Lotusphere 2010

Lotus knows.

Smarter software for a Smarter Planet.

Uffe Sorensen
Lotus Messaging & Collaboration Director
Central/Eastern Europe, Middle East and Africa

LotusphereComesToYou2010
Lotus knows we are coming to a city near you.

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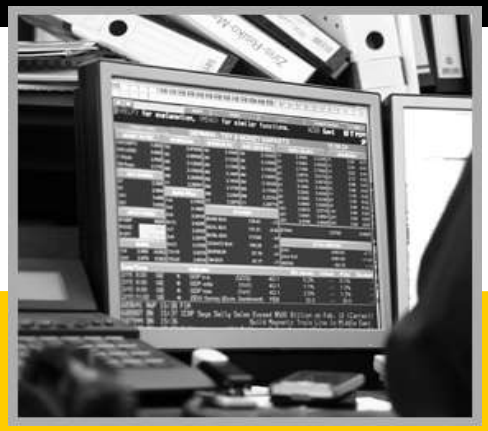
lotusknows.com



Despite the challenging economic conditions...

our community continues to innovate and build towards the future

Lotus knows.

Smarter software for a Smarter Planet.

ChannelWeb

Take A Message: It's Lotus Vs. Exchange

There were highs and lows for each platform in five key areas, but one -- pricing -- gave someone the edge

By Samara Lynn, ChannelWeb
12:26 PM EDT Mon. Jun. 08, 2009

Discuss This

Page 1 of 3

USA TODAY

IBM: More firms switching from Microsoft's Outlook to Lotus

Lotus Notes

IBM today fired a broadside at Microsoft by announcing that more corporations than ever are using Lotus Notes email program running on a Domino email server. Big Blue says Notes/Domino has quietly swiped big chunks of market

CIO

White Papers • Webcasts • Events •

MON, JUN 9, 2008 17:19 EDT

Enterprise 2.0 Faceoff: Microsoft Lags Behind IBM in Social Software

POSTED BY: C.G. Lynch in Rants
TOPIC: Applications
BLOG: Web 2.0 Advisor
CURRENT RATING:
COMMENTS: 6

IBM and Microsoft showed off their social software for businesses at the Enterprise 2.0 Conference in Boston today in a three hour session meant to compare and contrast their offerings.

While both vendors showed their products could integrate with existing e-mail systems (especially e-mail systems that they sell, such as Notes and Exchange), IBM's Lotus Connections looked, at minimum, a year or more ahead of SharePoint in its social computing capabilities out of the box.

It was a lot prettier looking, too.

InformationWeek

THE BUSINESS VALUE OF TECHNOLOGY

Enterprise 2.0: IBM's LotusLive Connections Captures Award

The winner of the show's Cloud Computing Technology Buyers' Choice Award combines business social networking with collaboration tools.

By W. David Gardner
InformationWeek
June 24, 2009 10:31 AM

moved this week to bridge the gap between current computing and social networking -- by service won the Enterprise ting other

YAHOO! FINANCE

Companies Choosing Lotus Collaboration to Work Smarter and Lower Costs

PR Newswire

ess Release
urce: IBM
Thursday June 4, 2009, 4:10 pm EDT

mpanies: International business machines corp.

Buzz up! 1 Print

MONK, N.Y., June 4 /PRNewswire-FirstCall/ -- IBM (NYSE: IBM) today announced major enterprise client for Lotus collaboration software over Microsoft as businesses seek cost efficiencies in today's economic te. Recent Lotus wins include The Coca-Cola Company, HSBC, ABB, BASF, Blue Cross Blue Shield, y Investments, Hyundai, Liberty Mutual, Linde Group, Mass Mutual, Nationwide, State Bank of India, he Hartford, among others.

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IBM

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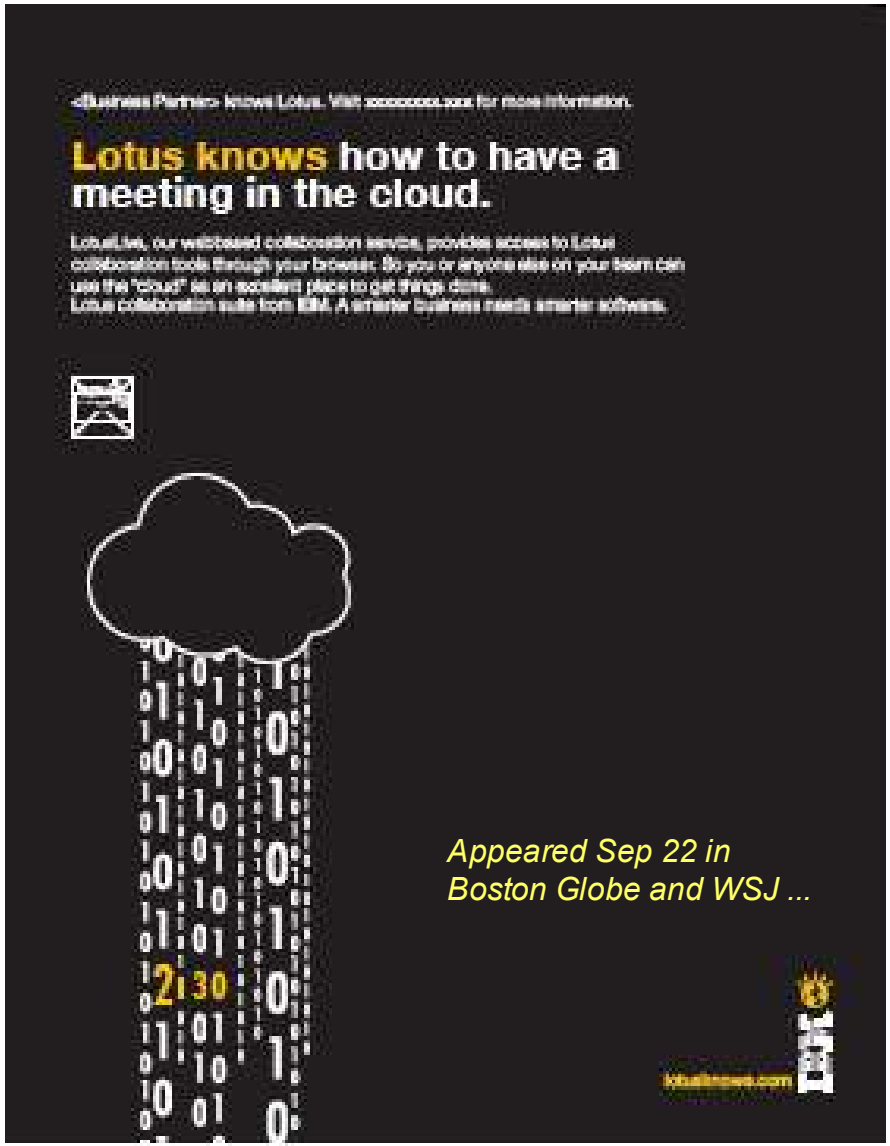
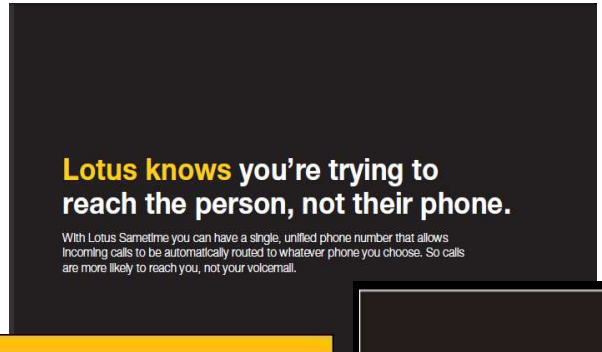
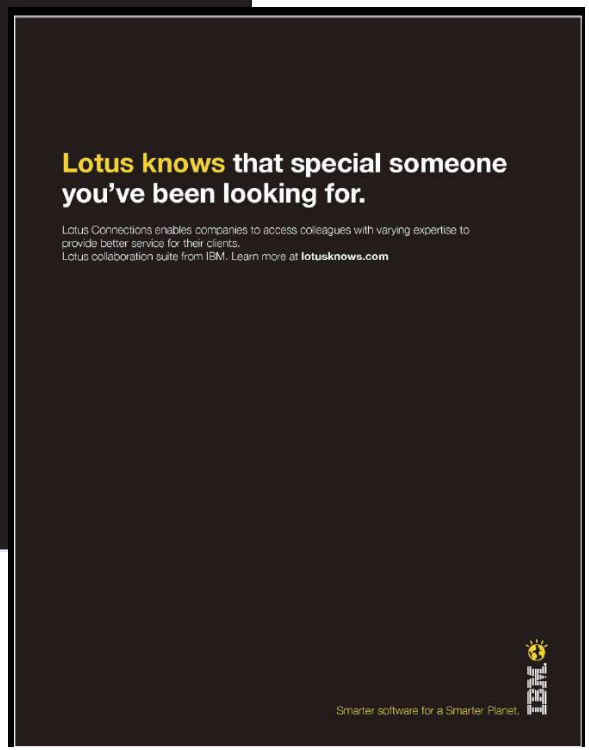


Appeared Sep 22 in Boston Globe and WSJ ...





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IBM

Hour-by-Hour Weather Forecast for Johannesburg, South Africa

°F | °C

Overview | Details | Weather Related to...

Time	Condition	Feels Like	Chance Precip	Humidity	Wind
Monday, November 16					
4 pm	**67°F** Showers	**67°F**	**40%**	65%	From N 10 mph
5 pm	**65°F** Showers	**65°F**	**40%**	70%	From NNE 10 mph
6 pm	**63°F** Showers	**63°F**	**50%**	72%	From ENE 10 mph

Check Flight Delays

Sunset 6:35 pm

Lotus knows
the closest place to meet your client is 17 inches away.

Smarter software for a Smarter Planet.

TRY LOTUSLIVE

Lotus knows.
Smarter software for a Smarter Planet.

The IBM collaboration portfolio …

growing

- Lotus Connections is the ***fastest growing software*** product in Lotus history
- Notes & Domino – **18,378 new customers** since ND 8 launched
- Portal – **#1 in WW** market share for Enterprise Portal **

**Gartner 2009

innovating

- Enterprise 2.0 "Smackdown in the Cloud" Winner
- Symphony wins every relevant award for office productivity – >12M downloads
- LotusLive delivers richest collaboration and flexibility in the market to The Cloud
- Significant improvement in ND 8.5.1 TCO from competitive offerings and prior ND releases (Forrester Research)

expanding

- ***More than half*** of Fortune Global 100 Now use Lotus Notes & Domino - 40% WW email market share**
- **120M** Sametime customers - 30% of new customers use Microsoft Outlook/Exchange
- Panasonic move to **380K LotusLive** users largest enterprise cloud adoption ever

partnering

- Market leader in mobility and business applications
- IBM invested >**$1 billion** in Linux® development
- Via partnerships LotusLive extend to over 400 million people
- Over 10,000 Notes & Domino Business Partners, and growing

salesforce.com SAP RIM LinkedIn CISCO skype NOKIA

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IBM

Lotusphere 2010

Our world is becoming
INSTRUMENTED

30 billion RFID tags… 2010

Our world is becoming
INTERCONNECTED

~2 billion people on the Web… 2011
…a trillion connected objects

All things becoming
INTELLIGENT

15 petabytes of new
information generated daily…

CREATED WITH LOTUS® SYMPHONY™

Software is used to enable every facet of the business !

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Lotusphere 2010

Software is used to enable every facet of the business ...

Significant transformative opportunity !

Our world is becoming **INSTRUMENTED**

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Lotusphere 2010

Software is used to enable every facet of the business ...

Significant transformative opportunity ...

Positive and negative disruption !

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Lotusphere 2010

Software is used to enable every facet of the business ...

Significant transformative opportunity ...

Positive and negative disruption ...

Leverage existing investments !

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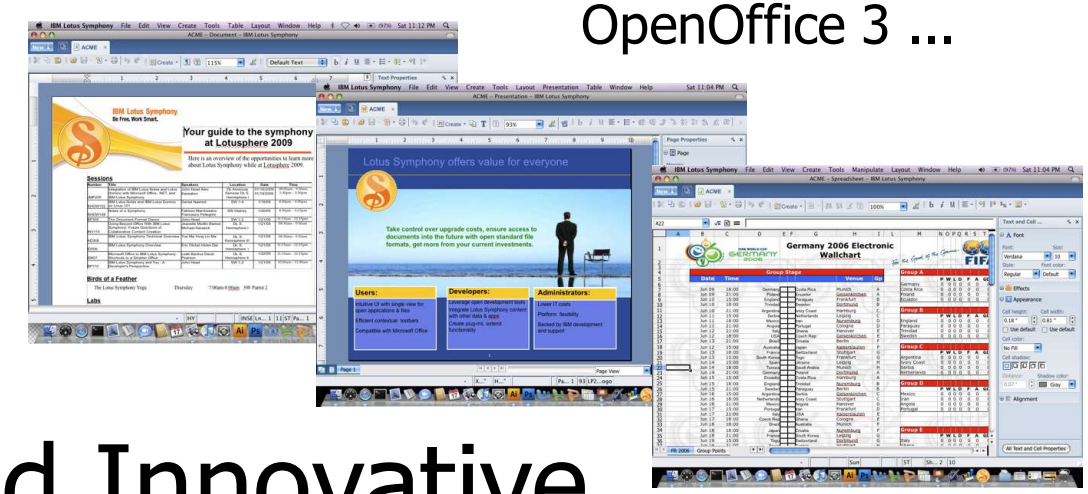
Lotus Symphony

Creating and editing content
- >12 Million downloads ... and counting
- + >145 Million Notes users ...

Symphony "Next" beta posted ...
- and now: VisualBasic scripting ...
- OpenOffice 3 ...



Microsoft Windows

Novell.

redhat

ubuntu

Free and Innovative

- Documents
- Presentations
- Spreadsheets

Lotus knows.
Smarter software for a Smarter Planet.

The Lotus business platform ...

Knowledge Worker

Informational Worker

External Partners

Universal Access

Messaging

Communicating

Connecting

Integrating

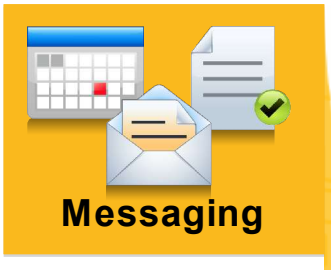
Lotus®

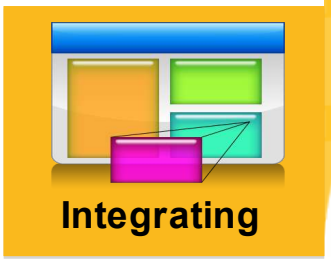
Open Standards Architecture

Business Applications

Information Management

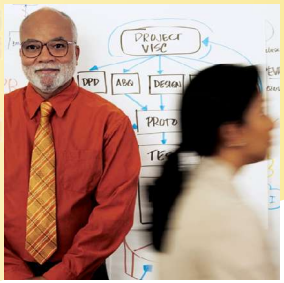
Solution delivery strategy ...





Cloud / Online

On Premise / Appliance



Collaborate in context from a single unified view ...

Unified Communications, Instant Messaging

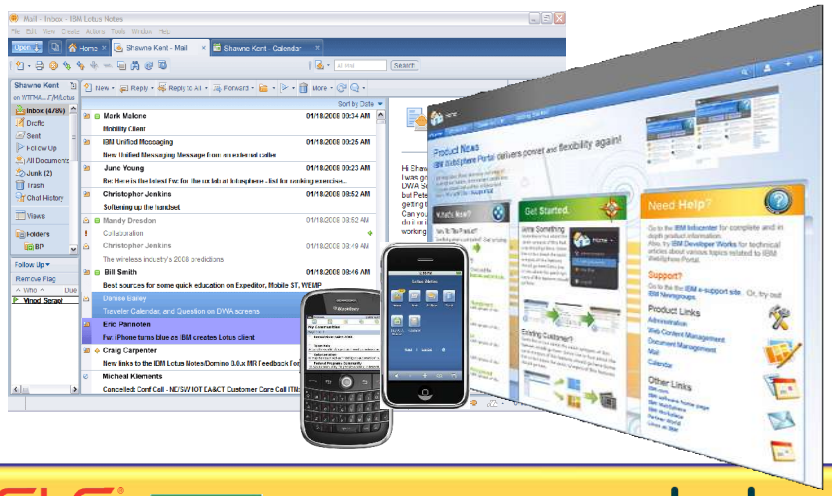
Social networking— wikis, blogs, mashups, activities

Personal and corporate content/document library

Documents, presentations, spreadsheets

Feeds, My Widgets, Live Text

Collaboration Dashboard



E-mail, calendar, contacts

Collaborative and business applications

Leveraging ALL your current investments

ORACLE DB2 SAP CISCO IBM BlackBerry FileNet P8 AVAYA NOKIA

Gartner on the Future of e-Mail ...

Analyst Matt Cain's presentation on e-mail at Gartner's 2009 Portal and Collaboration conference

Lotus Notes/Domino – drive down costs !

Savings right out of the box

- Immediate benefits available from upgrading

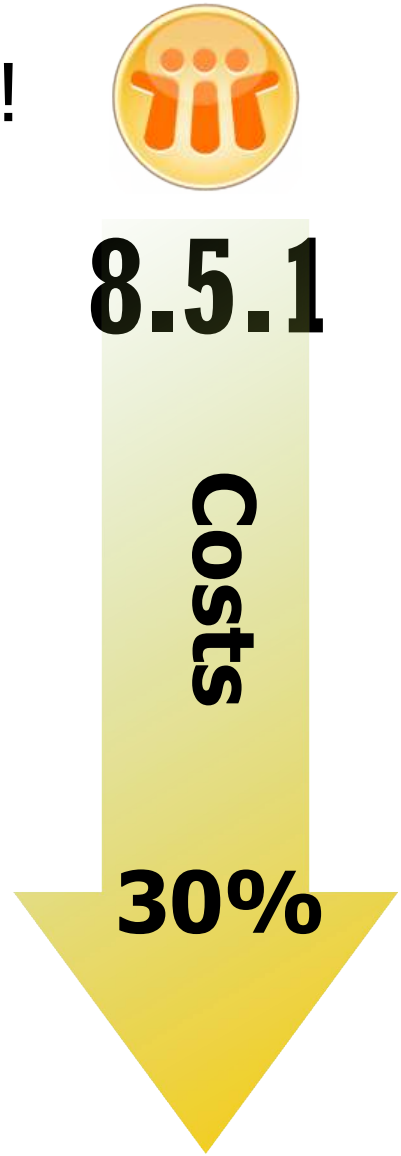
Total messaging cost savings of 30+%

- Storage costs reduced by 50%
- Administration savings of 30%
- Improved end user productivity

Leverage existing expertise, applications, and infrastructure

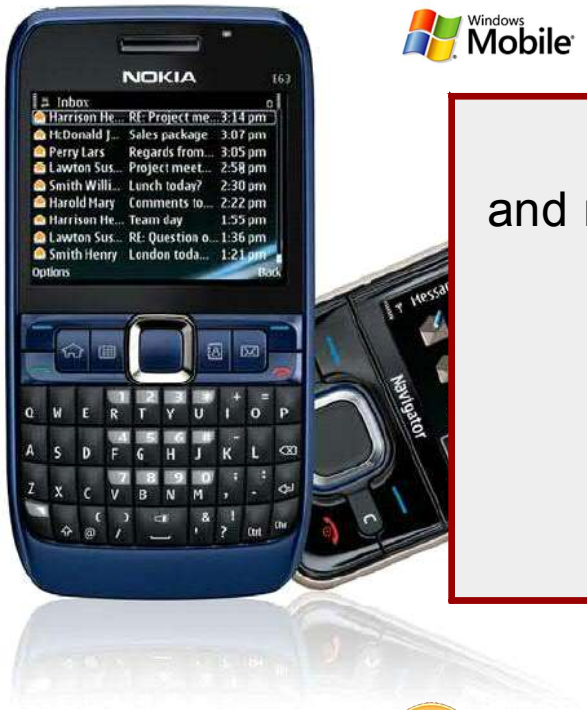
- Don't spend money reworking applications

IBM saves $$ millions yearly from reduced storage costs alone



GM Continental HSBC

The broadest mobile devices support ...



Windows Mobile symbian

and now Android ...

IBM Lotus Notes Traveler
Also available on Symbian OS

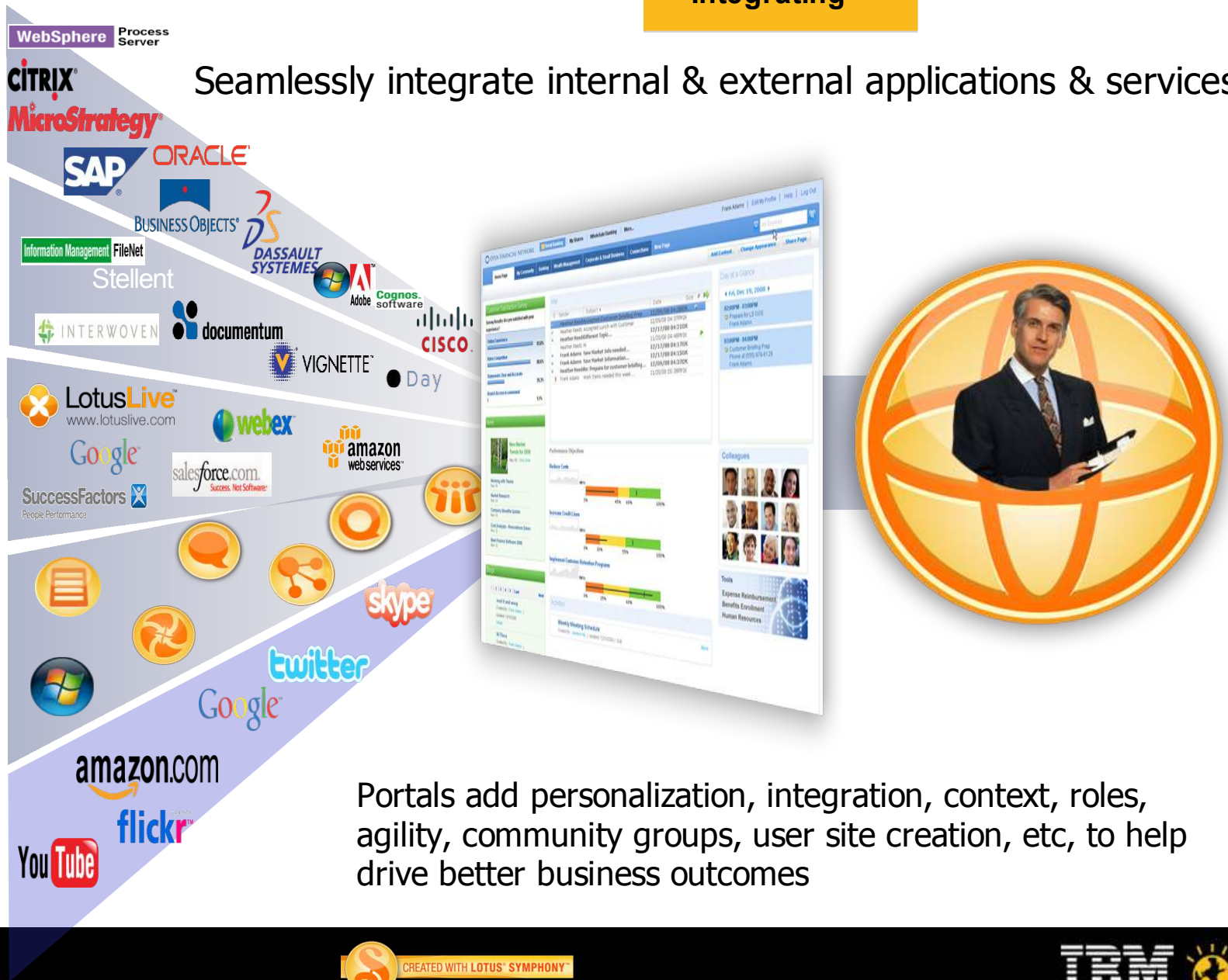
IBM Lotus Notes Traveler
Apple iPhone

Lotus Software for
RIM BlackBerry OS

Access Business Information

- Apps
- Content
- Cloud
- Collaboration
- Consumer

Seamlessly integrate internal & external applications & services



Portals add personalization, integration, context, roles, agility, community groups, user site creation, etc, to help drive better business outcomes

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Power of social networks and Web 2.0 ...

facebook

YAHOO! ANSWERS

twitter

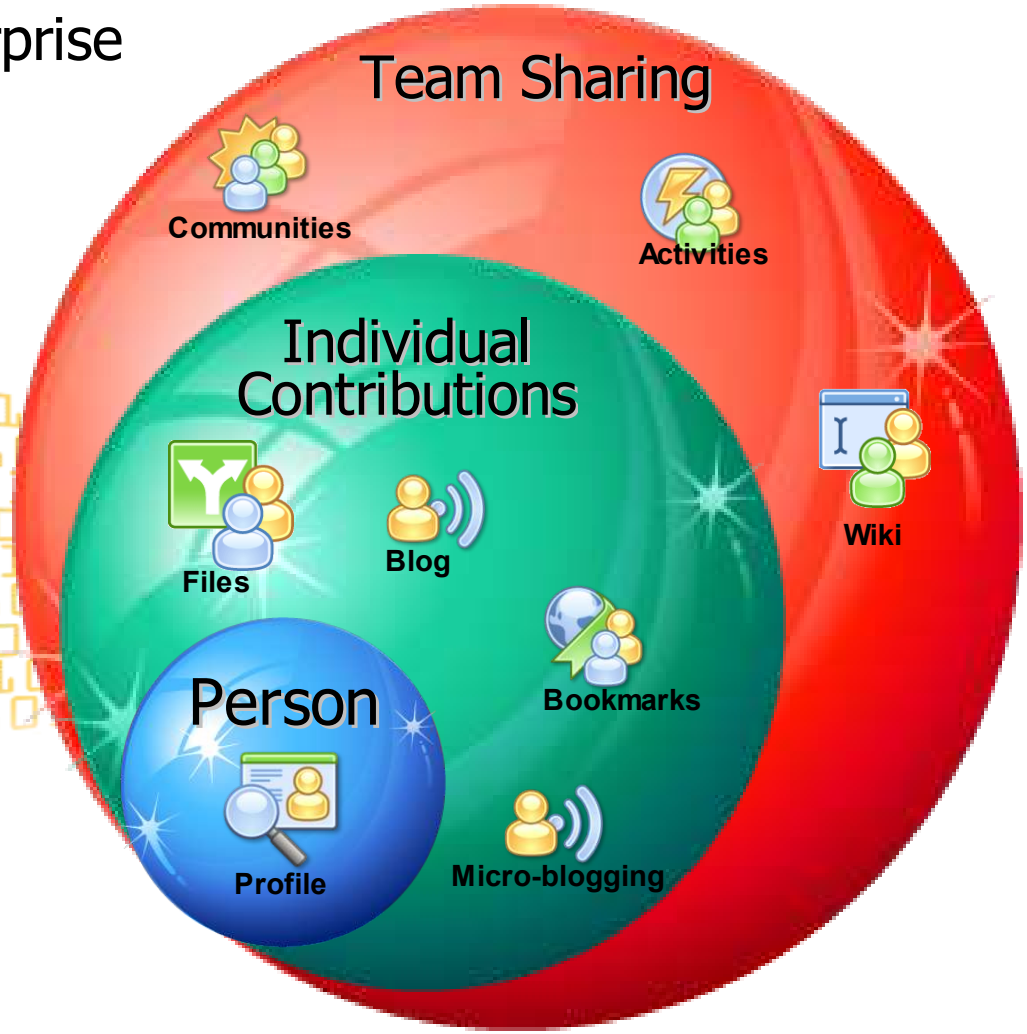
LinkedIn

Google labs

Blogger

WIKIPEDIA
The Free Encyclopedia

Ready for Enterprise



The Corporate Social Network Platform

Lotus knows.

Smarter software for a Smarter Planet.

LotusLive Notes
Online Lotus Notes e-mail & calendaring

LotusLive iNotes
Web-based e-mail and personal calendar

LotusLive Meetings
Full-featured, easy to use Web conferencing

LotusLive Events
Tools to create, manage and conduct webinars

LotusLive Engage
Integrated suite combining business network with collaboration and conferencing services

LotusLive Connections
Your business network with collaboration

IBM Client for Smart Work
Leveraging LotusLive

ubuntu Linux

IBM LOTUS SYMPHONY
Be Free. Work Smart.

Messaging

Communicating

Connecting

Integrating

WebSphere Portal

IBM LotusLive™
Working together just got easier
Online collaboration solutions for the business world

Cloud / Online

On Premise / Appliance

Lotus Notes
Lotus Domino
Lotus Sametime
Lotus Quickr
Lotus Connections

Lotus Foundations™

Lotus: Roadmap to your future business success ...

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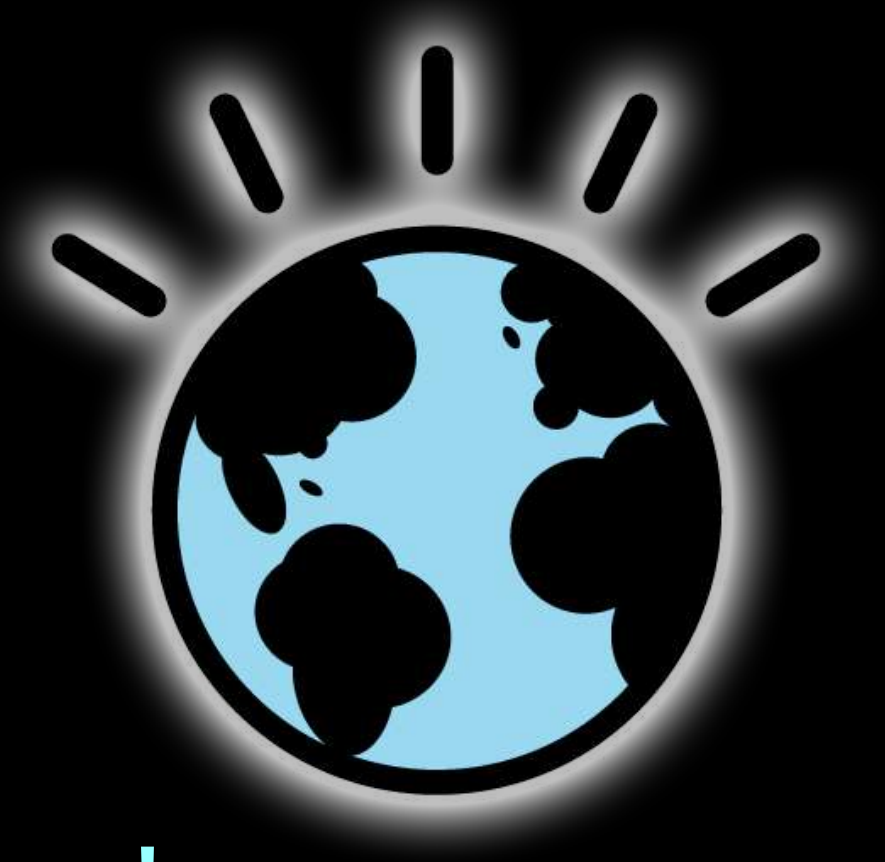
We are living in a new landscape ...



Thank You !

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