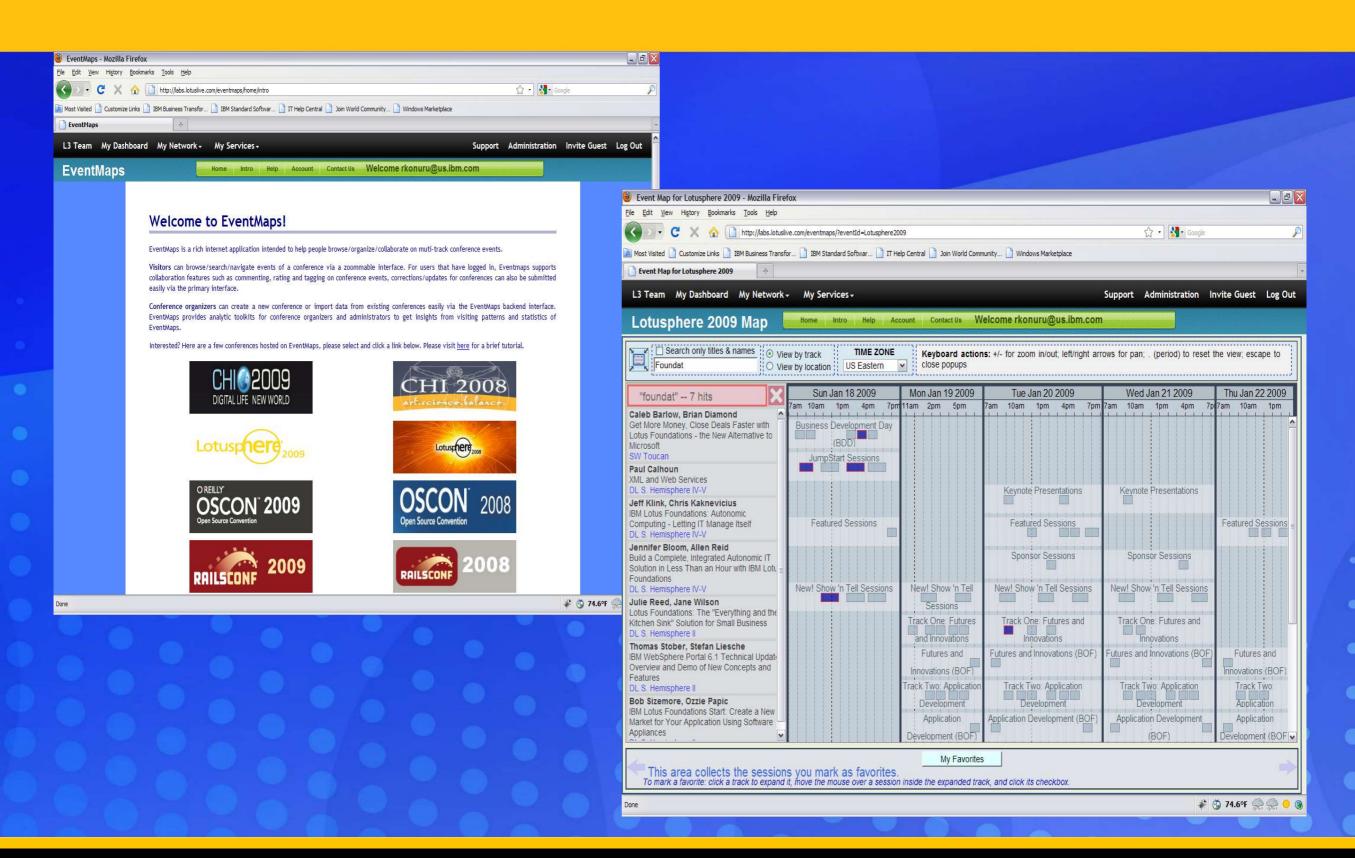
- LotusLive Mobile
- Project Concord

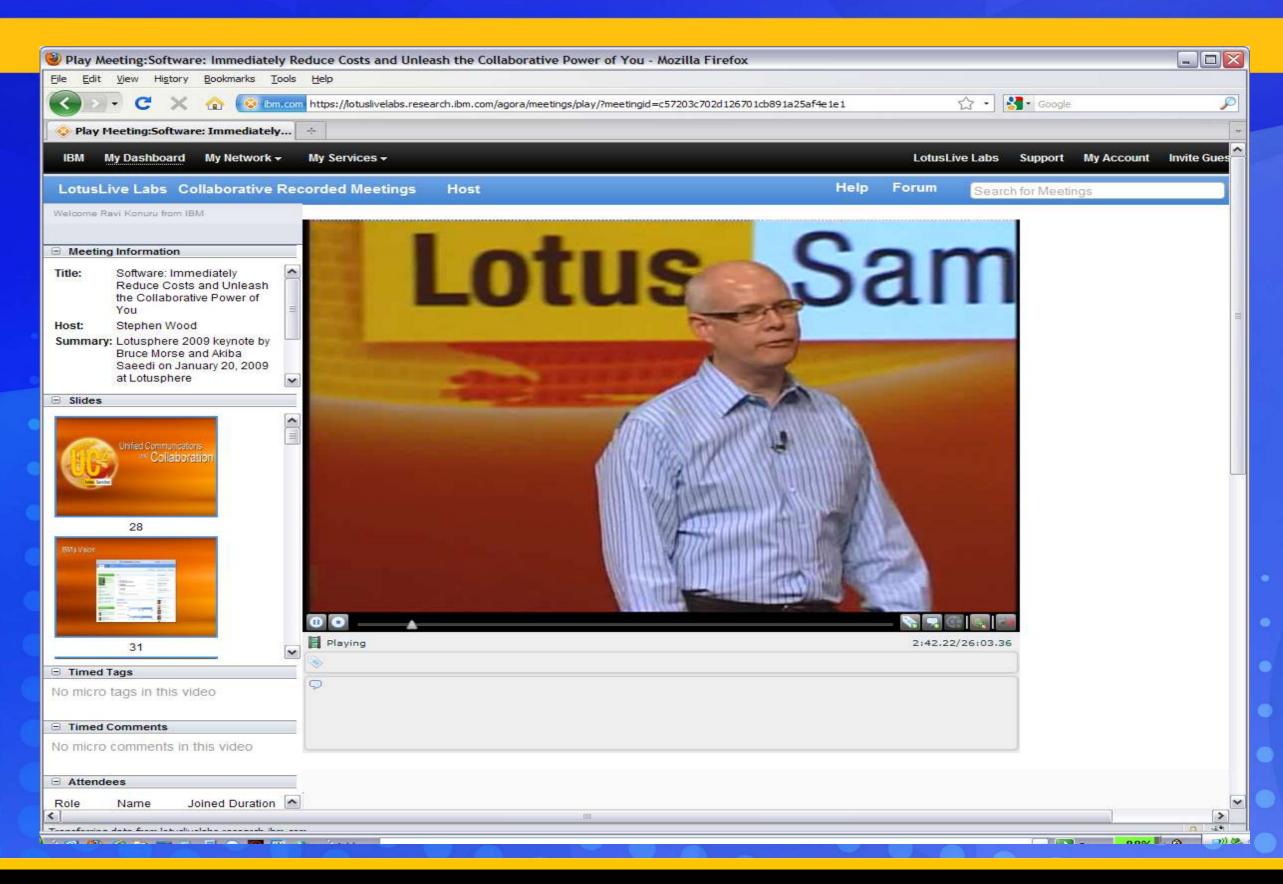




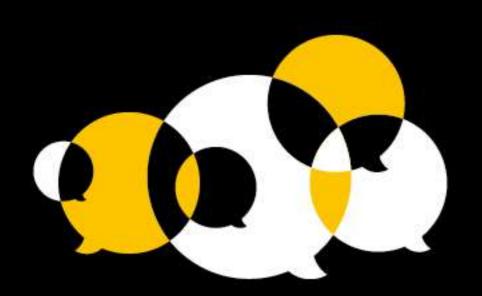












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