

Lotusphere 2009

Messaging & Collaboration • **UCC** • Social Software • Portal & Mashups • OnLine Services

Lotus software IBM



Matt Paddon

Messaging & Collaboration Specialist

IBM Software Group

I am presenting @ LCTY 2009

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Darren Belford

Demo Magician

IBM Software Group

I am demoing @ LCTY 2009

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IBM's Vision

FIND

REACH

COLLABORATE



unified
experience

IBM's Vision

Mail - Inbox - IBM Lotus Notes

File Edit View Create Actions Tools Window Help

Open Samantha Daryn - Mail Getting Started Contacts Calendar

Samantha Daryn on local

Inbox (661)

Change of plan 11/10/2008 04:30 PM 1,234 KB

Re: Change of plan 11/10/2008 04:15 PM 13 KB

Re: Cross-sell opportunity

Cross-sell opportunity

Global Corporate update

Review latest marketing repc

Please review meeting minut

New management program

Advice for new sales structure

Request from marketing direct

Re: Cross-sell Opportunity

Ted Amadou To: Renata Matthes
Cc: Amy Blank, Gail Chao

Renata,

Sam, heads the team in Chicago and just sent me this data to review the growth data by county.

Jasmine Haj

Technical Specialist
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Background

BS - UC Berkeley, College of Engineering
MS - Georgia Tech, College of Architecture and Industrial Design

About Me

I have 8 years of experience in product development and design. I have a bachelor's degree in engineering and a master's in industrial design, and I am an active participant in the Centre for Sustainable Design. I create and execute design solutions towards problems of engineering, marketing, brand development and sales.

The Buzz

Write something...

Jasmine Haj 16: Just getting back from a vacation to Belize. Mon Dec 15 14:59 EST 2008

Jasmine Haj wrote on Mon Dec 15 16:43:23 EST 2008
Great! Thanks! Now I'm back for the rush.

Frank Adams wrote on Mon Dec 15 09:28:11 EST 2008
Hey Jasmine, How was your vacation?

OPEN FINANCIAL NETWORK

Home | Wholesale Banking | Home | More... Frank Adams | Edit my Profile | Help | Log Out

Home Blogs New Page

Add Content Change Theme Share Page

News

New Market Trends for 2009

Day at a Glance

Wed, November 14, 2009

Mei & Michelle's Anniversary

01/17/09 4:45 PM

Mail

Sort By Date

Sam Curman
Renovations Financial Planning

Gail Chao
Re: Renovations Financial Planning

Gail Chao
Cost analysis

Glenn Cloud
Here are the estimates for the OFN brochure.

My Objectives

Performance Update

Reduce Costs 40%

Increase Credit Lines 30%

Lotus Quickr

Home Files Wikis Places Pat Shani | Help | Logout

Latest Updates My Places

Renovations Marketing

Overview

Document Library

Discussion Forum

Feeds

Team Calendar

Wiki

Tasks

Members

Views: Draft Views Shared Views Personal Views

You are in Renovations Library >

1-4 of 4

Sort by: Name Author Last Modified

Catalog Materials
Updated 12/14/08 10:35:28 AM EDT by Gail Chao | First created on 7/23/08 10:35:28 AM EDT

Team Minutes - December 12
Updated 12/12/08 11:13:26 AM EDT by Sam Curman | First created on 12/12/08 11:13:26 AM EDT

Team Minutes - December 5
Updated 12/5/08 11:27:32 AM EDT by Sam Curman | First created on 12/5/08 11:27:32 AM EDT

December 2008 Catalog ort
Updated 12/3/08 3:40:11 PM EDT by Samantha Daryn | First created on 12/2/08 4:59:03 PM EDT

Supplier Description ort
Updated 11/22/08 9:55:20 AM EDT by Gardner Raynes | First created on 11/19/08 2:18:22 PM EDT

Show: 10 20 50 100 All Items

Copy links... Subscribe to this library | Help | About This Library

Cognos Viewer - Product Line Revenue

Product Line Revenue and Accountability

Product line	Sales region	Revenue	First name	Last name	Email	Dynamic email
Consumer Electronics	Americas	\$239,089.73	Betty	Zechman	bzechman@renovations.com	Betty Zechman
		\$253,961.34	Frank	Adams	fadams@renovations.com	Frank Adams
		\$497,626.95	Heather	Reeds	hreeds@renovations.com	Heather Reeds
		\$258,537.22	Simone	Dray	sdray@renovations.com	Simone Dray
		\$235,657.62	Ted	Amado	tanado@renovations.com	Ted Amado

Current year, Sales region, Revenue

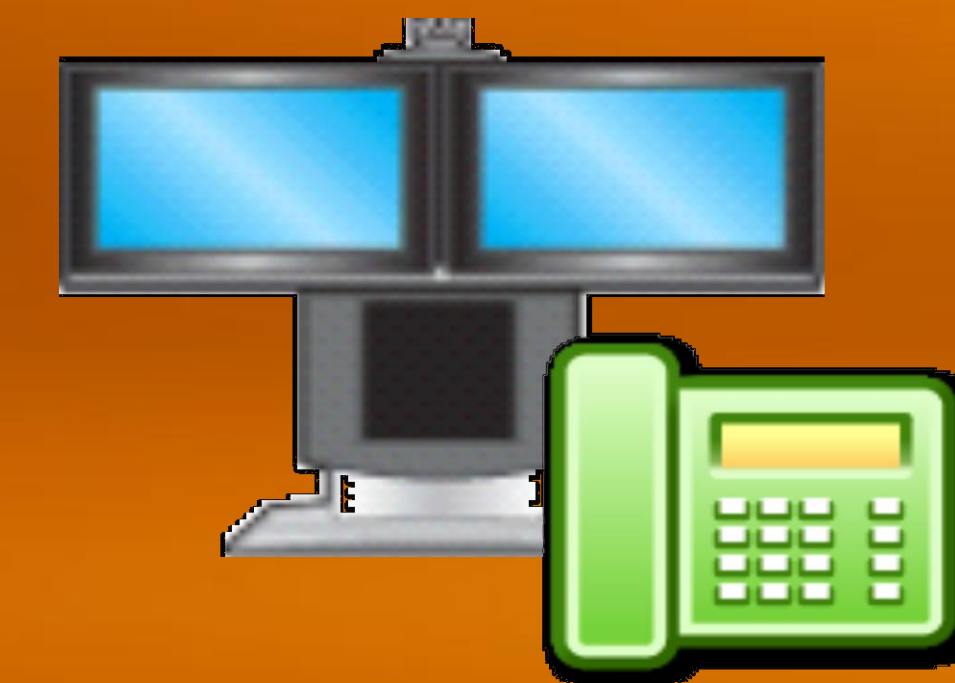
2004 2005 2006 2007

Americas Asia Pacific Central Europe Northern Europe Southern Europe Revenue

Product line

Today's Business Imperatives in Unified Communications

- Cost savings
 - Economic pressures
 - Travel cost reductions
 - Green initiatives
- Accelerate business processes
 - Faster response
 - Improved collaboration
 - Integrate with other user applications
- Leverage communications investments
 - Video conferencing systems
 - Audio conferencing bridges



Lotus Sametime®

Software Platform



open

secure

extensible

scalable

multi-platform

Real Benefits & Real ROI

Avoid Rip & Replace

Accelerate
Business Processes

Accommodate Diverse
User Preferences



Speed
Decision Making

Reduce Travel
& Communications Costs

Support
Distributed
Teams

Customer Momentum

30% More Customers in last year



60% New Sales

Lotus. Sametime®

Advanced

1/3 were Outlook/Exchange Shops

Lotus Sametime 8.5 Themes



✓ Modernised Sametime online meeting experience



✓ New Sametime Web browser and mobile IM clients



✓ Simplified UC enablement of business processes and applications



✓ Improved video quality and interoperability



NEW iPhone Browser Support

What Darren is going to do



Darren Belford
Branch Manager

- Present to the Finance team
- Upload all required files
- Record the session
- Make the session available to external partners





Why Darren likes using Meetings 8.5



Darren Belford
Branch Manager

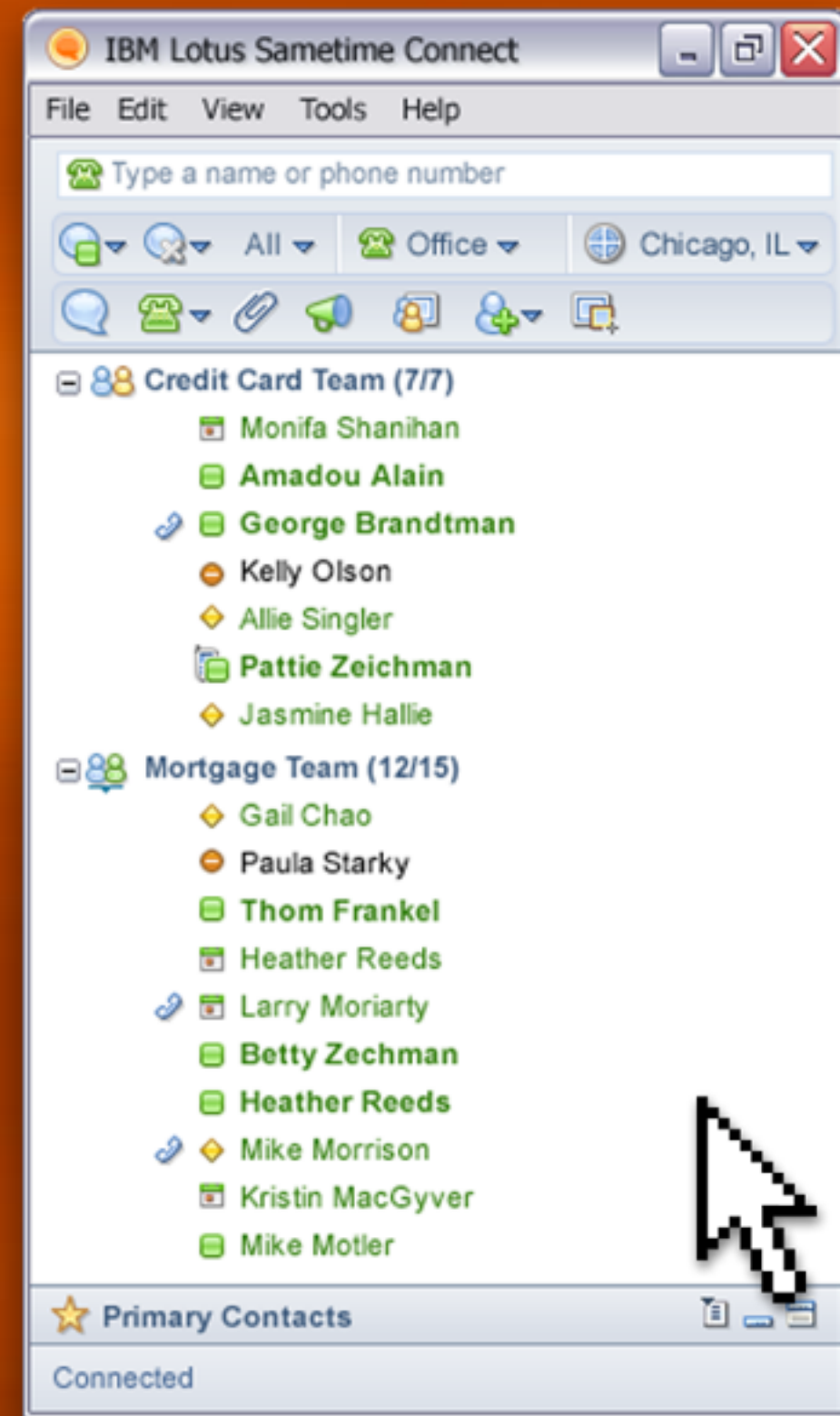
- ✓ Easy access for all participants
- ✓ Library available for participants
- ✓ Recording available for distribution
- ✓ Audio & Video capabilities
- ✓ Easy re-use of meeting room

Working with Partners

Capability	Partners demonstrating or shipping solutions
Click to Call, Click to conference	
Aggregated Telephony Presence	
Call Management	
Multipoint video integration	
Softphone integration	
Web conferencing audio integration	
Web conferencing audio/meeting scheduling	
Unified Messaging for Lotus Notes and Domino	
Unified Messaging for Lotus Sametime	

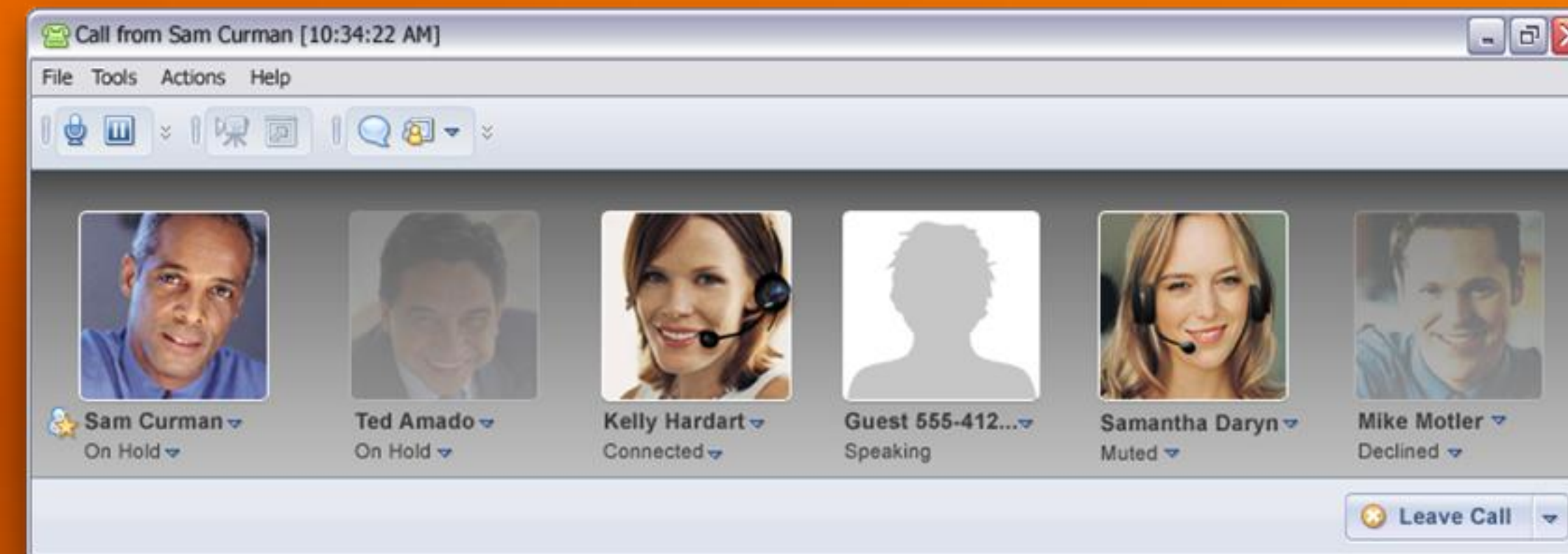
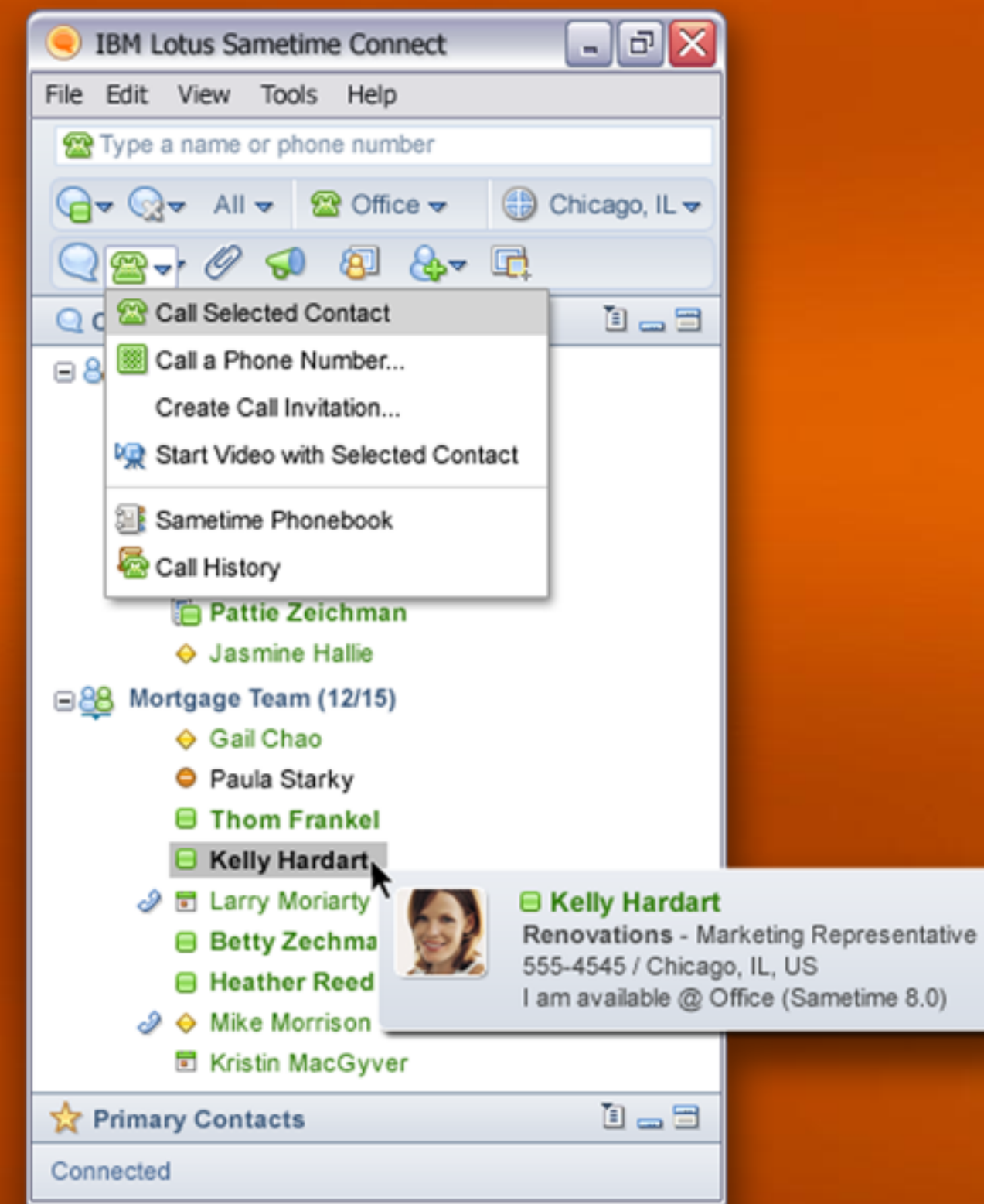
Lotus Sametime Unified Telephony

Integrates
telephone communications
into business applications



Call Management
Intelligent call routing
Click-to-call
Click-to-conference

Lotus® Sametime® Unified Telephony



Rich presence

Softphone

Delivers
rich and consistent
end user experience

Lotus® Sametime®
Unified Telephony



in Beta
shipping later this year

What we are going to do

- Make a call
- Initiate a Conference call
- Check Voicemail
- Redirect his call to another device

Why we like using telephony integration

- ☑ Control how we could be reached by who and when
- ☑ Shift the device and mode of communication on the fly - SUT
- ☑ Improved communication on the first attempt

What Darren is going to do



Darren Belford
Green Initiative
Manager

- Request info from the Community
- Interact with the Community
- Locate a resource
- Chat and share resources
- Update his Activities

Why Darren likes using Sametime Advanced



Darren Belford
Green Initiative
Manager

- ✓ Easy to tap into organisational knowledge
- ✓ Simple to get community validation of his information
- ✓ Quick to update tasks

Lotus Sametime® 8.5

deliver **expanded**
business **value**

improve
responsiveness

save
money

transform the way
they do **business**

