Lotusphere 2006

FUTUREINSIGHT

Lotusphere® 2006 – our 13th Annual Conference

The Place to Be

6,000 ATTENDEES

- Overall Attendance Up Double Digit *YTY*
- Business Partner Attendees Up 40%
- Product Showcase *SOLD OUT*
- Sponsorship and exhibitor spots at capacity
- 20% Growth in Exhibitor Attendance
- 10% Represents First Time Attendees
- 70%+ Increase in partner announcements
- 773 Lotus Products and WebSphere Portal certifications issued, an increase of over 63%

Lotus. software

Our mission…

*Make **more** people…*
***more** productive…*
in the context of what
*they do…**everyday***

Notes licenses up:

over 125M

licenses sold

Total Notes/Domino 7 downloads

71,575

Notes licenses up:

over 125M

licenses sold

+12% yty growth in **Portals**

intelligent enterprise

"Best Portal Platform"

bowstreet

Total Notes/Domino 7 downloads

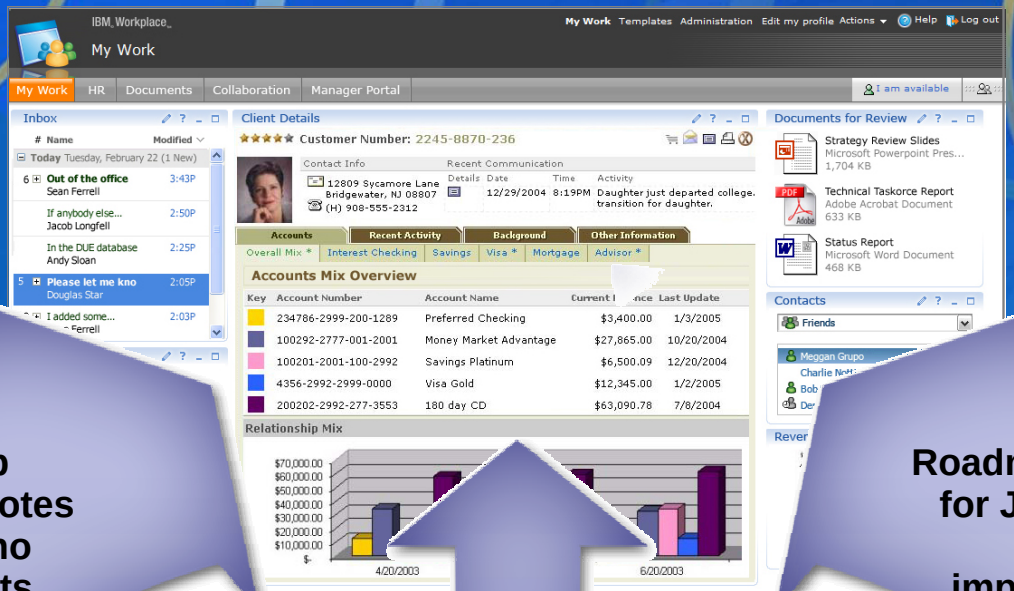
71,575

"Adding Bowstreet complements IBM's sharpened focus on business services..."

2,895
end of year
Workplace Customers
triple digit growth
750
Business Partners
enabled on WSE

Converging Markets

Different Starting Points, Common Destination



Roadmap leveraging Notes and Domino investments

Roadmap optimized for J2EE / portal-centric implementation

Lotus Notes®/Domino® Trajectory

WebSphere® Portal Trajectory

New customers

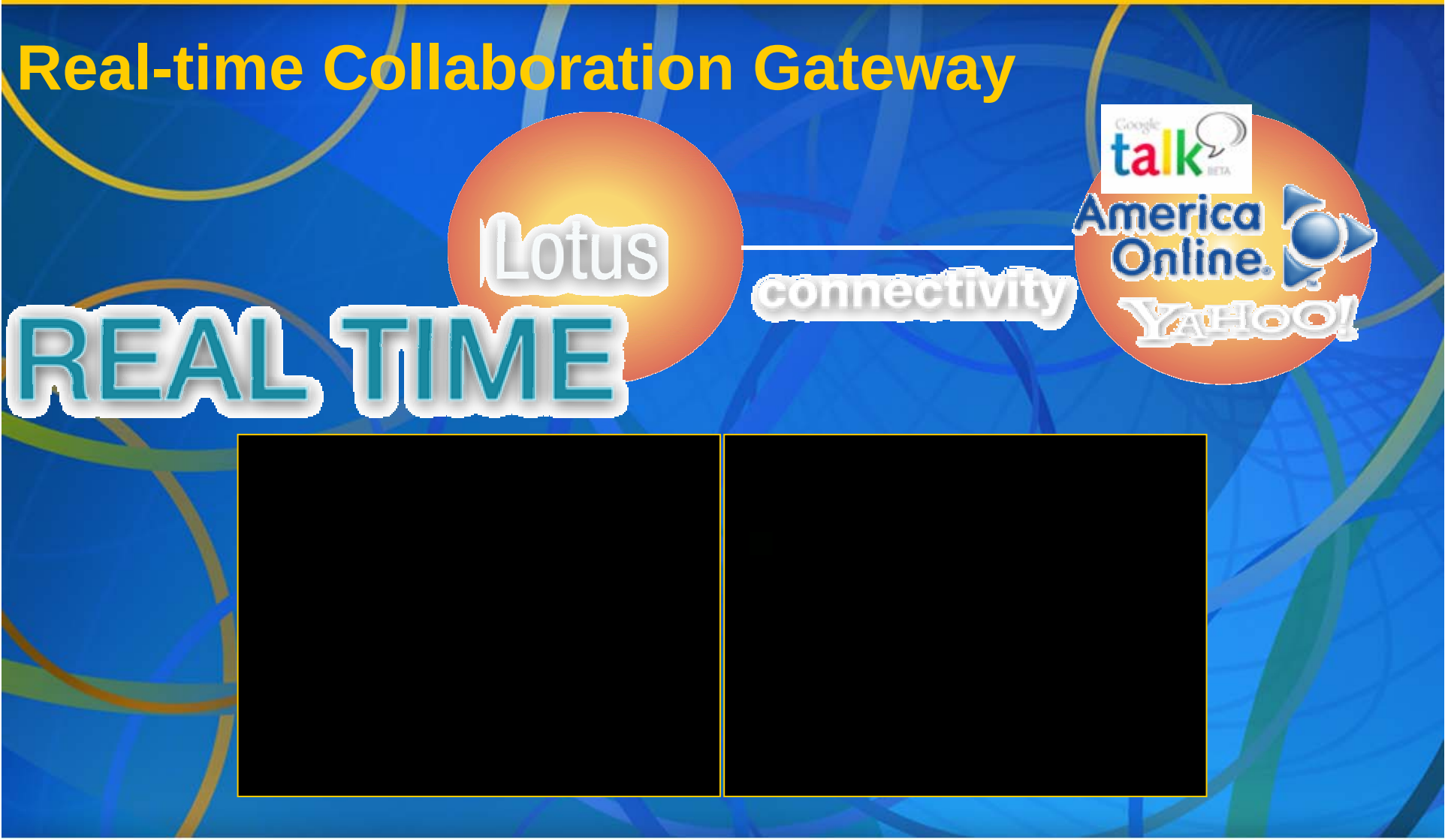
Point technology/solutios

FUTUREINSIGHT

Lotusphere 2006

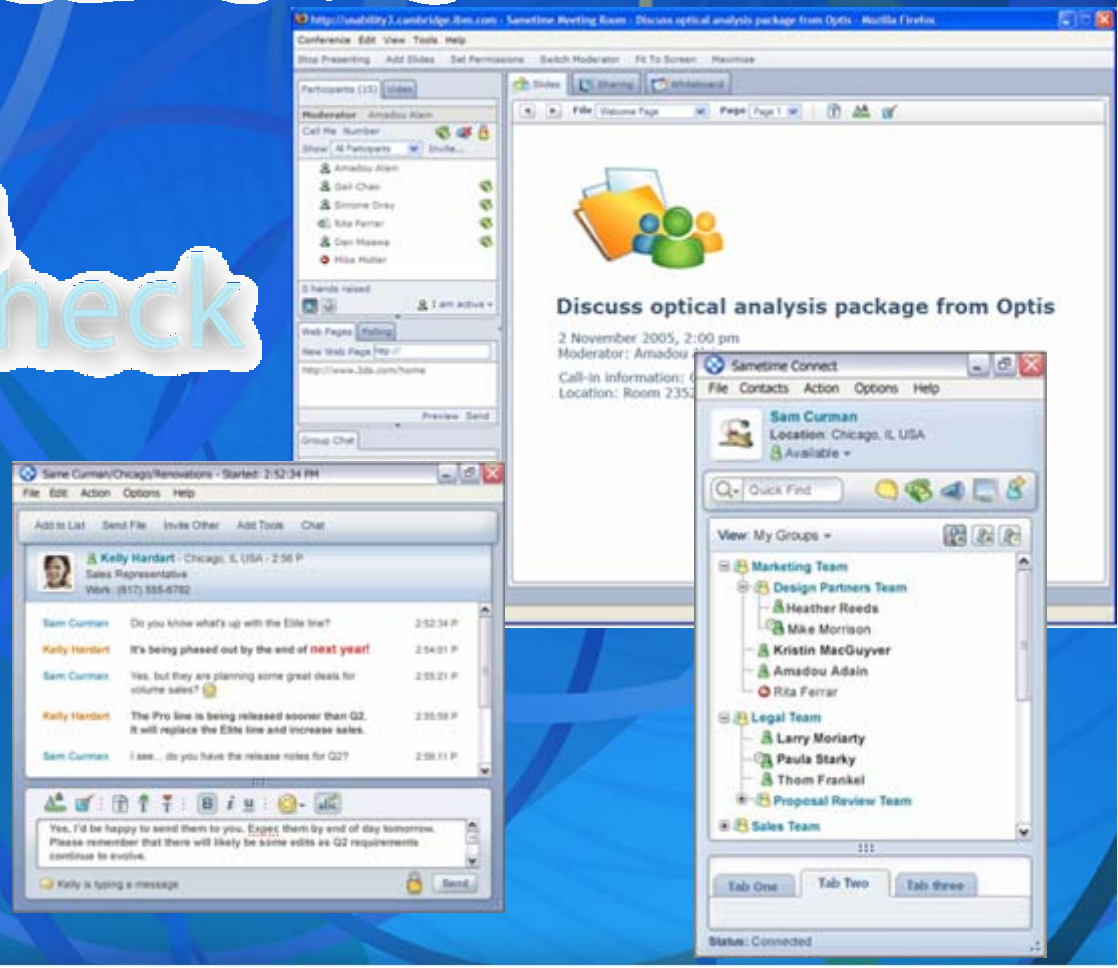
FUTUREINSIGHT

Real-time Collaboration Gateway



IBM Lotus Sametime 7.5

rich text
time stamps
spell check
dancing GIFs
type-ahead searching
spell checking
location awareness
photo business cards
voice-chat
VoIP



IBM Lotus Sametime 7.5

any time

AVAYA

SIEMENS

any person

TANDBERG

NORTEL

any place

POLYCOM

any means

PREMIERE GLOBAL SOLUTIONS

RICH CONTEXTUAL COLLABORATION: Telephony API

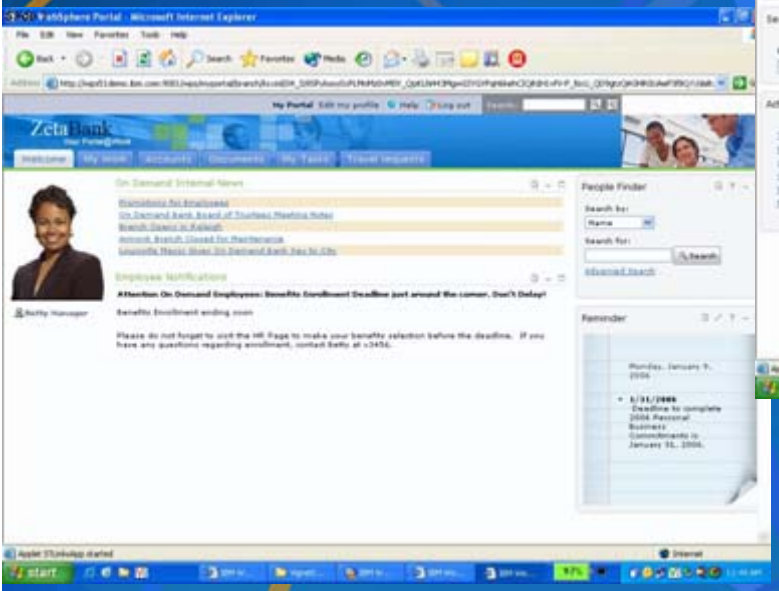
Lotusphere 2006

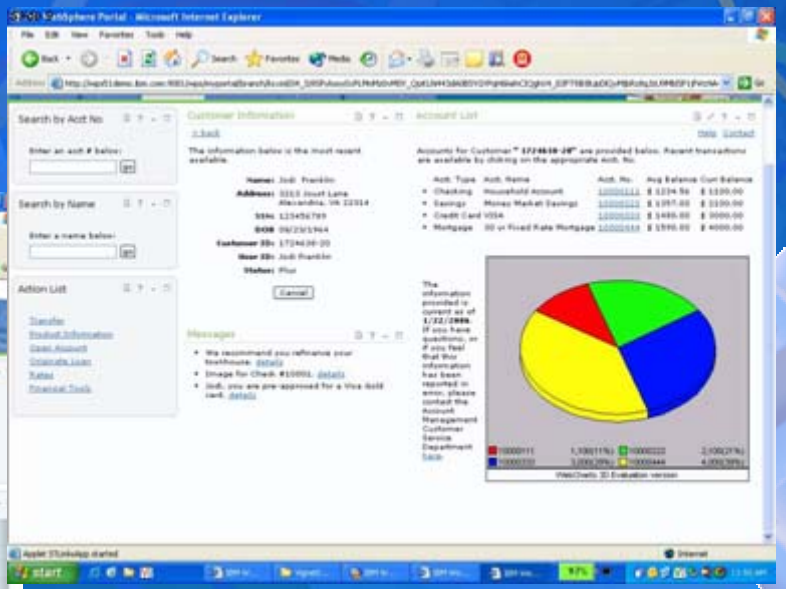
FUTUREINSIGHT

IBM WebSphere Portal Continues To Dominate

The Next Generation Portal Will Step It Up Further

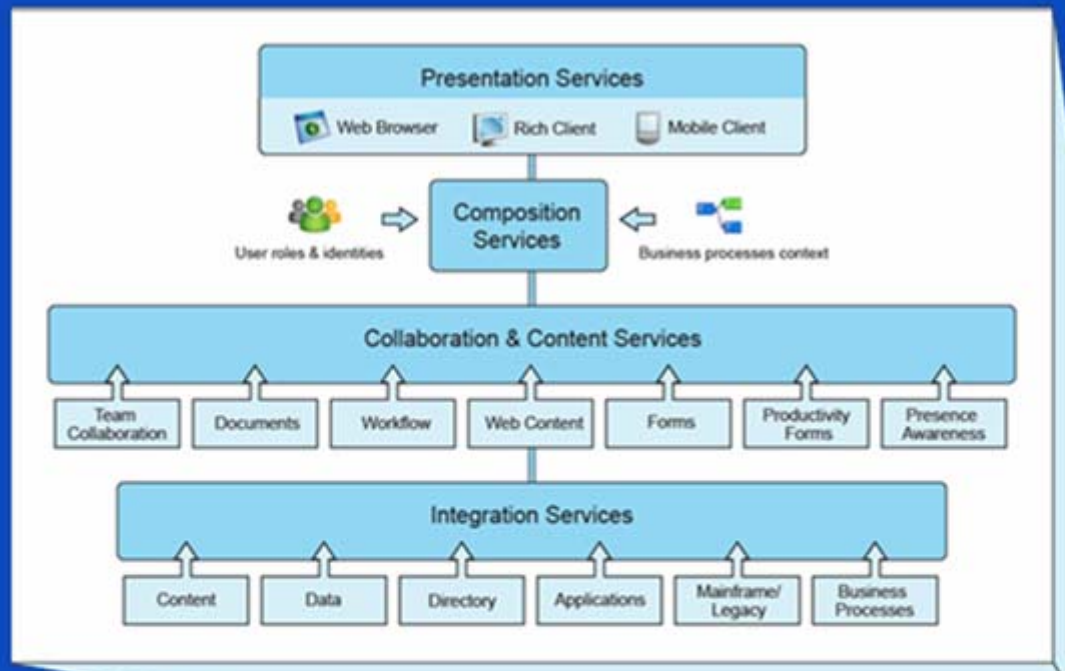
- **IBM is the recognized leader in the portal market**
  - **#1 market share position**

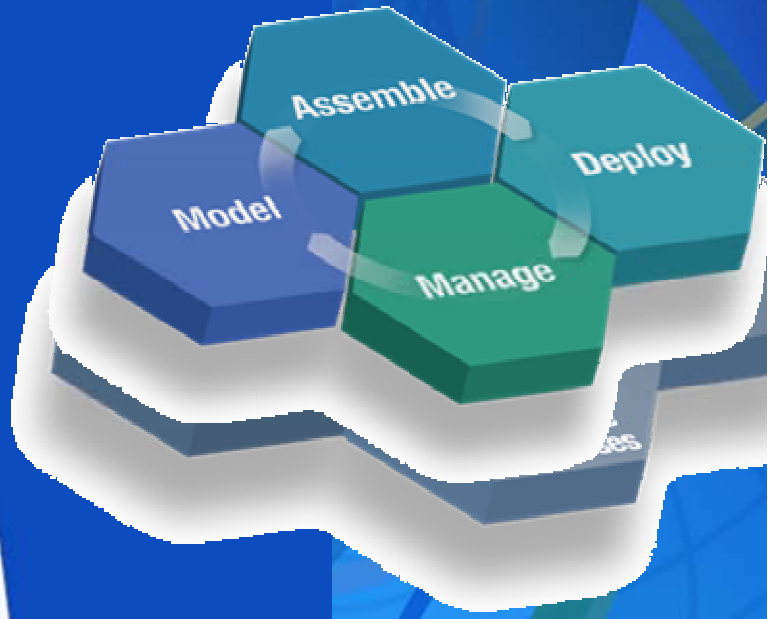




Over 4,000 enterprises depend on WebSphere Portal

Front End to Services Oriented Architecture





Upcoming IBM WebSphere Portal 6.0 Themes

- Establish Portal as an application development platform with an innovative and differentiated programming model
- Make Portal even simpler to administer and customize
- Continue content integration across Portal
- Improved operations and deployment
- Integration with IBM Workplace Designer
- New look & feel
- Core technology evolution
- Support for disconnected portlets & rich managed clients

Expanding Product Line with Bowstreet Family of Products

- **Accelerate**: Portlet Factory allows for faster WebSphere Portal deployment, requiring lower-order development skills than other tools
- **Respond**: Help organizations large and small to create *dynamic* portal solutions, that are easy to modify as market conditions dictate
- **Strengthen**: Fortify the overall IBM SOA tooling advantage with the compelling value of Portlet Factory

Lotus ADVISOR AWARD EDITORS' CHOICE 2005 | CRN BEST IN SHOW | WebSphere ADVISOR GOLD EDITORS' CHOICE 2003 | 2004 APEX AWARDS for Lotus e-PRO MAGAZINE WINNER

Available Dashboards

- Executive
- Sales

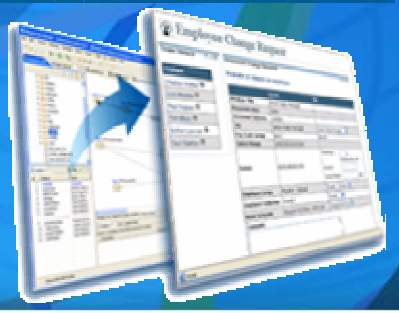
Workplace Dashboards

- Alerting
- Charting
- Reusable Design Components
- Business User Configuration
- Common Administration

Dashboard Framework

Portlet Factory Tooling

- Rapid App Dev (RAD)
- Service-oriented architecture
- Integration Extensions including Domino
- Profiling engine



IBM Workplace Forms

Presentation Layer

- Pixel-perfect to duplicate paper forms
- Guided-interview or wizard driven

Business Logic

- Capture forms processes in the form
- Integrate business process workflows

Data Instances

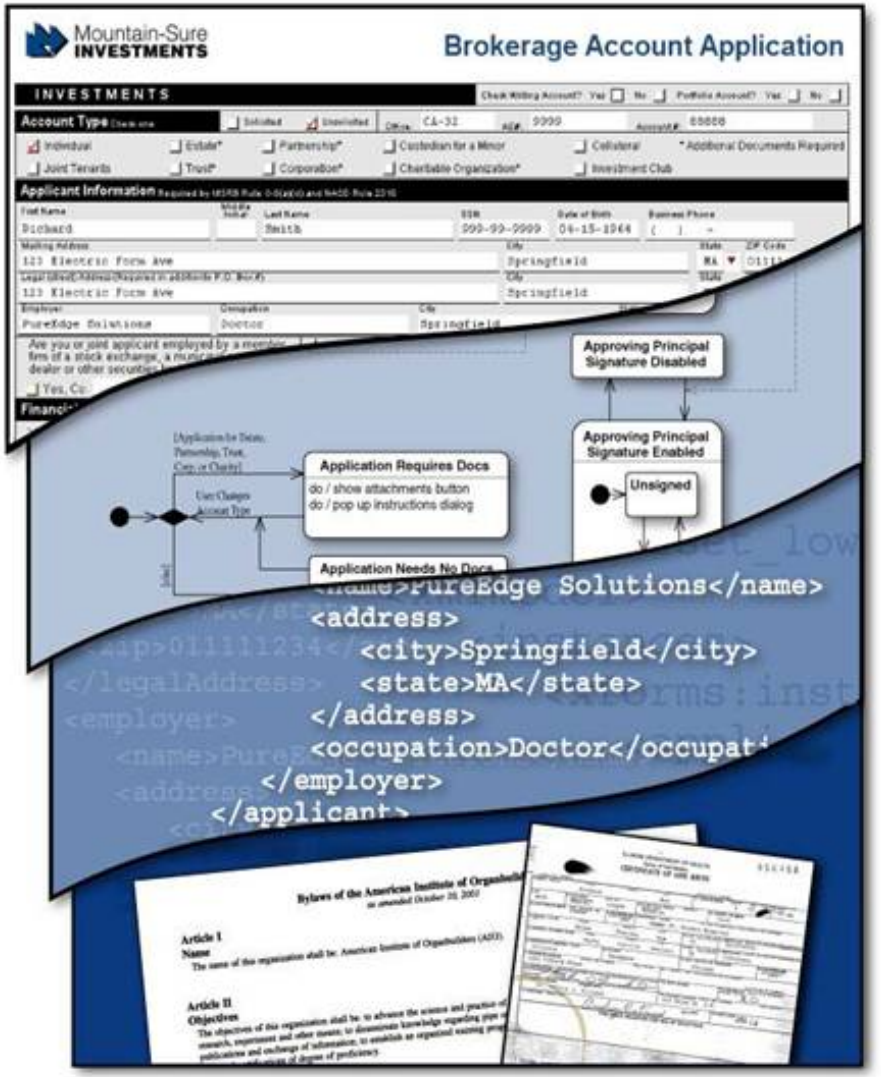
- Based on W3C XForms specification
- Multiple XML payloads for integration
- Validate against external XML Schemas

File Attachments

- Capture complete transaction
- Supplemental or associated eForms
- MS Office, videos, faxes, etc.

Digital Signatures

- Sign multiple, overlapping sections or complete form
- Use built-in signing, digital certificates or signing pads



Lotusphere 2006

FUTUREINSIGHT

IBM Workplace Collaboration Services 2.6

Simply a better way to collaborate and share across an enterprise

Ease of use...

- Single, consistent, unified interface
- Activity centric experience, based on role
- Activity Explorer - New mode of collaboration
- Masks the complexity of the business

Ease of management...

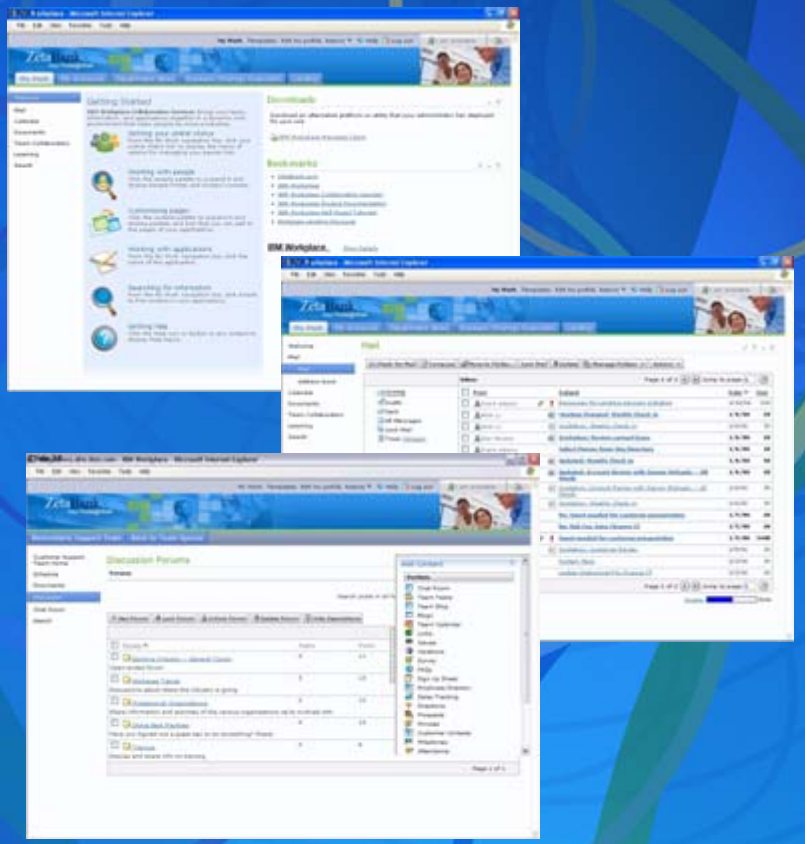
- Efficient network delivery
- Entirely managed at admin level
- Policy based provisioning

Ease of development...

- Intuitive tools available today
- Standards based

TCO...

- Choice of platforms – now including iSeries, Solaris
- Choice of clients/devices
- Full range of collaboration services available on demand



The foundation for improving the efficiency of people across your business

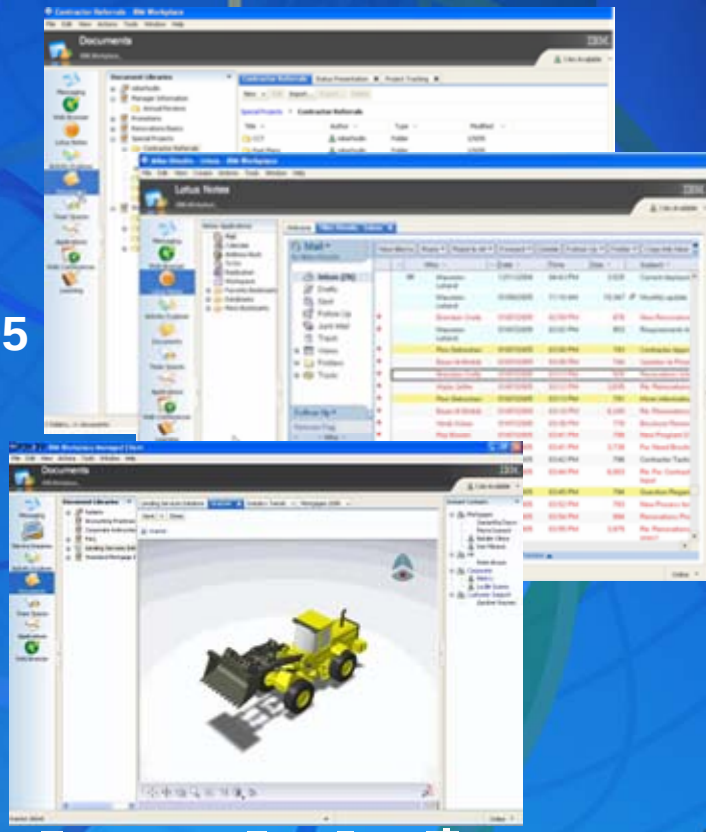
WMC Workplace Managed Client 2.6

Poised for broad adoption in 2006

- Over 20 partner applications shipping in Q1 2006 and more than 20 planned for release in Q2 2006
- Over 250 customers engaged with IBM in 2005 – pilot programs and evaluations

Workplace Managed Client 2.6 features include

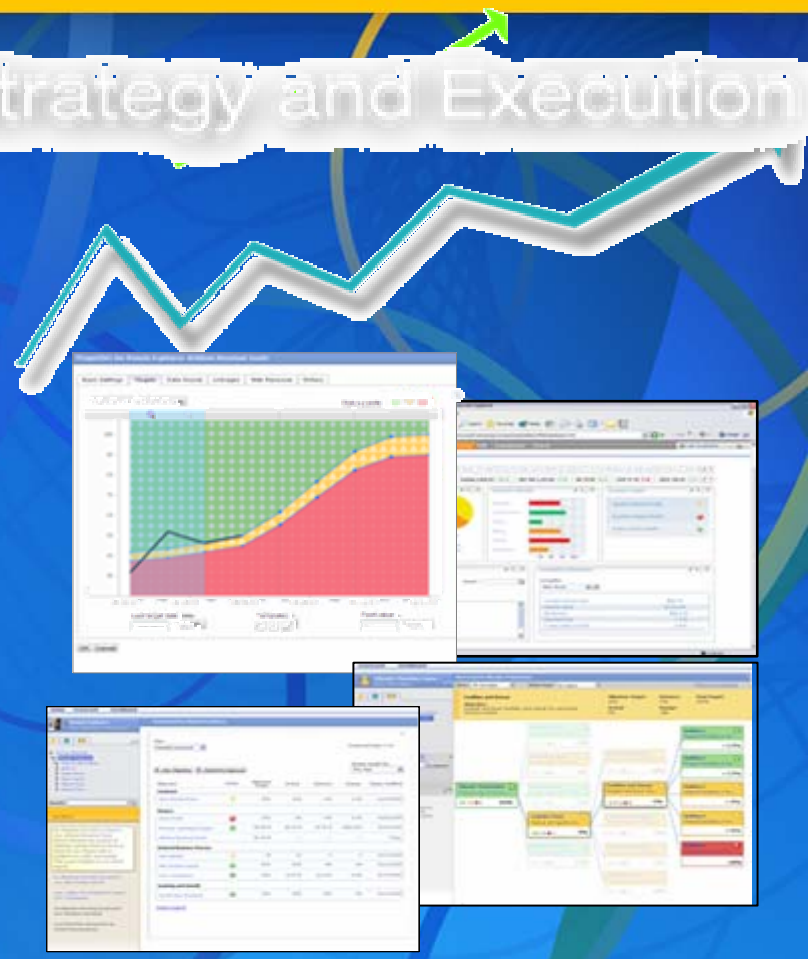
- Support for Open Document Format (ODF) as default file format
- Adds Linux Notes plug-in, bringing Linux to Notes customers
- Many enhancements based on customer feedback



standards-based platform

IBM Workplace Business Strategy and Execution

- Translates company strategy into execution
- Enables cascading, interlocking and linking specific objectives internally and externally
- Supports real time management of relevant metrics, forecasts, etc., that affect achieving objectives
- Rapid resolution of existing and projected gaps in plans to meet objectives
- Dynamic change management system to quickly push, reach agreement, and implement modified objectives
- Embedded collaborative services to support correcting objective shortfalls



Outside voices:

- Gartner: "*Although brands may evolve over time, we believe IBM is committed to "workplace" technologies and, through at least 2010, IBM will maintain or increase investments in its "workplace"-related technologies*" (November, 2005)
- Burton: *"With Lotusphere 2006, IBM made it resoundingly clear that the future of Notes is indeed Notes. The Hannover version of Notes, expected during 2007 (after wide beta testing in 2006) will have complete application compatibility with earlier releases of Notes (going back to late 1989, when Notes 1.0 was released) as well as a familiar experience for both users and developers, but it will be built on Eclipse.org-derived rich client technology (as will Sametime 7.5, expected during mid-2006), giving Notes its most significant user interface update in a decade." (February '06)*
- Ferris: *"There are lots of good new features and improvements here, and just the sort of thing that the Notes/Domino community wants to see; for example, that Lotus is working with mobile messaging vendors, or working with third parties to provide voice integration. Likewise, the demonstration of the upcoming Hannover Client demonstrates progress. All in all, the announcements clearly illustate that Notes/Domino is healthy, and has a healthy future ahead of it." (January '06)*

Ed_brill@us.ibm.com
Visit my weblog: www.edbrill.com

FUTUREINSIGHT

IBM

Lotus. software

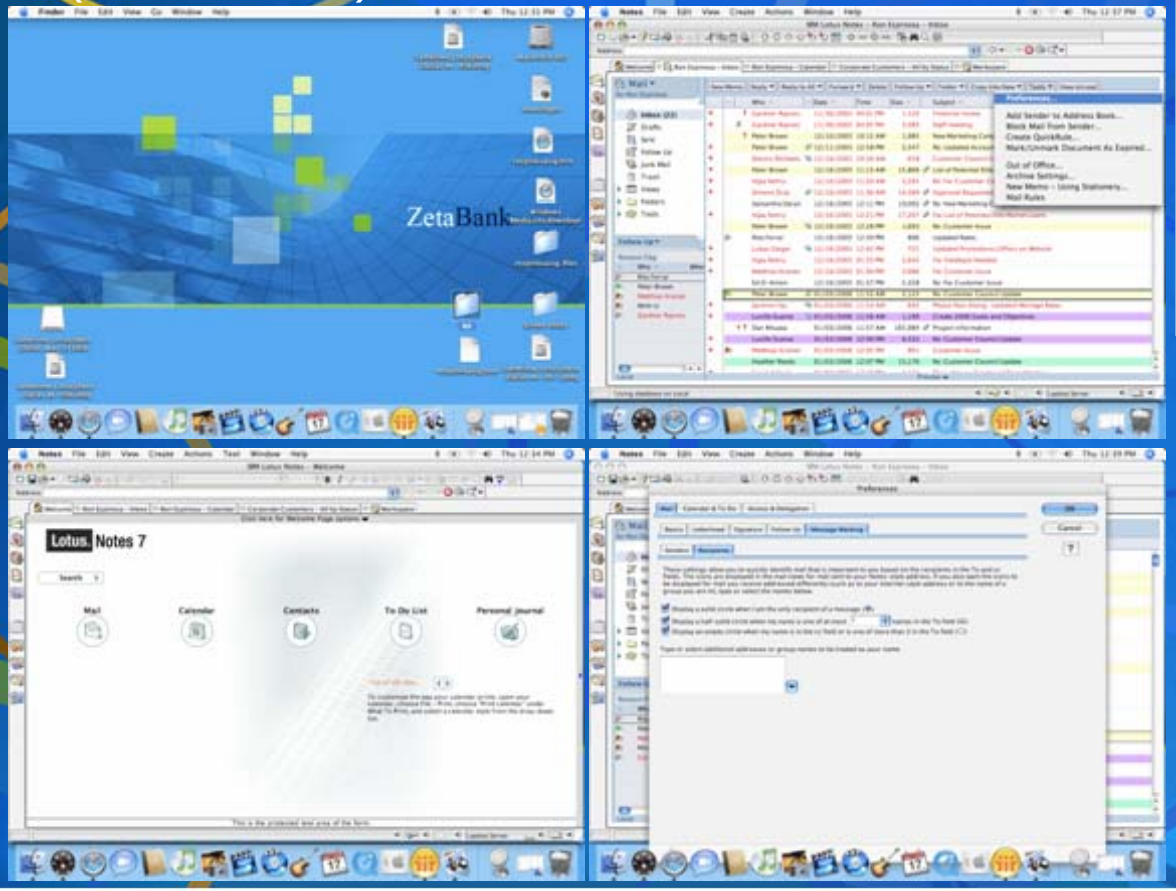
Lotusphere 2006

FUTUREINSIGHT

PLYMOUTH TUBE CO USA ®

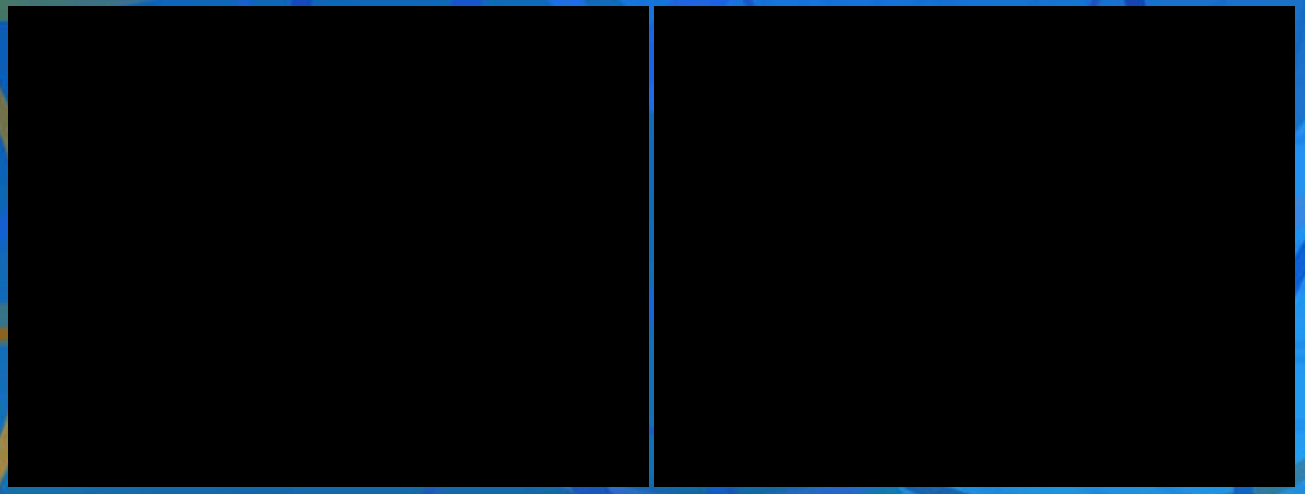
FUTUREINSIGHT

- Announcing Mac client for Lotus Notes
- Announcing Lotus Domino Web Access for Mac (with Firefox)



New Mobile Partners

- New partners in Domino ecosystem
- Expansion of existing Business Partners



Lotus Notes

IBM Lotus Notes Suite for SAP Solutions

- Extends the Domino/SAP integration capabilities **available since 1997**
- Provides out-of-the-box integration of Domino and SAP data and business processes

Complete solution includes Notes Extensions, Connector Toolkit and Workflow Integration

Solution provides

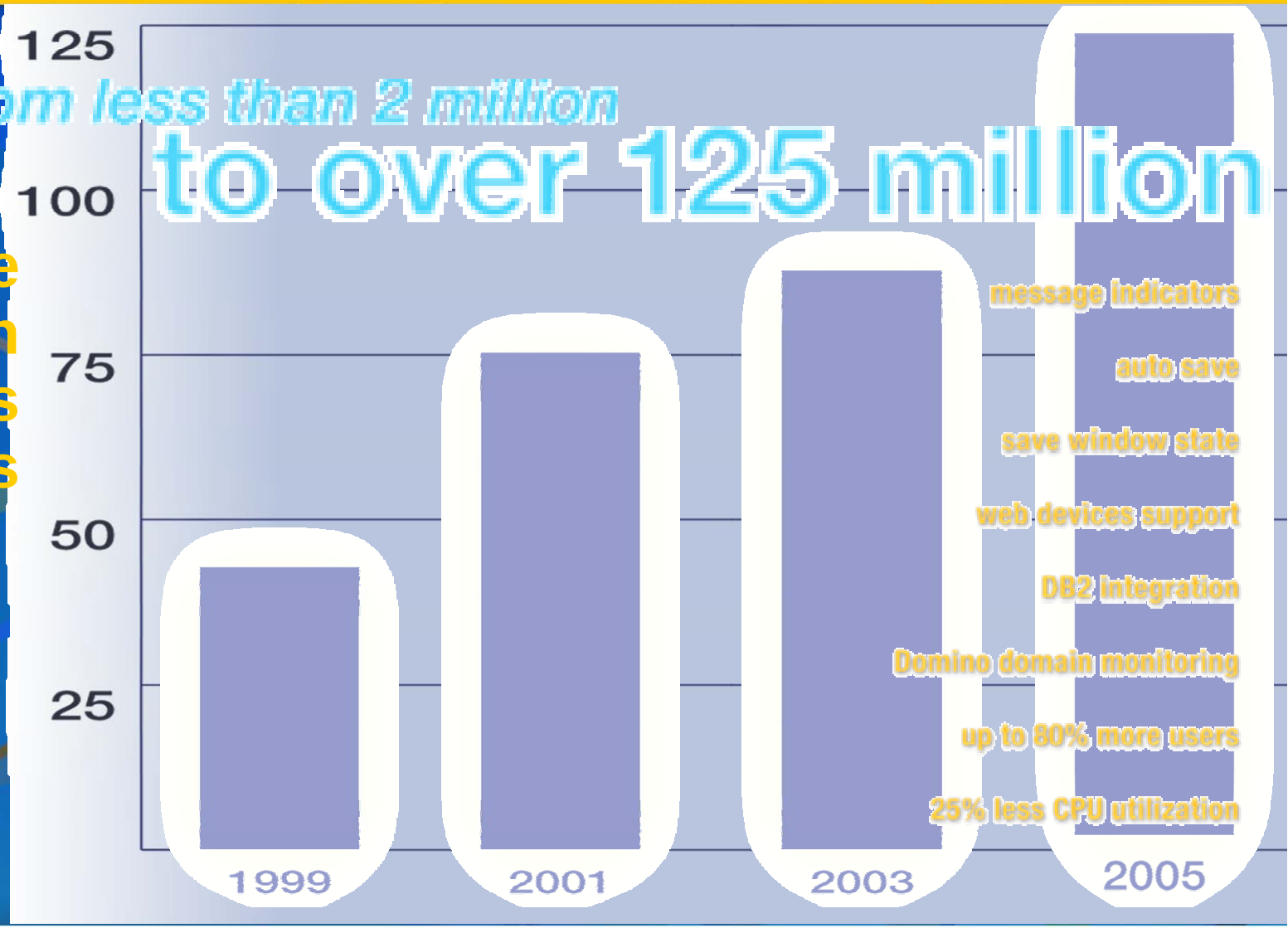
- Out-of-the-box integration for messaging and custom applications
- Single user experience within Notes
- Leverage Notes and Domino strengths in workflow to compliment SAP processes

Available H1, 2006

Lotusphere 2006

FUTUREINSIGHT

The Evolution of Lotus Notes



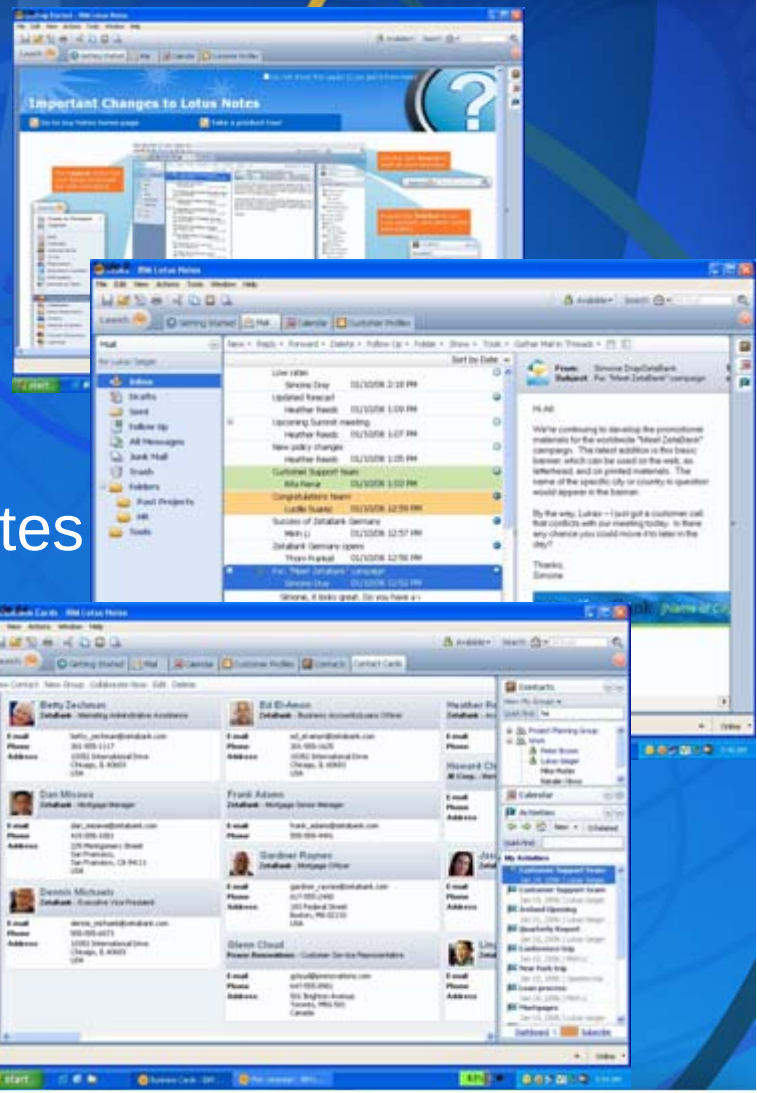
The Evolution of Lotus Notes

Domino "Next"

- New collaborative services
  - Activity-centric computing
  - New document library services
  - New team workspaces
- Support for composite applications and component provisioning services for server managed clients
- Key step in converging new Workplace technologies with the Domino server environment

"Hannover"

- The next generation of Notes
  - Expansion of capabilities and integration
  - Adapting technologies to new uses
- Extends the unique qualities of the Notes collaboration platform
  - Support for a new class of standards-based composite applications
  - Will provide server-managed technology that can be tailored for your business.



Hannover = Notes

- ALL Notes applications run
- **ALL Notes applications run**
- Only requires a Domino server
- Subscription upgrade

Hannover > Notes

- Activities
- Document management
- Composite Applications
- Java/Eclipse development environment
- Server Managed
- Support for Workplace Collaborative Services

Adding incremental value on top of IBM Workplace and WebSphere Portal

Focus
Solving a Particular Business problem vs a functional component

Accelerate
A customer's "time to value"

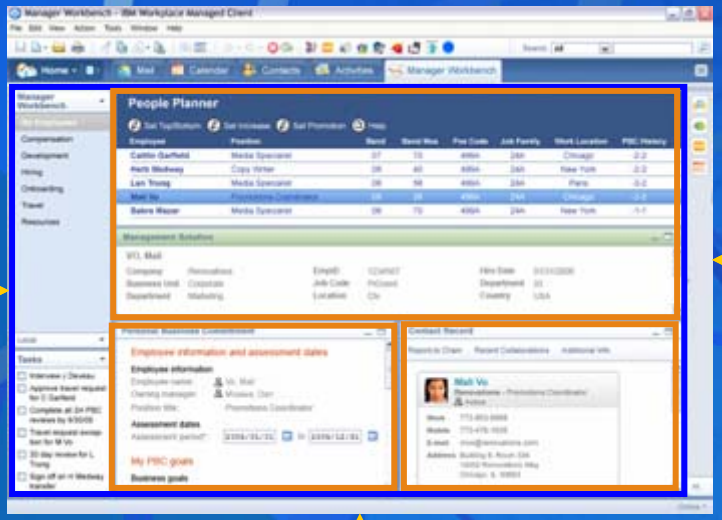
Benefits
"Out of the box" end user product

Maintains flexibility with SOA platform and tools to Extend capabilities

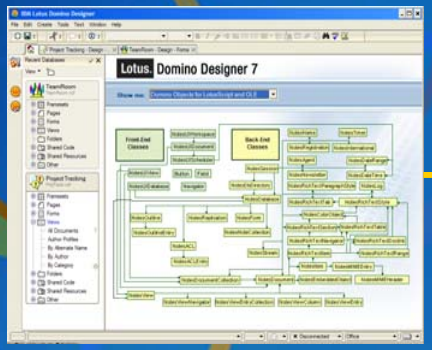
Business Oriented
Focused on emerging business needs

Components Built with a Variety of Tools, and skill levels, can be independently assembled

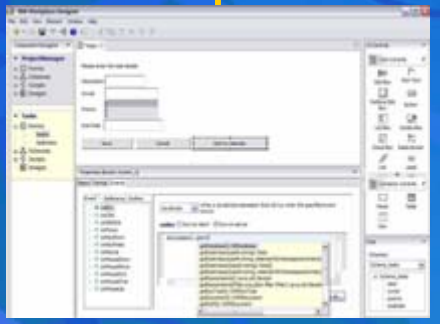
Composite built with Bowstreet Factory



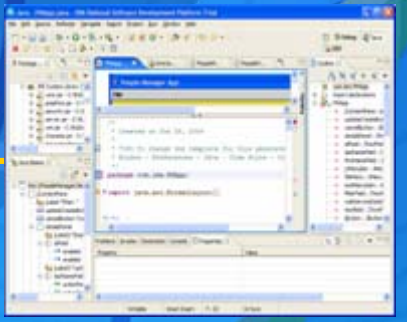
E-form built with Workplace Forms Designer



Notes applications built with Domino Designer



Collaborative applications built with Workplace Designer



Eclipse component built with Rational RAD

Lotusphere 2006

FUTUREINSIGHT

Come and See the Future Unfold!

Yellow is the new black

ed_brill@us.ibm.com

Visit my weblog: www.edbrill.com