Lotus. software

Lotusphere 2007

Lotus. software

Steve Zehavi

Lotus SMB & Channel Sales Executive

Northeast Europe, Middle East & Africa

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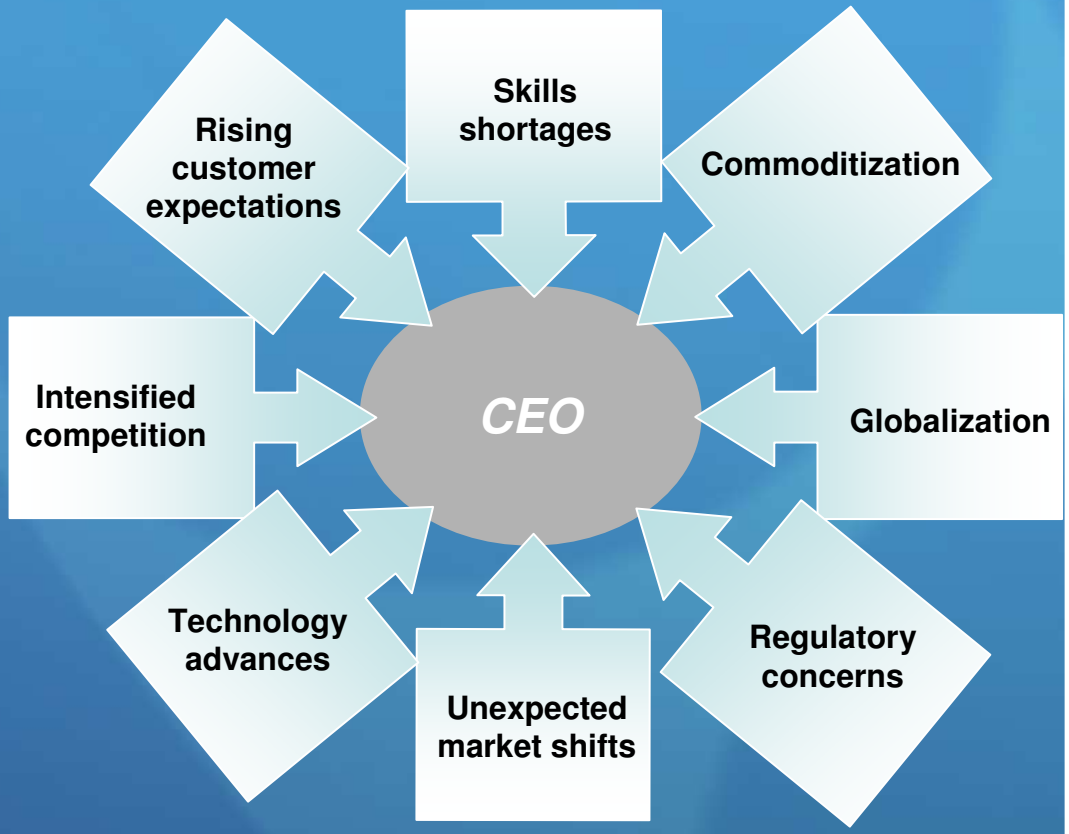
25 years of leadership in collaboration

- 67 of the Fortune 100 use IBM Lotus Notes and Lotus Domino
- Notes/Domino has sold more than 130 million licenses
- Notes & Domino Growth Rate Exceed Market
- Over 20 million corporate instant messaging (IM) users use IBM Sametime
- 27 of the Global Fortune 50 rely on Sametime
- IBM WebSphere Portal is number one in enterprise portal software market share#
- Active ecosystem of thousands of partners decreasing time to value for customers

Business changes are redefining the definition of competitive advantage

- How do we embrace changes in the business climate?
- How do we maximize business effectiveness in the workplace?
- How do we incorporate technology changes into our business?
- How do we promote innovation?



IBM®

IBM Lotus collaboration software

- **Connecting people to business processes and information**
  - Enabling collaboration in context
- **Delivering the industry's richest continuum of communications and collaboration tools for business**
  - Including emerging community tools
- **Integrating collaboration and community tools in a variety of contexts**
  - Providing anytime, anywhere access
- **Supporting real-world environments, embracing openness, inclusiveness and extensibility**

IBM®

IBM Lotus mission

Empowering people to be more effective, responsive and innovative in the context of the work they do

IBM Lotus collaboration strategy

RSS / Atom

MS Windows MS Office

eForms

Browser

Portal

Mobile

Interaction and client services (online or offline)

Lotus Domino
Mail, calendaring and collaborative applications

Lotus Sametime
Unified communications and collaboration services

Lotus Quickr
Collaborative content and team services

Lotus Connections
Social software for business

WebSphere Portal
Composite application and integration services

Composite application framework

Business process

Information

DATA

XML

IBM

Messaging and Collaboration

Lotus Notes 8

Lotus Domino

IBM Lotus Notes / Domino 8

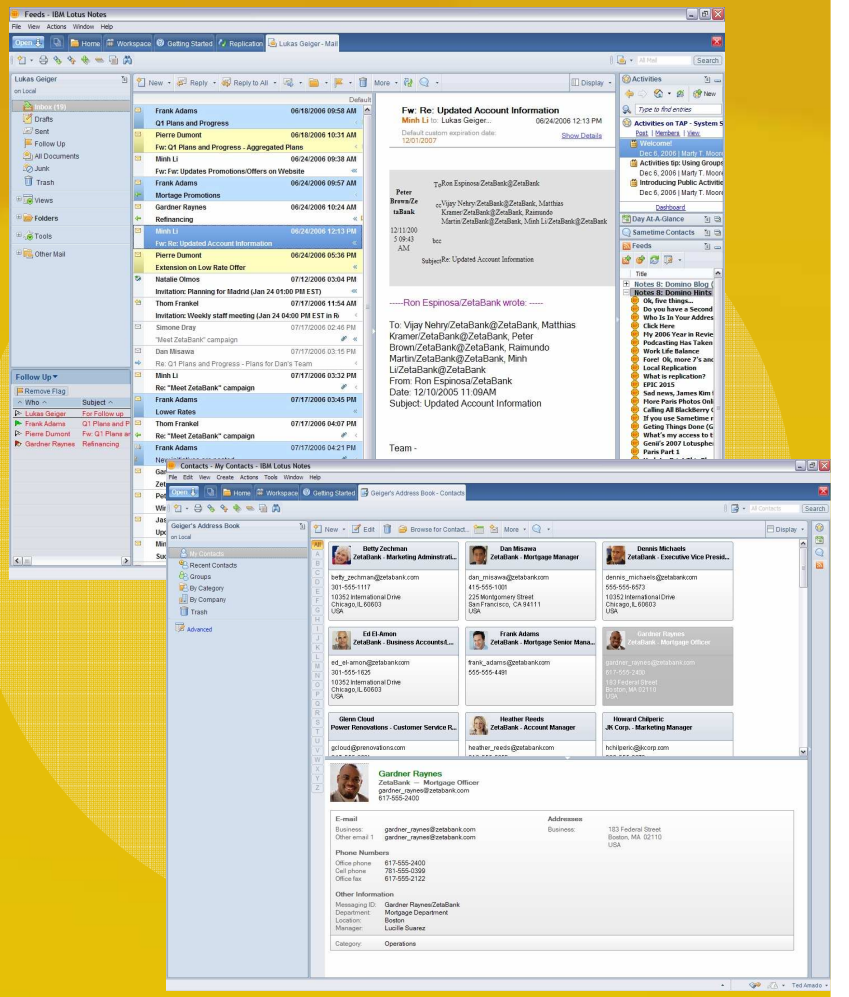
Public Beta!

IBM Lotus Notes 8

- Dramatic user experience enhancement
- New core mail, calendar, contact applications
- Enhanced collaboration in context
- Standards-based productivity tools
- Composite applications support

IBM Lotus Domino 8

- New messaging server features
- Extended web services, client provisioning
- Integration with WebSphere Portal
- Multiplatform support
- Unmatched Security



Lotus® Sametime

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NEW!

Lotus Sametime

Features & Platforms

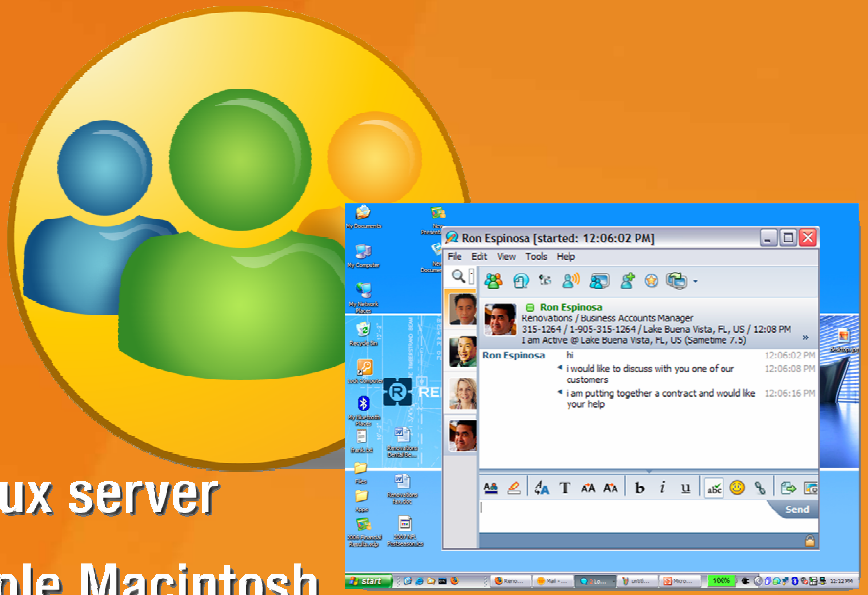
Point to Point video

Tabbed chat

Microsoft Office and Outlook integration

Linux server

Apple Macintosh client



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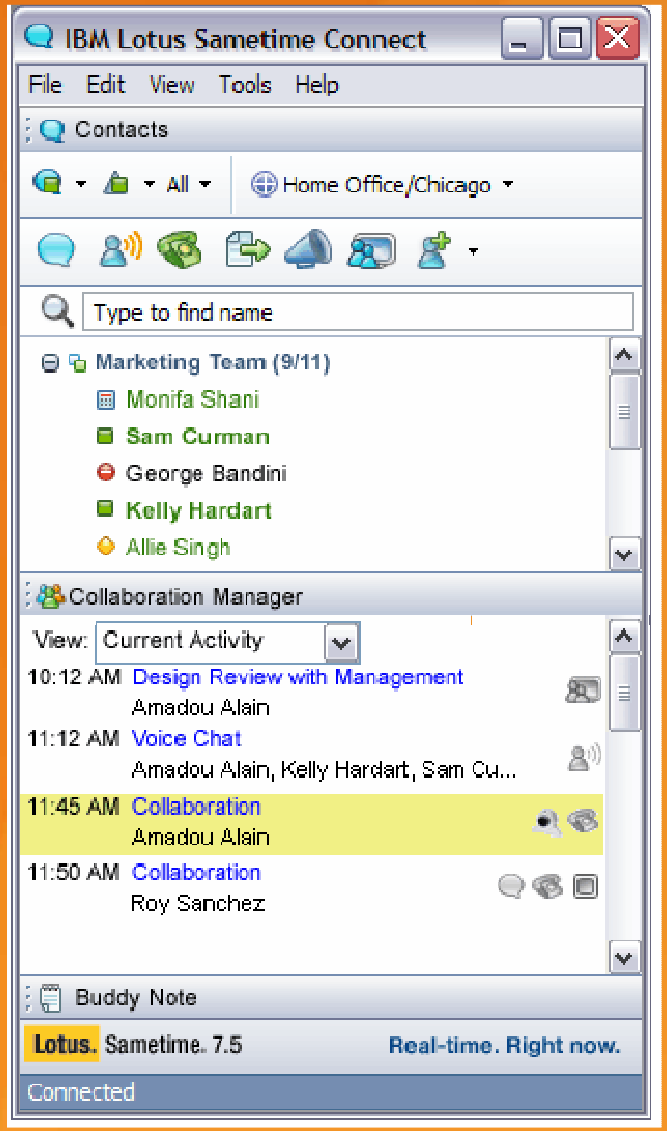
Sametime plug-ins can include:

- Click-to-call
- Integrated multi-way video
- Hard phone control
- Incoming call control
- Soft phone
- Recent communications history
- Voice mail
- Web/audio/video conferencing
- Enhanced presence
- Location-e.911



TANDBERG
POLYCOM
NORTEL
CISCO
= UC²
Alcatel·Lucent
RADVISION
Delivering the Visual Experience
AVAYA
SIEMENS
AVISTAR
IBM

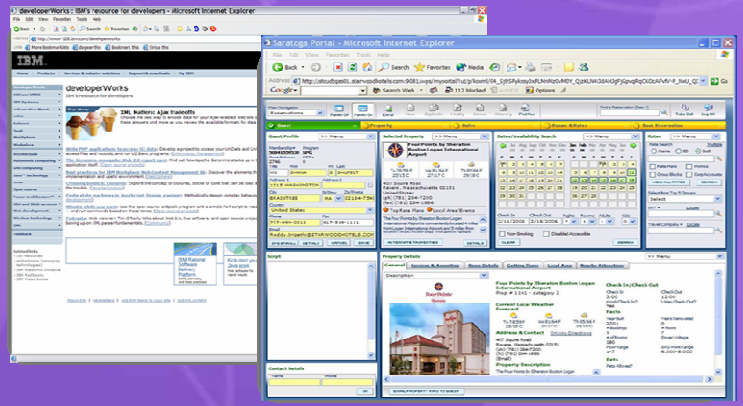
Portals

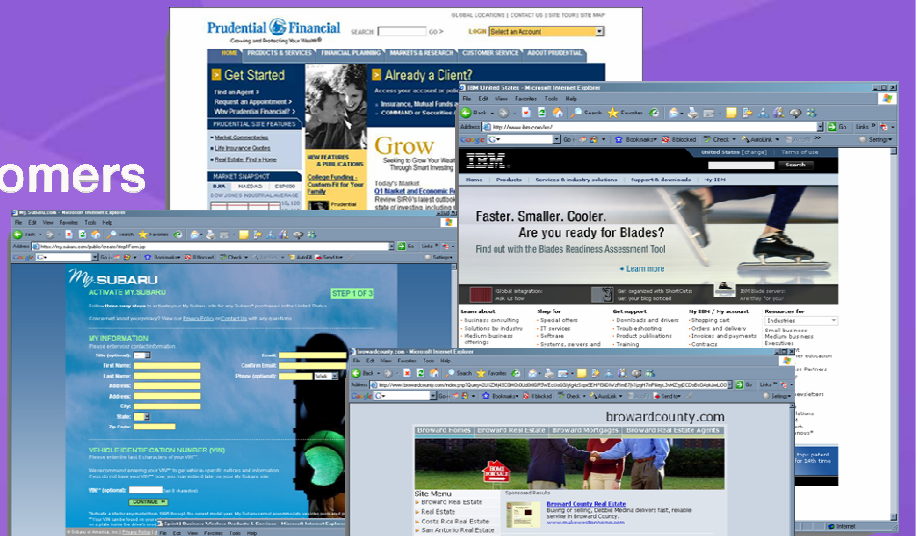
Solve many different Problems

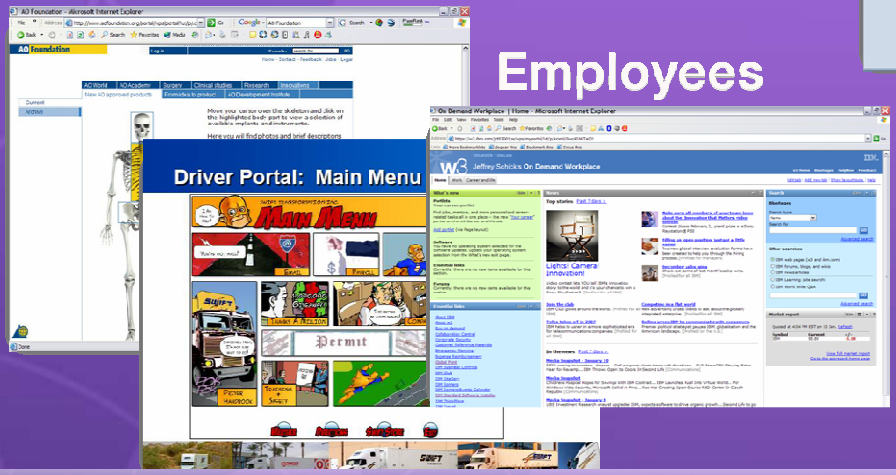
Partners

Customers

Employees







Roles-based portals

Benefits:

- Improved operational efficiency by enabling self-management
- Increased organizational productivity with improved user experience
- Accelerated deployment of content, applications and processes
- Reduced costs of IT administration and management
- The front end of SOA, IBM's flexible services-oriented architecture and strategy

WebSphere® Portal Version 6.0

- Updated Look and Feel
- Fly Out Menus & Page Navigation
- Drag and Drop Support
- Portlet Palette
- Prebuilt Template Library

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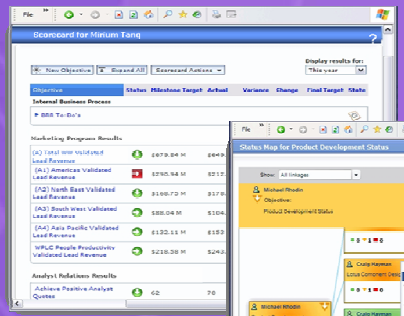
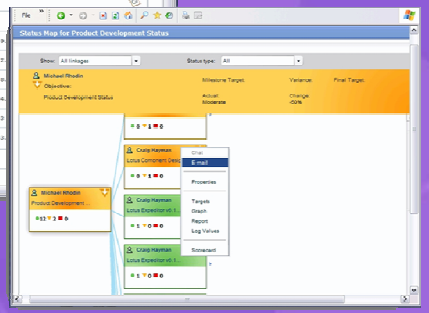
Employee Self-Service Dashboards

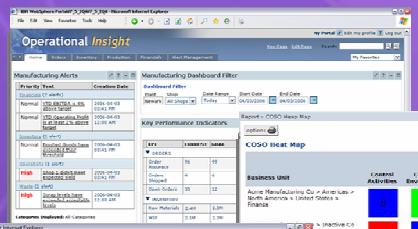
Executive Scorecards

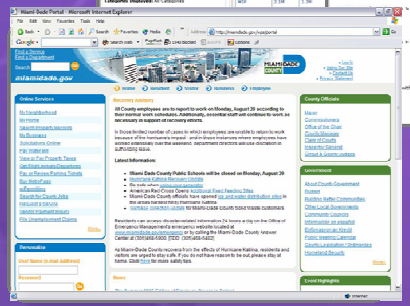


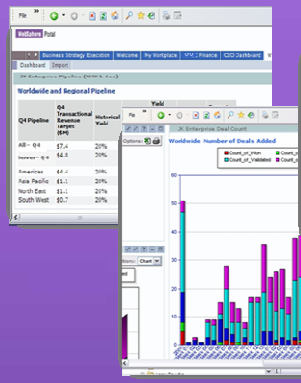


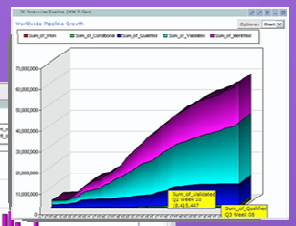
Manager Self-Service Dashboards

Mashups









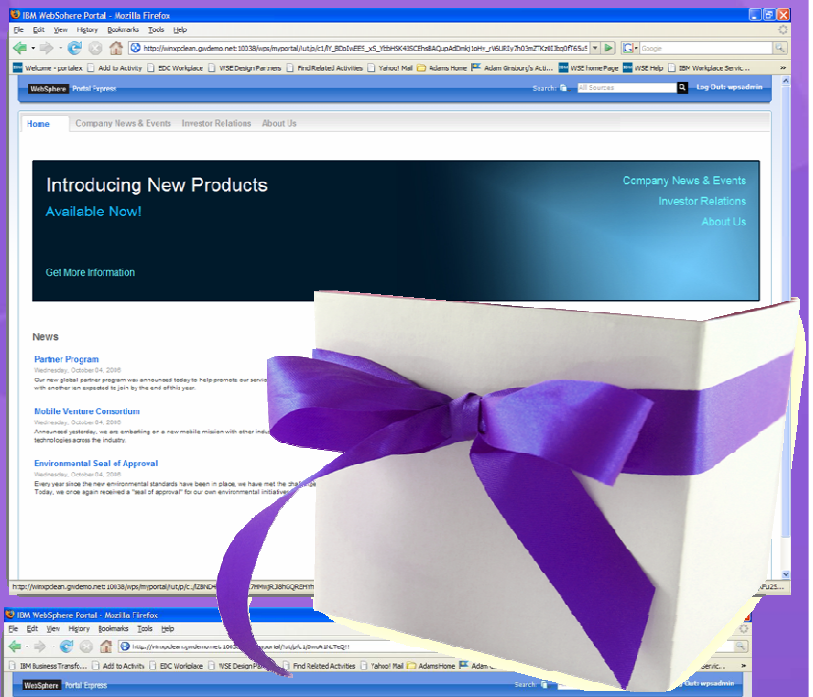
Performance Management Dashboards

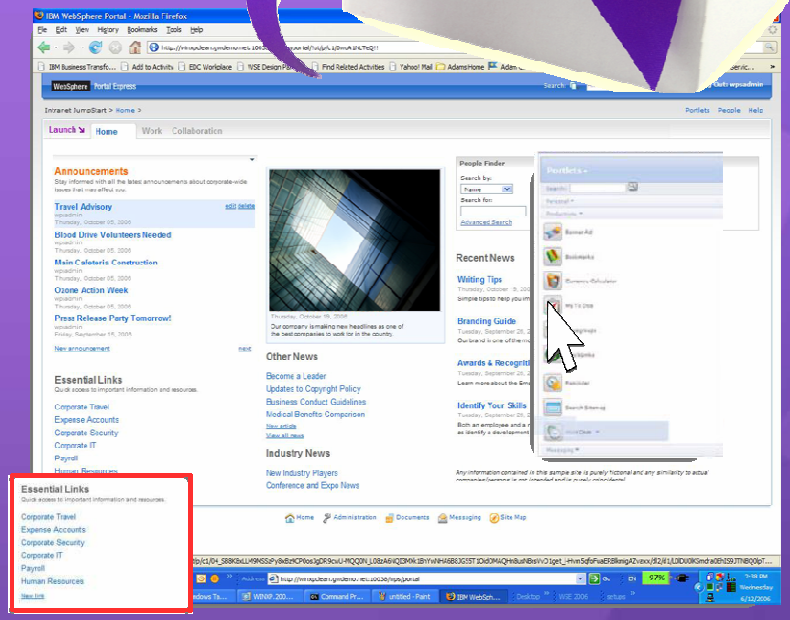
IBM®

WebSphere® Portal Version 6.0

Express

The fast portal solution
for small and
medium-sized
businesses





IBM®

Introducing

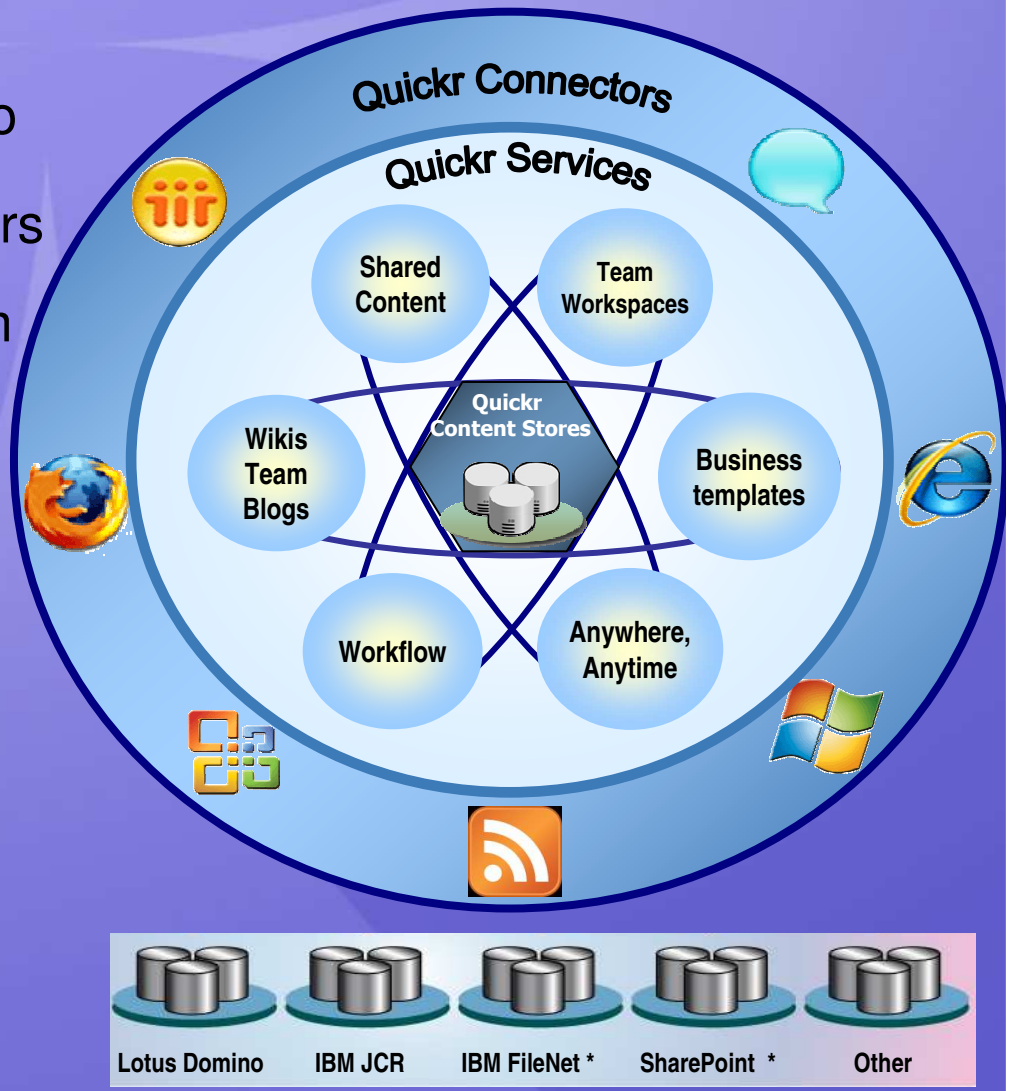
Lotus Quickr

IBM

Introducing IBM Lotus Quickr

Fastest way to share everyday business content with your teams…

- Most complete set of **connectors** to desktop applications and an open connector architecture for developers
- Rich collaborative content and team **services** integrated with entire IBM portfolio
- Out-of-the-box business **templates** (e.g. Innovation Place) leveraging composite application support
- Integration with Lotus Domino and JCR **content stores** initially, and plans for IBM FileNet P8 support, providing comprehensive, scalable end-to-end content management options

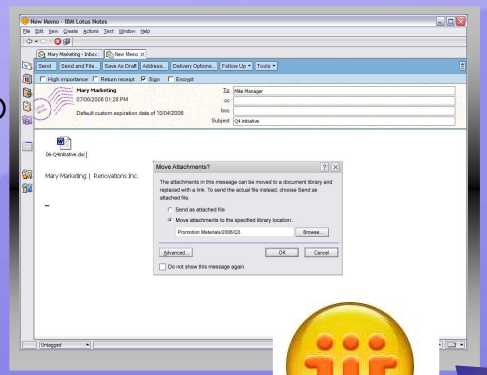


* - Requires separate purchase; supported in future release of Lotus Quickr

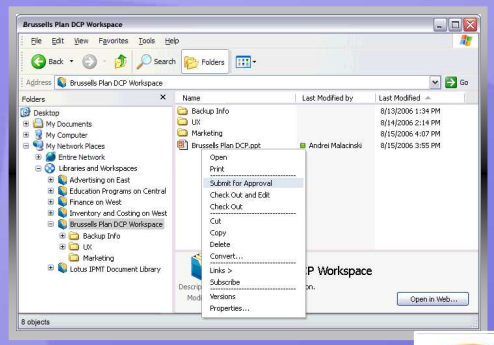
Lotus Quickr Connectors let you access content right from your favorite applications…

Making sharing & collaboration transparent and natural

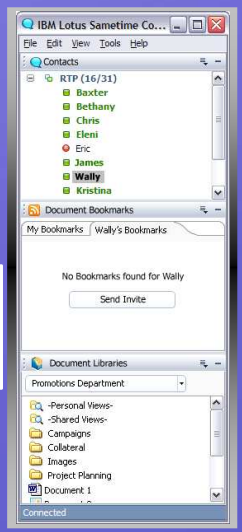
Lotus Notes® client



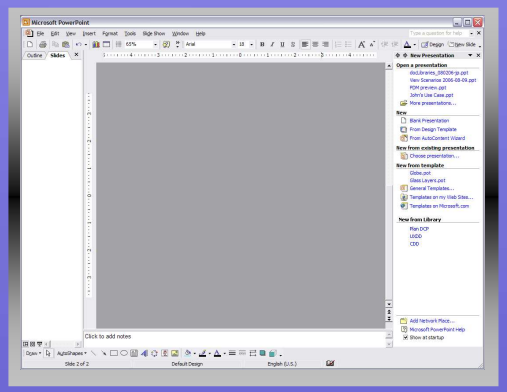
Windows Explorer / "My Documents"



Lotus Sametime®



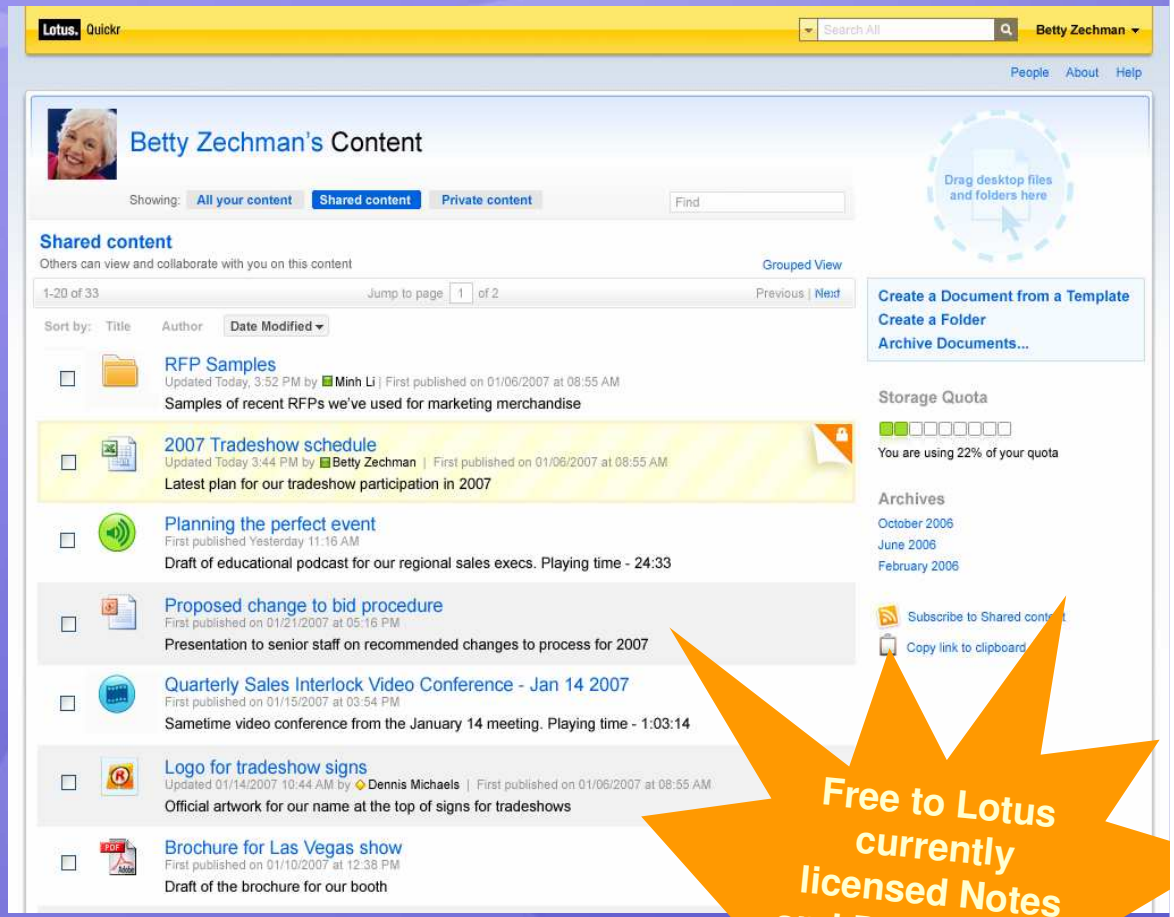
Microsoft Office / IBM Productivity Editors



Lotus Quickr 8 -- Personal Edition

Personal Edition provides a "starter set" of ***Lotus Quickr*** *capabilities*

- Fast and easy on-line personal content library
- Familiar folder metaphor
  - Easily move content to secure, managed servers
  - Private content
  - Shared content
- Getting started is just an e-mail click away
- Includes **Lotus Quickr connectors**
- Planned availability 2H '07



Free to Lotus currently licensed Notes and Domino Web Access users!!

First

Ready-for-Business

SOCIAL SOFTWARE

IBM

Introducing

Lotus Connections

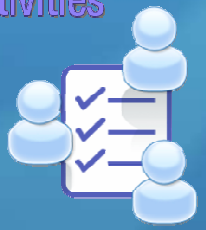
Profiles

Communities

Blogs

Bookmarks

Activities



IBM

Lotus Connections

at work in IBM

- Profiles
- Communities
- Blogs
- Bookmarks
- Activities

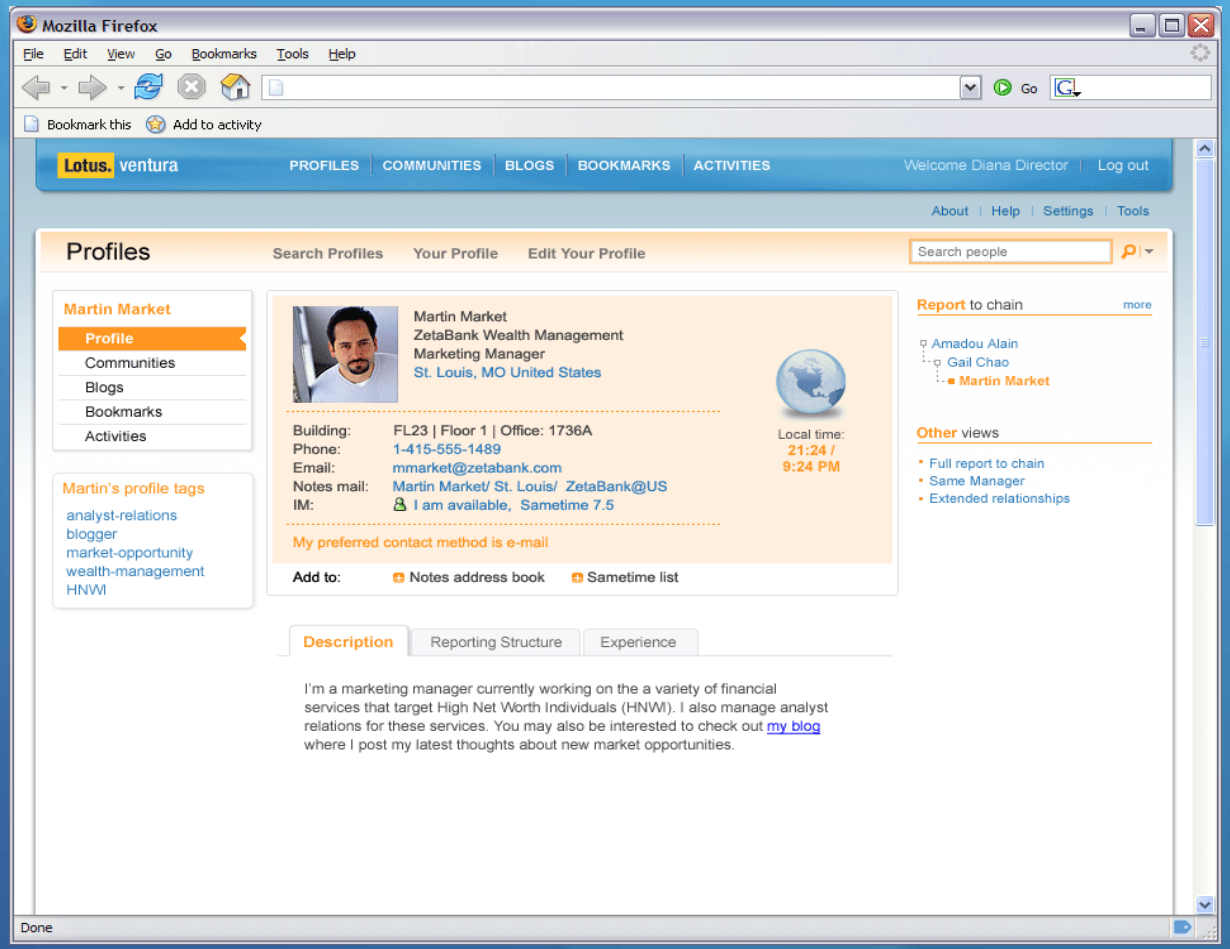
IBM's internal BluePages: 475,000 profiles and 6 million searchs per day

IBM Community Map hosts over 700 communities

IBM's BlogCentral hosts over 27,000 weblogs

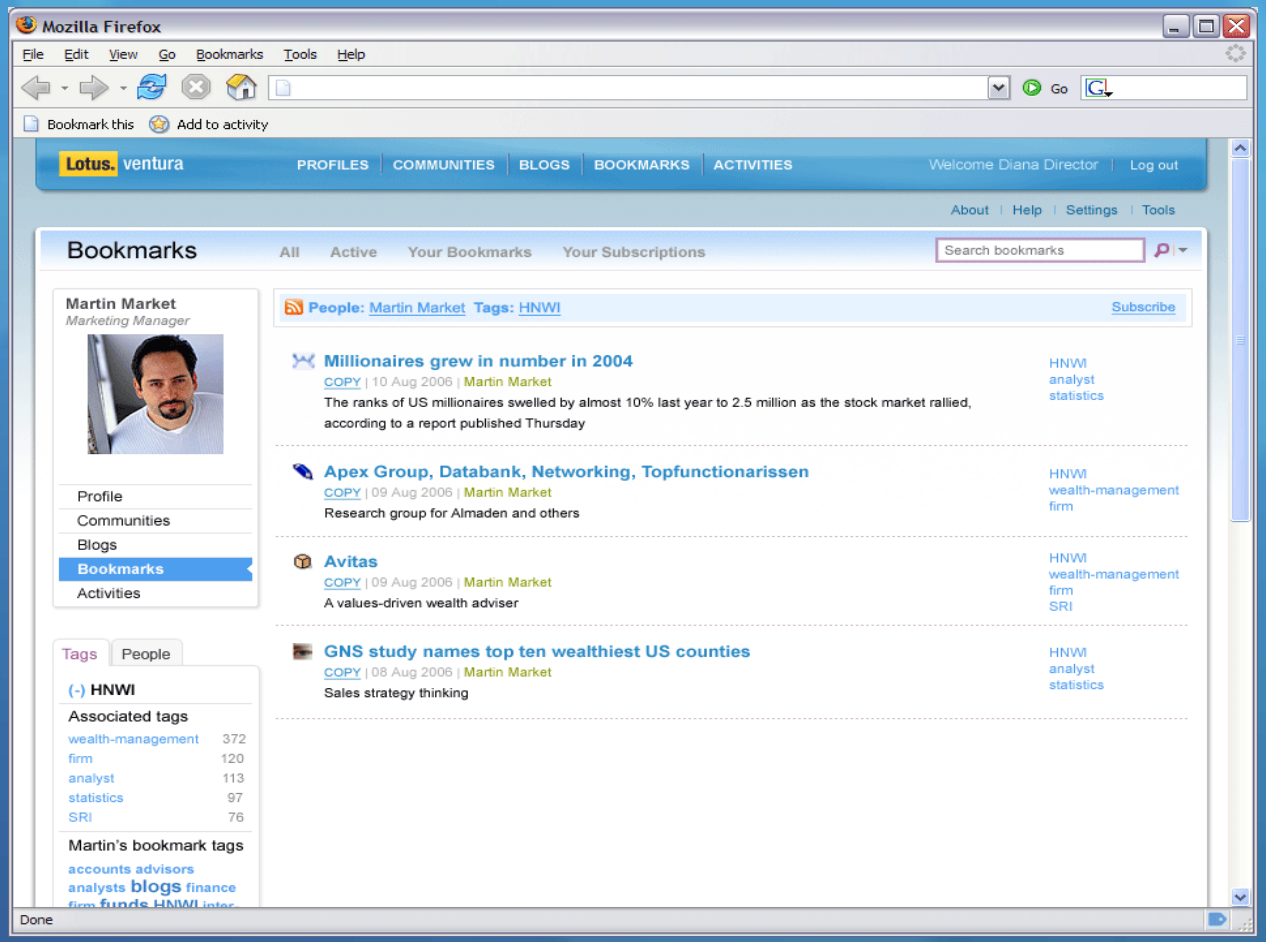
Profiles for Business Users

- See basic profile information including names, pictures, pronunciation, reporting structure and time zone
- View reporting chains to see the structure of your organization
- Search for people by name, expertise or keyword to locate someone with the experience and knowledge you need
- See a summary of qualifications for each profile



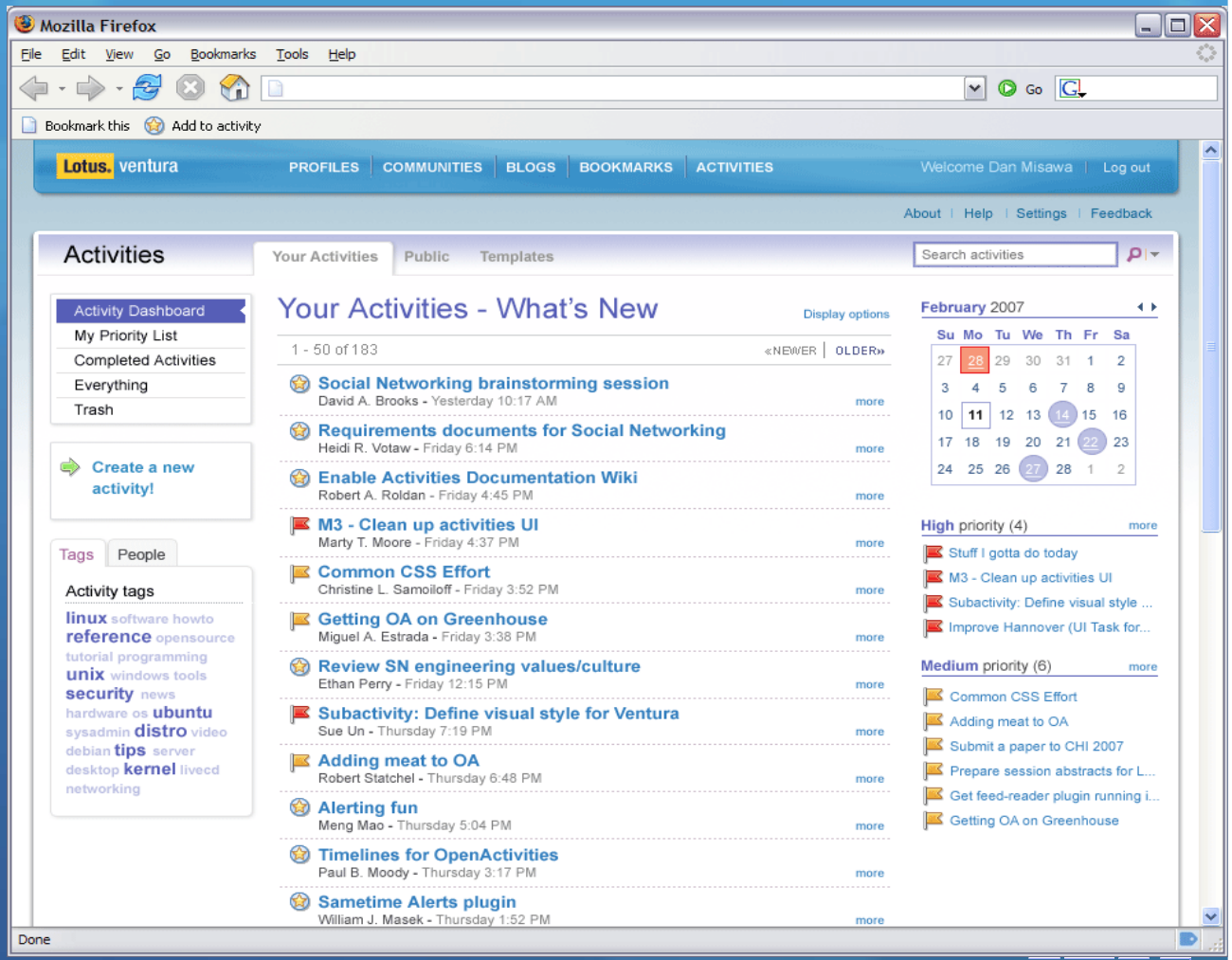
Social Bookmarking for the Enterprise

- Organize Web pages by tagging them with as many keywords as you want
- Connect people and amplify the power of working together
- Discover people and resources with similar interests
- Subscribe to your co-workers' bookmarked Web pages



Managing and Organizing Your Work

- Organize all the people, work and collaborations associated with a business activity in a single place
- Access the Web-based Activities dashboard from anywhere, or use plug-ins to extend your existing collaboration tools
- Share files and Web links, post messages, track to-do lists and manage your deadlines



Flexibility of client context

Mobile
- Device-side components
- Synchronization

Portal
- Personalization
- Aggregation

Integrated collaboration
- E-mail, calendar and applications
- Offline support

Web
- Ajax
- Mashups

Real time
- Chat
- Web conference
- VoIP

IBM®

Integrated collaborative capabilities in Notes

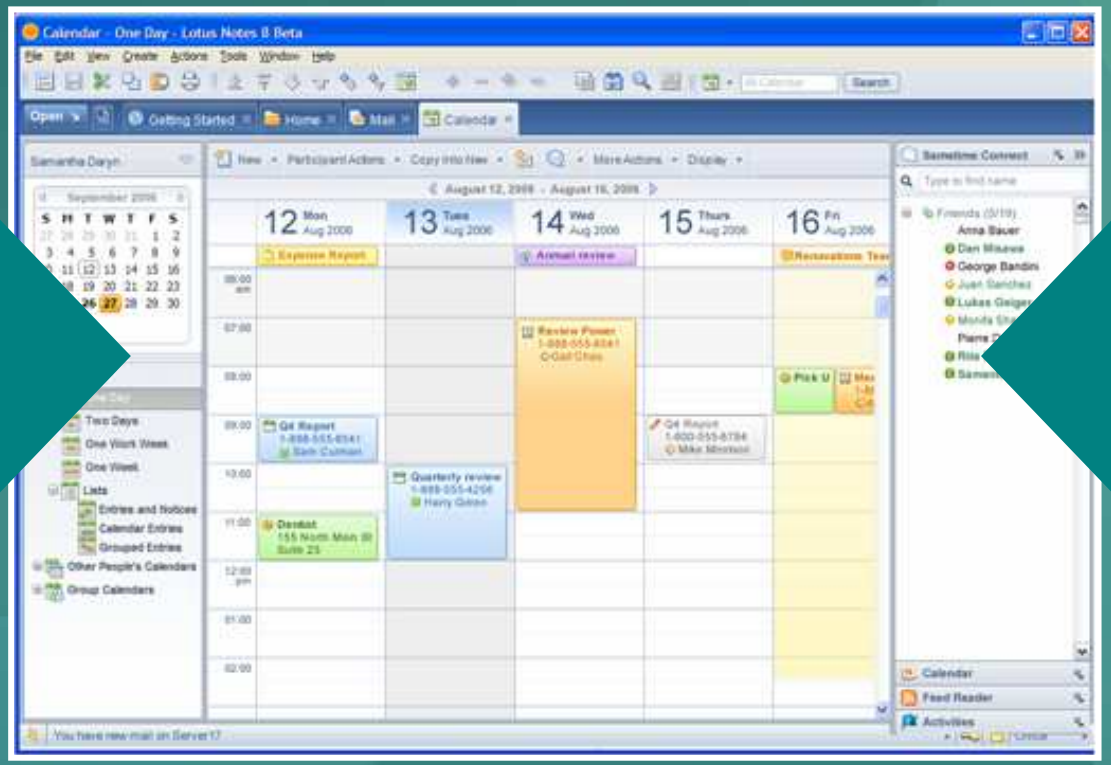
Access to information and expertise in multiple contexts

Bookmarks

Personal profiles

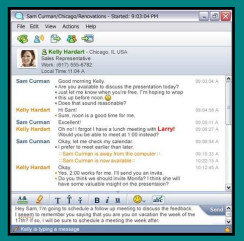
Communities

E-mail / calendar



Blogs

Instant messaging



Activities

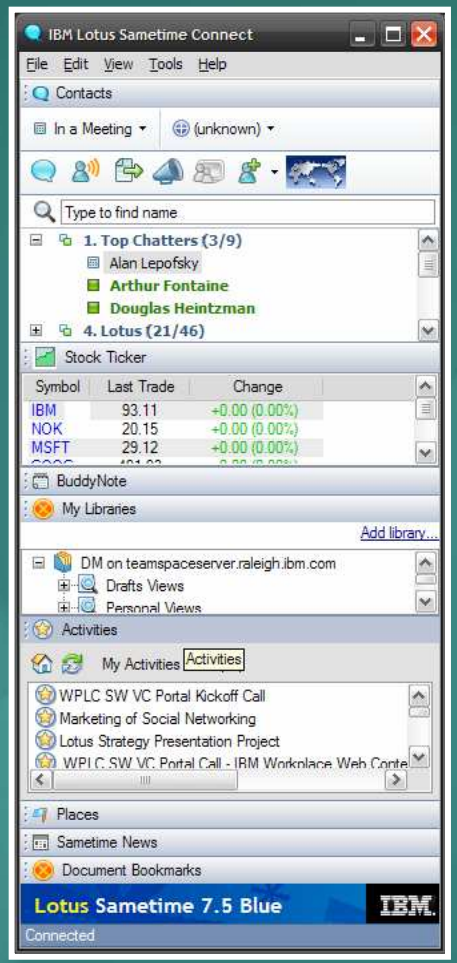
Integrated collaborative capabilities in Sametime

Access to information and expertise in multiple contexts

Bookmarks

Personal profiles

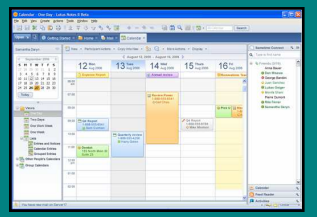
Communities



Instant messaging

Blogs

E-mail / calendar



Activities

Integrated collaborative capabilities in Portal

Bookmarks

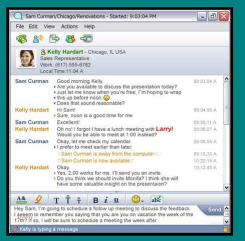
Personal profiles

Communities

Web-based portals

Blogs

Instant messaging



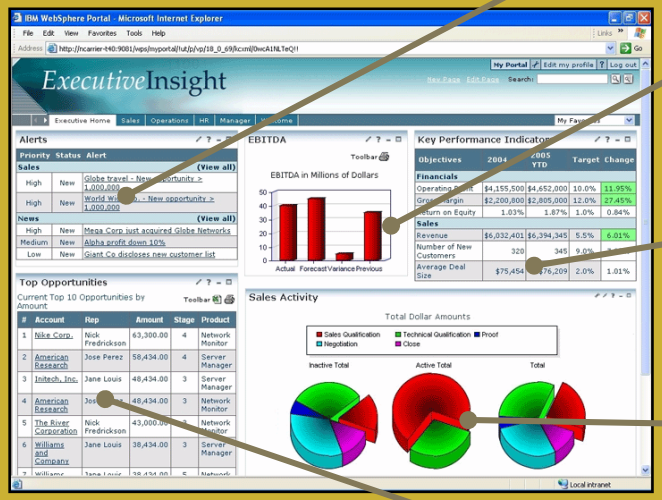
Activities

Mashups for business

- Build and deploy next-generation composite applications
- Leverage easy-to-use composite application templates
- Customize interfaces easily
- Get high value for low cost—quickly
- Take advantage of client and server frameworks

Domino and WebSphere Portal

Composite application framework



External feeds and services

Business Partner / supplier information

Ad hoc fit for purpose applications

Business intelligence

Long-lived corporate IT applications

Lotus Expeditor 6.1

IBM

A SINGLE Composite Application Programming Model

WebSphere® Portal Version 6.0

Lotus® Sametime

Lotus® Notes

Lotus® Domino

8

Lotus® Expeditor 6.1

Lotus® Expeditor 6.1

Lotus® Expeditor 6.1

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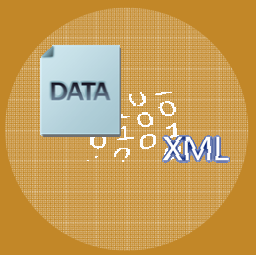
Composite application and integration services

Composite application framework

Business process

Information



IBM

Lotus
software

IBM