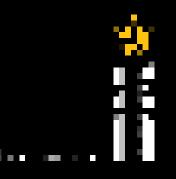
Lotus knows.

Exceptional Web Experience with Government Web Services

Simon Lee | Regional Manager – Portal Solutions IBM Software Group ASEAN



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Agenda

- What is an Exceptional Web Experience?
- What types of capabilities does IBM offer in the government 2.0 portal and collaboration space?
- What types of innovative solutions are governments deploying?









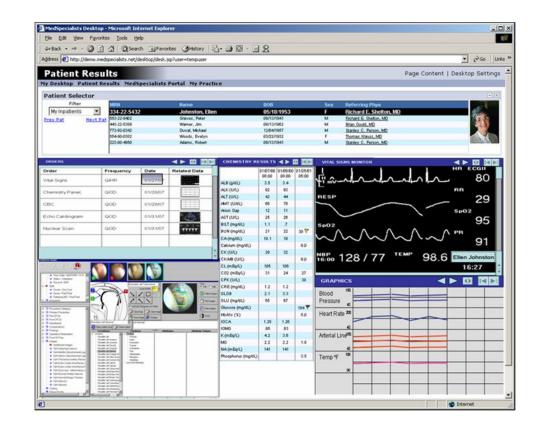




- § Location, roles based access
- § Personalization
- § Real time data access
- § Content and information
- § Context managed integration of different applications
- § Dashboards
- § Portlet selection
- § Independent portlet updates
- § PDA Views

.

§ Multi-vendor browser remote & local access



§



... is personalized to me.

Wednesday, Ap	oril 8, 2009			English (change)	Contact Information Help Logout		
	Definition of the second states and the second seco	SON AND BUELL DE	Welcome Adam Acker HDMC Internal Employee Dealer (219) Last logged in: 04/08/2009 12:08 PM	6)	Search h-dnet.com		
My Remin	iders 🧷 ? 🖬	My Commun	ications	0?	My Toolbox 🖉 ? 🚍		
Date	Description	Date	Description	Туре	HDU Online 🖾		
	Instructor Training Registration Ends for Elkridge, MD - May 9-12 Session Deadline to submit claims for	04/08/2009	New Big Book National Traffic-Driving Promotion Campaign (Promo #300) This letter is to inform you beginning April 10, 2009 through June 30, 2009, there will be a national advertising promotion driving traffic to dealerships for		Vehicle Information Vehicle Locator I H.O.G. Membership Verification		
	Ride Free Offer #2	04/06/2009	Harley-Davidson, Inc. names Keith Wandell President and CEO. Matt Levatich to become Harley-Davidson Motor	Dealer Letter	Kit Inquiry 🗷		
04/15/2009	Deadline to Order your limited-edition "2009 Celebrate Women's Riders T- shirts and Tanks		Company President; Jim McCaslin named Executive Vice President for Corporate Product Planning First things first. I want you to know how excited I am to be joining this legendary company. One thing I've admired over the years, while living here in Harley-Davidson's		List Availability Program 国 Regulatory University 国 SWR Entry 国		
04/21/2009	Summer Dealer Meeting Registration Opens	04/06/2009	New Motorcycle Competitive Comparison Tool on h- dnet.com!	Dealer Letter	Service Document Viewer Used Bikes 🖾		
04/28/2009	Warranty Coverage for Buell Product Program 0502 Expiration		Purpose: We are excited to introduce a new resource, a one-stop competitive intelligence tool that will allow you to compare Harley- Davidson or Buell motorcycles		Vehicle Sales Opportunities Vehicle Transfer 🗟		
	View All Reminders	04/06/2009	Registration for Summer Dealer Meeting begins Tuesday, April 21, 2009 at 10:00 a.m. (CDT) The 2009 Summer Dealer Meeting Registration will open on Tuesday, April 21, 2009 at 10:00 a.m. (CDT) and will dose on Monday, June 15, 2009 at 5:00 p.m. (CDT)	Dealer Letter	SUPER		
		04/06/2009	Single Point of Contact (SPOC) Unavailable - Friday, April 10, 2009 The office of Harley-Davidson Sales Administration (SPOC) will be closed on Friday, April 10, 2009, in observance of Good Friday. Single Point of Contact service	Dealer Letter	TEST RIDE INCENTIVE Promotion #287		

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...whenever, wherever



...More than just text and images

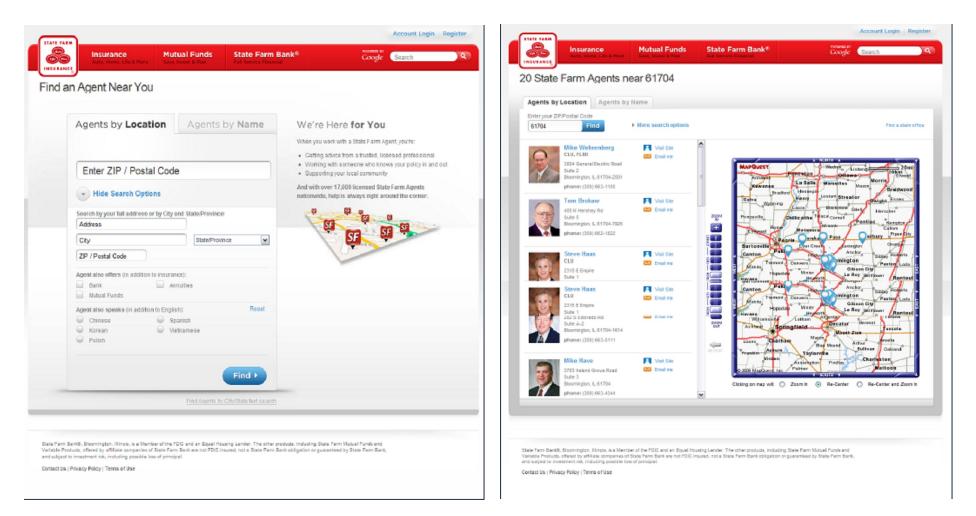


Lotusphere 2010

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CREATED WITH LOTUS' SYMPHONY"





...protects my personal information.

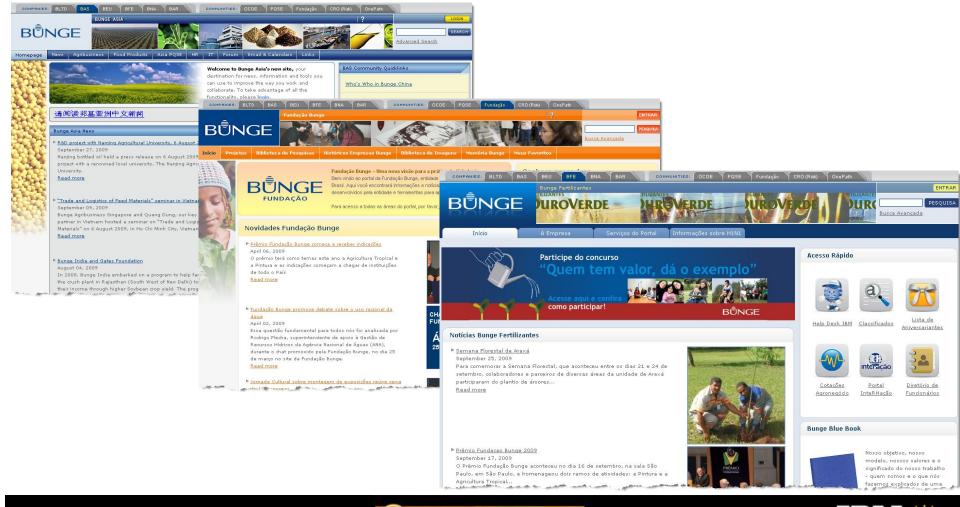
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...speaks my language.



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...takes care of me.



Visiting Nurse Service of New York

admin | Edit My Profile | Log Out

Physician Web Portal

Patient List	Home / Patients and Orders / Curre	nt POC							
Order List Order Details Current Plan Of Care									
Current POC	rent POC								
Create Order									
Signature Cart	CURRENT PLAN OF CARE								
	Patient Name: James, Saikavoussi			VNSNY Clinician: Best, Tricia Nicole					
Print Cart	Patient Address: 1250 Broadway 15ane			VNSNY Case Number: 003007275					
	N	ew York Ny, 10010		VNSNY Team: MA03					
					Printable Copy				
	Diagnosis		ORDERS FO	R DISCIPLINES AND TREATMENTS					
	Medications	AT DISCHARGE FROM	FOULEST						
	- Medication History	AT DISCHARGE FROM	tequest.						
	Mental Status	SN: 3 TO 4 X WK FOR							
	Allergies								
	Prognosis	PRN PURPOSE(S): IV INSERTION							
	Orders and Treatments	PROVIDE & INSTRUCT							
	Nutritional Requirements	INSTRUCT DIABETIC C							
	Activities Permitted	INSTRUCT DIABETIC C PROVIDE & INSTRUC							
	Functional Limitations	PROVIDE & INSTRUC							
	Safety Measures	- PREFILL Q 7 DAYS							
	Goals and Discharge Plans	PROVIDE & INSTRUC							
		*** WOUND CARE ***							
		PROVIDE & INSTRUCT							
		WOUND TREATMENT:							
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Lotusphere 2010





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- Portal
- Web Content Management
- Social Software
- Mashups
- Collaboration

- Search
- Analytics
- Digital Media
 - eCommerce
 - Business Processes



What is a Portal?

• "Access to and interaction with relevant information, people, applications and business processes, by select targeted audiences, in a highly personalized manner."



Portal Principles

- Aggregation: Combines portlets (application user interfaces and/or content) together into one unified presentation
- Personalization: Delivers a highly personalized experience, considering role, personal settings, and device settings
- Modularity: Separates site design, site/page assembly/administration, from application design
- Integration: Provides services (single sign on,















WebSphere Portal is Flexible

IBM is helping customers deliver the user experiences they choose to their partners, employees, customers, or citizens, with flexibility for change and based on open standards.





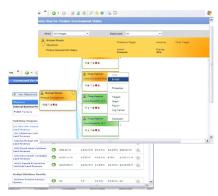
Partners

Employee and Manager Self Service





Customer Experience



Performance Dashboards



Lotus knows. Smarter software for a Smarter Planet.



WebSphere Portal 6.1.5 Delivers

Exceptional Web Experiences §

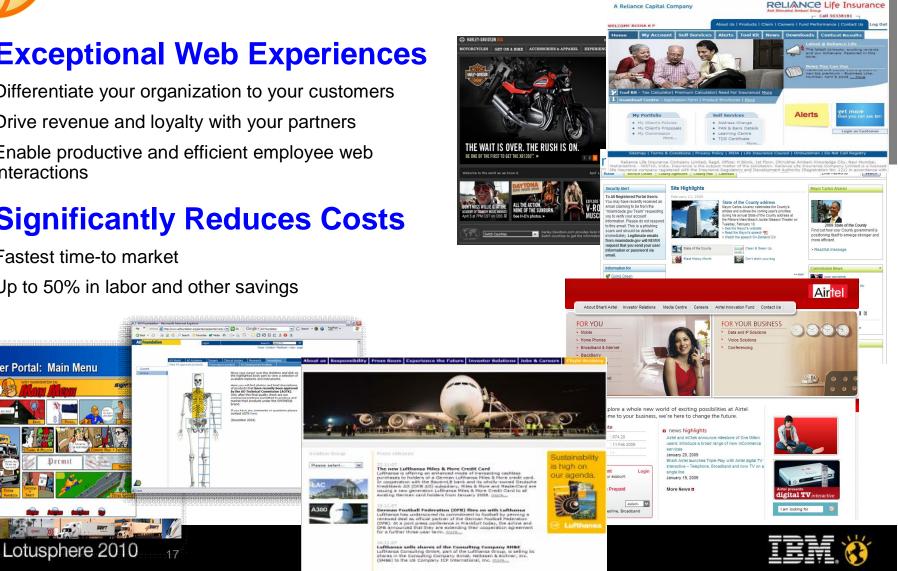
- § Differentiate your organization to your customers
- Drive revenue and loyalty with your partners §
- § Enable productive and efficient employee web interactions

Significantly Reduces Costs §

Fastest time-to market §

Driver Portal: Main Menu

Up to 50% in labor and other savings §

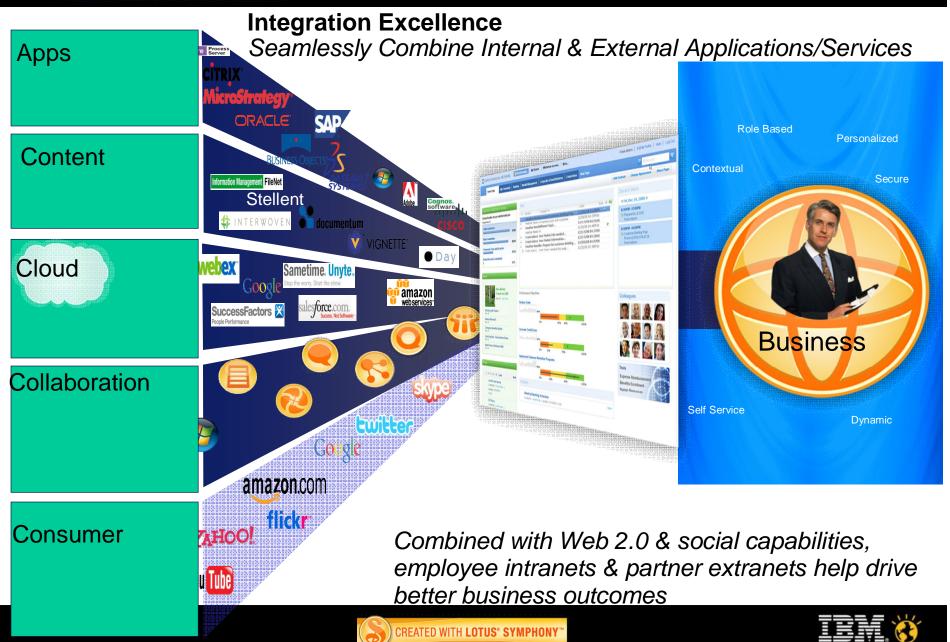


Lotus knows. Smarter software for a Smarter Planet. Users Expect Modern Online Experiences: Web 2.0 + Collaboration + Social Tools + Mobile



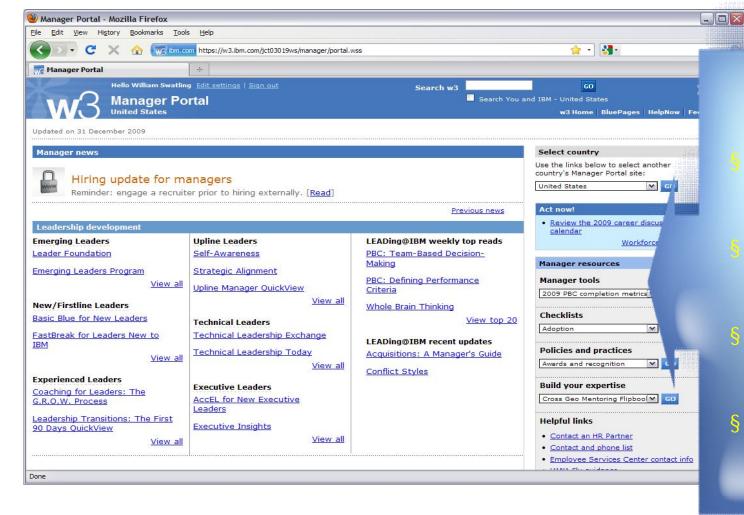
Lotus knows.

Smarter software for a Smarter Planet.



Lotus knows. Smarter software for a Smarter Planet.

WebSphere Portal Increases Employee Productivity



Impact

11

- (2006 2008)
- 12 hours annual time saving per manager
- \$571 annual savings per manager
- \$16M total savings for all Mgrs
- \$1.3M hard savings from website reductions

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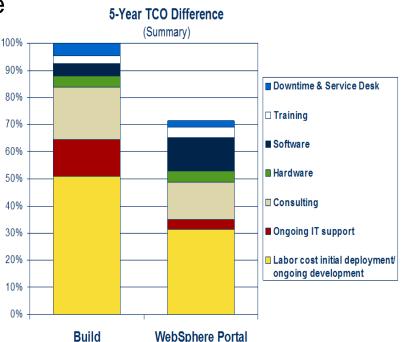




- § 29% lower 5-year TCO compared to in-house developed portals
- § 78% faster time to production for new applications
- § 28% increase in server and application availability
- § 25% user productivity increase
- § 38% lower IT labor cost



December 2007







IBM WebSphere Portal

global banks

4 out of the top 5 US health insurance companies

"According to IDC, IBM leads the EPS market for the sixth consecutive year

in 2007," Forecast Update and 2007 Vendor Shares: A New Landscape", Doc #213165 July 2008

8 out of the top 10 worldwide retailers

"Gartner, Inc. has ranked IBM as the worldwide market share leader in Portal software based on revenues from 2002 through 2007."

> — Gartner Inc. "Market Share: Application Infrastructure and Middleware Software, Worldwide, 2007" by Fabrizio Biscotti, Terese Jones, Asheesh Raini and Joanne Correla June 4, 2008

30 hospitals, clinics and health delivery networks worldwide

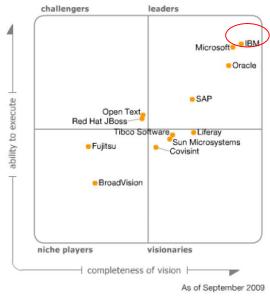


Portal Market Presence

Horizontal Portal Magic Quadrant,

2009* leader for 8 consecutive years!

Figure 1. Magic Quadrant for Horizontal Portal Products



Source: Gartner (September 2009)

*Magic Quadrant for Horizontal Portal Products, 2009 Gartner: September 17, 2009 by David Gootzit, Gene Phifer, Ray Valdes

In May, 2009 Gartner ranked IBM as the worldwide market share leader in the Portal Products and User Interaction Tools segment

- Based on total worldwide software revenue for 2008

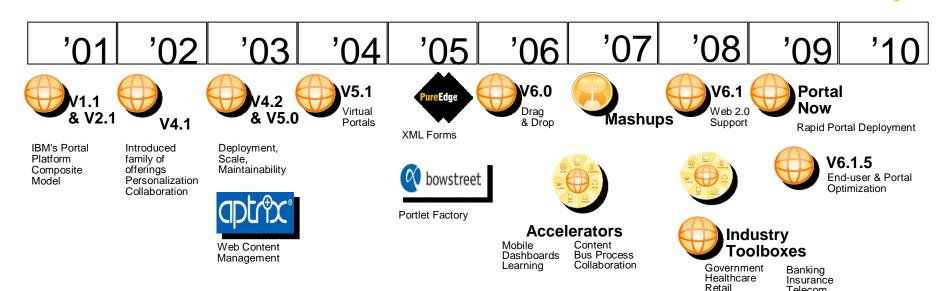




IBM WebSphere[®] Portal Ready for the Next 10 Years

100+ Worldwide **Technology Patents** by IBM Portal Development

Telecom

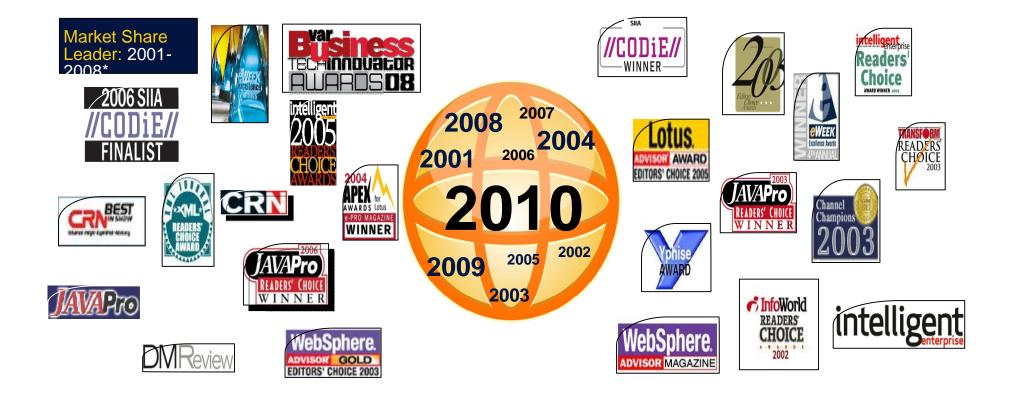


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WebSphere Portal Awards





Over 700 Government customers are leveraging WebSphere Portal to help meet these challenges

- Delivering Exceptional User Experiences:
 - Deliver innovative, personalized user experiences to their citizens, businesses, partners, employees, and administration with flexibility for change, based on open standards
 - Quickly leverage existing investments, through market-leading composite application tooling and robust framework
 - Create highly personalized applications that adapt to users' context, community, role, actions, location, and preferences
 - Interact with information from the user's device of choice
 - Deliver a front-end to SOA, enabling business flexibility and agility
 - Speed time to value with Prebuilt Portal snap-ons for specific business problems

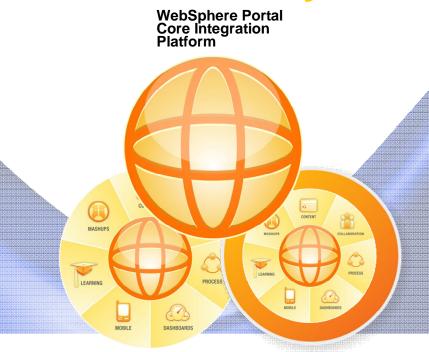






Wave of New Possibilities

Last 100 Days



Accelerators Extend Portal - Matching Customer Needs Industry Tooboxes Offer Industry Templates, Assets & Best Practices

- § WebSphere Portal (and zOS) v6.1.5
 § WebSphere Portlet Factory v6.1.5
- **IBM Content Accelerator**
 - **IBM Collaboration Accelerator**
 - **IBM Mashup Accelerator**
- IBM Business Process Accelerator (zLinux)
- Lotus Forms Server: Unlimited Viewer Edition
- **Government Industry Template**
- IBM Portal NOW v2
- Portal / Mashups / Forms on Amazon Cloud
- § Portal / Mashups on IBM Smart Business Development & Test Cloud BETA





IBM Accelerators for WebSphere Portal



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8

CONTENT

Web Content Managemenst

Document Library

Enterprise Search

IBM Content Accelerator

.. content is still king

- § Ephox® Rich Text Editor seamlessly embedded
- § ECM Integration leverages existing content
- § Blog & Wiki Templates speed delivery social tools
- § Web Content Integrator expands spectrum of content sources
- § WebDAV expands authoring & management community

WCM (JSR 286) Rendering Portlet enhanced for improved content display in WebSphere Portal

- IBM WebSphere Portal Content Templates Catalog provides a quick start for using WCM to build up your own web site
- Syndication Reporting & Site Analytics improvements help optimize user experiences, identify issues and reduce costs

MOBILE DASHBOARDS				Description				
	WebSphere Portal Administration Appl	ications Search Center More					0	
	Home Getting Started PZN Demo North An	nerica Smart Travel City Information	Europe	Rich Text				
		File Edit View Insert Format Tools Table Form Help						
	Shared Docs	Some other design		◎ ♥ ※ ※ ■ ▲ ダ ㅋ ⊂ ● ■ 由北井中学 ¶ @				
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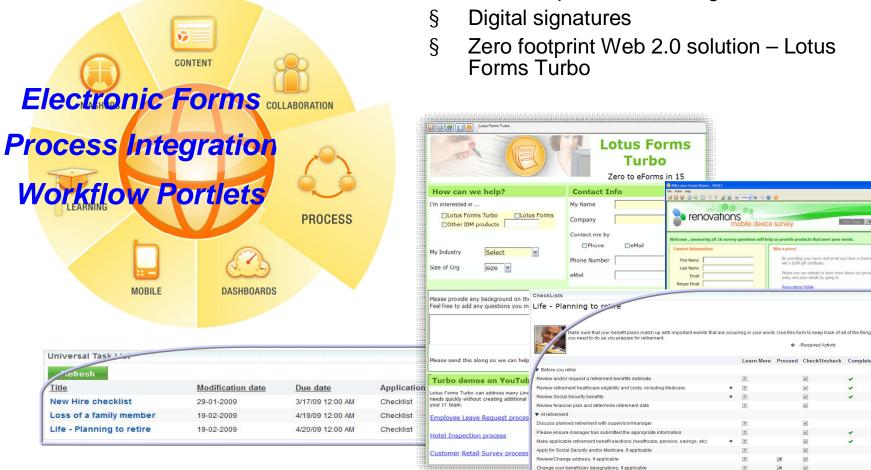
Smarter software for a Smarter Planet.

Web Content Management

australian open The Grand Slam of Asia/Pacific Melbourne Park 18 – 31 January 2010	vers of information
Home Scores Draws Schedule Players News & Photos Video Radio Event Guide Tickets	
FEATURED MATCHES 2009 COMPLETED 2009 COMPLETED 2009 COMPLETED 2009 COMPLETED	PRESENTED BY: <u>『喜麗</u> 』
Men's Singles - Finals Women's Singles - Finals R. Nadal 7 3 7 3 6 vs 1 2 3	INTERACTIVE DRAWS >
 Australian Open, Jan 18-31 Olympics, Feb 12-28 	SCHEDULE OF PLAY >
 Master's Golf, Apr 5-11 	MELBOURNE 01:27 YOUR TIME 08:27
 French Open, May 24 - June 6 	
Tony Awards, June 13	en Radio OFF AIR
• Wimbledon, June 21 – July 4	
US Open Tennis, Aug 30 – Sept 12	
aus	tralian open

..forms start many proces

IBM Business Process Accelerator



- **Pixel-perfect eForms** §
- § Rich sample forms catalog
- Zero footprint Web 2.0 solution Lotus

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Delete Done

Next Page

Win a prize

By providing your name an win a \$100 gift certificate.

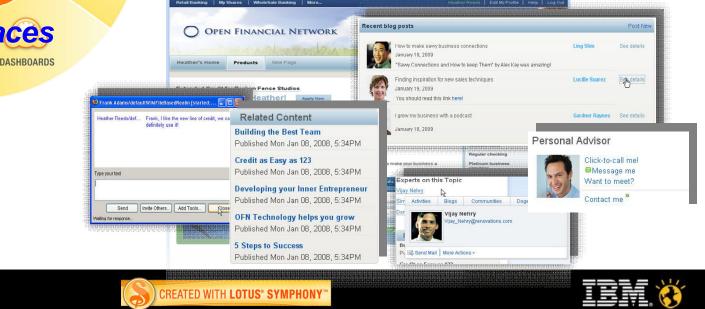
* -Required Activity

...people need other people

IBM Collaboration Accelerator

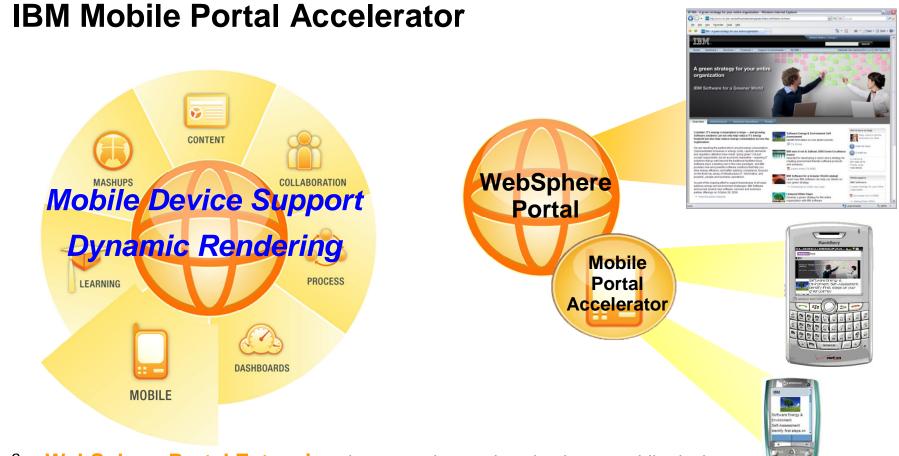


- § Seamless Web 2.0 social & collaboration capabilities
- § Lotus Connections, Lotus Quickr & Lotus Sametime integration/Portlets





..the Web is everywhere



- § WebSphere Portal Extension that extends portal navigation to mobile devices
- § Mobile Portal Toolkit eases development of device-independent portlets
- § Mobile Device Update Service simplifies process of supporting growing market of mobile web devices



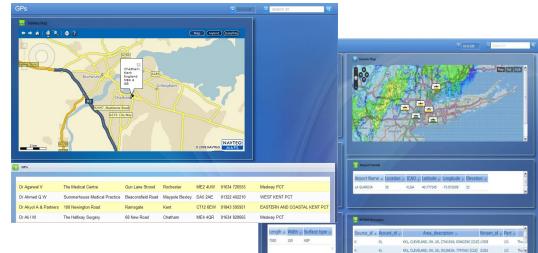
.. information needs change

IBM Mashup Accelerator §



Business User Mashup Creation iWidget Development

- Assemble mashups in minutes in WebSphere Portal
- § Unlock desktop, departmental, enterprise and web sources into easily accessible feeds
- § Search and discover feeds, widgets, mashups from inside WebSphere Portal
- § Enterprise Security and Feed Control for IT Governance and Management



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IBM Dashboard Accelerator

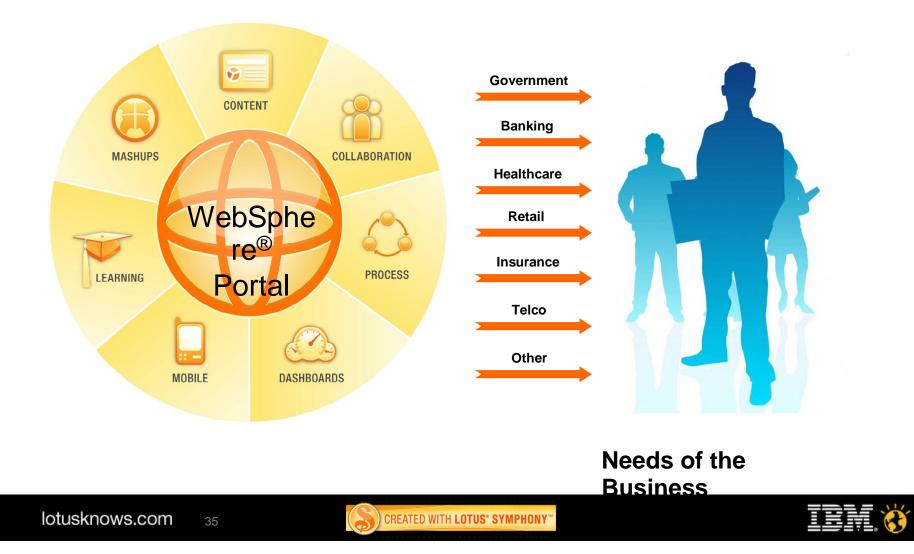
Helps organizations **reach performance data wherever it resides**, delivering it as **real-time key performance indicators** via **personalized**, **portal-based dashboards**. It also provides alerts and tools to help users take action at the greatest point of impact - before issues become critical.

- <complex-block>
- **5 Drive Alignment** around a common, visible set of goals
- **S Automate** manual or resource-intensive processes with personalized, graphical UI tailored to each job role
- § Access information wherever it resides with integrated, real-time views
- § **Take Action** through intuitive views that aid proactive response to issues via Portal collaboration and workflow integration
- **S Cut Costs** using rapid assembly tools that cut the time, cost, and skills required to build dashboards



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Industry Emphasis for WebSphere Portal



Government Toolbox Contents

§ Application Briefs describing solution scenarios.

Lotus knows.

Smarter software for a Smarter Planet.

§ Business Value Guides describing the value enabled by the WebSphere Portal and Accelerators, and help illustrate best-practice process and information flow.

§ Templates

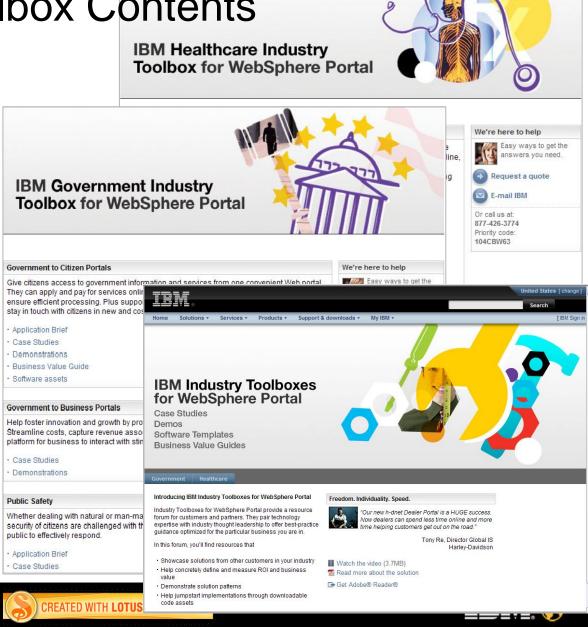
which can be used on top of WebSphere Portal to help jumpstart design and assembly of end solutions.

§ Demonstrations

and recordings of example solutions design that illustrate how end solutions can look like.

§ Other Code Assets

include sample Forms, Dashboards, or other Portlets which can help expedite the assembly of a solution.







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http://myaccount.centrelink.gov.au



http://mvaccount.humanservices.gov.au

Ø **6.5 million customers** (1/3 of Australian population)

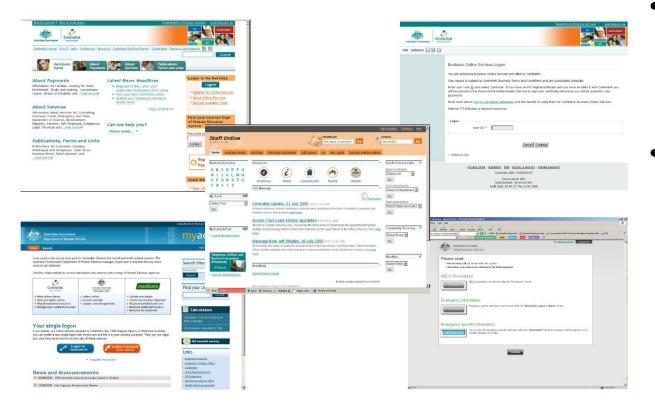
- Ø Administers more than 140 different products and services for 25 government agencies
- Ø **14+ million online transactions** in 2008
- Ø Customer Portal
- Access to 40+ Services, Advanced Search Engine
- Single Sign-On, Web Content Mgmt, Personalization, News, Re-use of SOA Applications/Services,
- Department of Human Services Portal
- Federated Identity Mgmt, Centrelink Services, Medicare Services, CSA Services, Aggregated News via RSS
- National Emergency Call Centre Portal
- Process-centric, Authenticated, AJAX Compliant, Rich Functionality. Performance, Scalability, Single Sign-On
- Business Services / Partner B2B Portal
- Staff Portal
 - Employee Services Portal + Social Software

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"Reuse 2.0": Centrelink uses repeatable "portal patterns" to speed the development of innovative sites and capabilities



- Base Portal Pattern
 - Common services
 - Security
 - Personalization
 - etc
- Reusable Business Patterns
 - Customer accessing Customer data
 - Staff accessing Customer data
 - Staff accessing non-Customer data
 - etc







.



- Offers over 550 online services While the site contains a massive amount of information and services, it is well organized and provides a number of features designed to help people find what they are looking for.
 - Finding forms and information is simple by using the "I want to..." box, and the site is customizable by registering with MyUSDA.
 - "Information For..." menu organizes information based on the user. Users can access image and video libraries, radio broadcasts and transcripts of speeches, and the site can be translated into Spanish.
- 3-5 Million hits a day. Spikes to 95-100 million hits a day during scares such as mad cow and e-coli tomatoes. http://www.usda.gov

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Miami-Dade County Portal: Best in Class Online Local Government Services "Get Online not in line"

Exceptional User Experience

- Single point of contact
- Community Access (40 different departments)

Creating Value with Online Services

- Pay parking tickets,
- Obtain Lic of businesses
- Find Court Documents
- View Property Taxes
- On Line Golf reservations

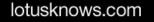
• Cost Avoidance

- Replaced entire departments with Portal Self Service
- Reused employees for strategic value
- Drive Revenue
 - Increased revenue via Portal = US \$<u>4 Million</u>
 - 5K Recycle Bins
 - 300,000 Books on Line
 - 60K On line transactions

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1st Place "Best of the Web County Portal" 2004 Center for Digital Government Awards

http://www.centerdigitalgov.com/surveys.php?tid=4&survey=cdg_bow&loc=2004







"Housing 2.0": Miami-Dade Housing Central Portal: Winner of 2007 Digital Government Achievement Award



- *"Opening Doors to Housing"* with Online Services for
 - Section 8 Public Housing
 - Foreclosure Assistance
 - Real Estate Listings
 - Miami-Dade Housing Central Portal won the 2007 Achievement Award for Government-to-Citizen Local Government Portal



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http://www.centerdigitalgov.com/surveys.php?survey=cdg_bow

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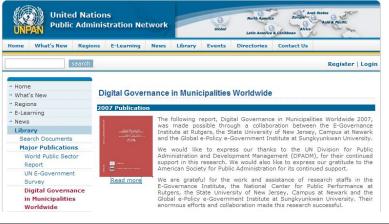




"City 2.0" : #1 rated Municipal Portal in Europe powered by WebSphere Portal and Content Accelerator



www.hel.fi



Via the **City of Helsinki** portal, citizens can communicate and exchange information, access the city's health service, reserve appointments, and fill out forms.

The solution focused on **usability**, **privacy/security**, **content**, **services** and the opportunity for **people to participate** in the affairs of their government.

The **City of Helsinki Portal** was rated **#1 in Europe (and #3 in the World)** for Municipal websites according to 2007 United Nations Report

http://www.unpan.org/Library/MajorPublications/DigitalGovernanceinMunicip alitiesWorldwide/tabid/804/Default.aspx

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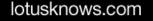
Robust content management is critical to providing a highly effective government portal

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- Over 80% of the city's residents use email/Internet, so online services are expected from the city administration. This includes **health services**, **digital educational material**, and **online electronic participation** in the city's affairs
- The Content Accelerator platform is a **business critical tool** for communicating **timely information** to the citizens of the Helsinki region, providing general information services in **multiple languages - Finnish, Swedish, and English**
- The city has 15000 employees, with more than **200** content authors and over **30** departments







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MyHeritage Portal : Singapore National Heritage Board



http://www.h-portal.sg/wps/myportal



NHB's MyHeritage Portal uses Web2.0 to be more user friendly

THE National Heritage Board, which launched its MyHeritage Portal on Saturday, July 12, has used Web2.0 technologies and collaborative social computing to improve the quality of services it offers to the public.

'We needed a more organic solution that would leverage on the new collaboration technologies available today, and enable us to deliver faster, more social and more personalised Web experience to the public,' said Mr Chua.

The portal is built using a combination of IBM WebSphere, IBM Lotus and IBM Information Management Software tools and applications.

'It comes from the people. It is a part of our past and present. With the IBM WebSphere technology and new social computing tools in place, we now have a two-way communication channel that lets the public tell us what heritage means to them.'

Within NHB, the new Portal technology has made things simpler for the staff, who also benefit from a single sign-on to access back-end applications.

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Web2.0 and constituent participation are the core of NHB's Portal strategy

Heritage Online

Here are some useful heritage widgets. When you register as a member, you can add these content to your customised page. You can also copy these widgets to your own blogs or websites.

yesterday.sg Feed	HPortal's Feed	
• Balek Kampong to Bedok Co 🔺	• History Herstory My-stery	
Seeing Red!	Summer Culture	
• The "haunted' staircase	• Interview with "Tank Man" P	
• Wayang Time	• Diesel bumboats phased out	
• Learn more about China, in	• The last heritage of Chinatown	
Fly me to the Moon!	• The Grammy Museum Dece	
Those Who Know Buy National	• Halle Orchestra celebrates S	
National Library Heritage Ro	• Kerala Culture Centre	
Singapore HeritageFest 08	• Woodstock Museum Opens J	
• A Nanyang Sojourn	Museum Visits	

Museum Podcast







- A single point of access to resources both inside and outside the NHB
- Web 2.0 collaboration technologies that bring people together;
 - Forums
 - Blogs
 - Wikis
 - Instant Messaging
 - RSS
 - Podcasts
 - Widgets
- Personalized interaction with the portal services;
- Integration with other NHB applications and websites.

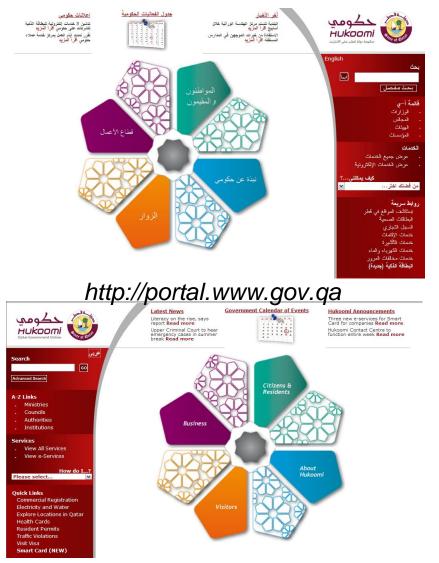
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Qatar Government Portal : "Hukoomi"



- Hukoomi is home to all e-government services for Qatar
 - 275 services, including 56 e-services
 - 48 Government entities involved in development
- Citizens and Residents can pay traffic fees, find valuable government services and get information on police and fire safety
- Businesses benefit from the new e-services allowing them to register in Qatar and have access to information and services on work visas, and business operating laws
- 'Hukoomi brings government closer to the people it serves while demonstrating Qatar's commitment to building a modern and responsive government,'

- Dr. Hessa Sultan al Jaber, Secretary General of ictQATAR

"Qatar launches new e-Government portal" http://www.ameinfo.com/145928.html

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2010 World Cup Futbol Games – Gauteng Province, South Africa

§ CHALLENGE

In the event of a large-scale emergency, the Virtual Ops Center (VOC) Solution was installed in the new, state of the art Disaster Management Center to coordinate police, firefighters, emergency medical services and government agencies, across the South African Province of Gauteng, in the fastest and most effective response possible. The existing communication systems lacked collaborative capabilities, requiring personnel to make numerous phone calls to convey critical information.





§ SOLUTION

S VOC Solution is positioned for more effective emergency response with a resilient communications network that people can count on even when power and phone lines are inoperative. Implemented by IBM, the fully integrated, wireless rapid response solution enables seamless interoperability and data exchange, allowing VOC to instantly deliver critical information to responders across the region.

§ BENEFITS

- § 40 -65% responder productivity increase expected during emergencies
- § Greater public safety
- § Multidisciplinary integration serves as a model nationwide

"This IBM portal software is absolutely critical because our on-line center is used to protect and save lives," - Colin Deiner of the Gauteng Disaster Management Center http://www.03.ibm.com/press/us/en/pressrelease/24507.ws

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Boeing and the Federal Aviation Administration: using IBM Mashup Center to resolve emergencies

• Enable government officials (FAA) to quickly identify the nearest airport that can safely handle an incoming aircraft for emergency response



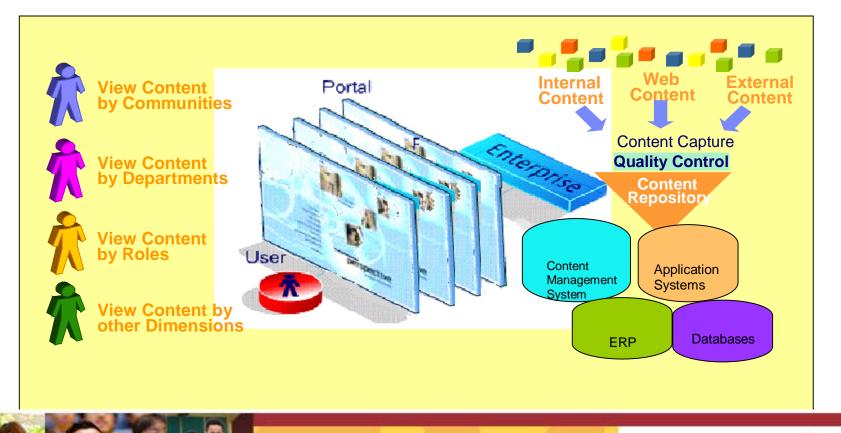
"As an established innovator, Boeing believes in the power of Web 2.0 and embraces it not only for collaborative work, but also for the heavy lifting of enterprise planning and execution... IBM Mashup Center is playing a key role in our visionary approach to strategic asset management. It's critical to know where your major assets are and how to use them at any given time, situation or condition." Paul Comitz, Boeing, IBM Press Release – 5 June 2008

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Web 2.0 Student Portal

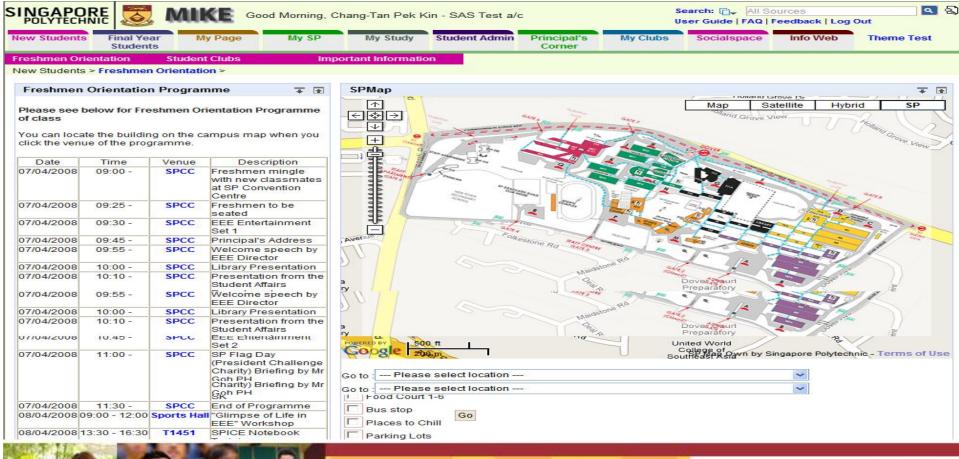
- What we want to achieve: Key information and knowledge is consolidated, stored and made accessible to stakeholders based on roles through personalised portal:
 - Student: To provide students with a seamless integration of learning and living e-Xperience
 - Alumni: To foster kinship among the alumni through greater connectivity







Freshmen Orientation









Student Clubs





US Army to save \$1.3billion through the use of Portalbased online forms solution

Overview

The US Army had already converted the front end of the traditional paper-based authorization processes with computer-produced dynamic documents that helped soldiers locate, download and fill out forms. However, the form still needed to be printed, signed and routed through traditional approval processes.

Business need:

The paper-based forms system the U.S. Army utilized could no longer handle the speed and flexibility required in the field.

Solution:

The Army chose to re-engineer its processes with IBM Lotus Forms[™] and other IBM middleware, hardware and software, plus the program and technical analysis provided by Enterprise Information Management

Benefits: •

Estimated total savings of US\$1.3 billion annually in administrative processing costs • Anticipated improvements in Army field efficiency Projected onethird less time required to fill out forms

Read more in the case study on ibm.com: http://www-01.ibm.com/software/success/cssdb.nsf/CS/JKIN-7BMS8M?OpenDocument&Site=default&cty=en_us

"The Forms Content Management Program will not only provide fillable forms... using digital signatures, the program will also provide the US Army the means to develop one single enterprise solution for automating functional business processes for the Army's use."

- Jeanne Harman, chief of the Army Publishing Division, Alexandria, Virginia







Introducing WebSphere Portal NOW

-ARTSANA GRUPPS ARTSANA

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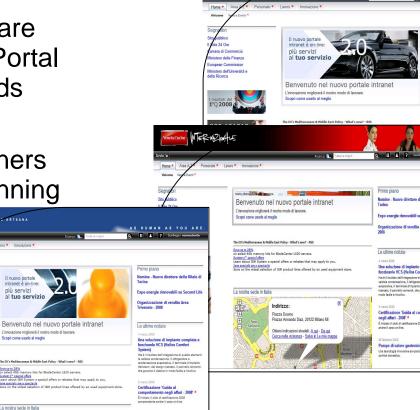
ve up to 28%

ystem z^{im} special offers

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- A complete, ready to use business solution
- Reusable, extensible software templates for WebSphere Portal that solve 90% of your needs immediately
- Services from ISSL or Partners to have your site up and running

in less than a month



Piacero di inform

CREATED WITH LOTUS® SYMPHONY

Indirizzo

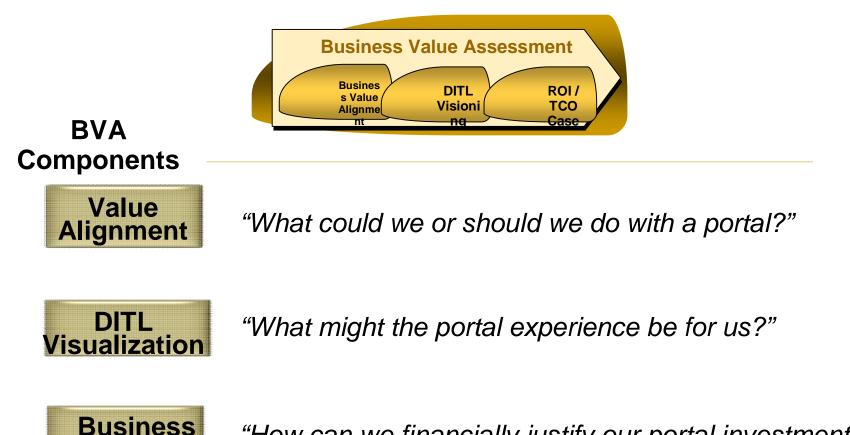
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IBM uses a proven and structured approach to identify and assess business value opportunities for a portal solution







"How can we financially justify our portal investment?"



Case

WebSphere Portal... A strategic product for your strategic applications

7000+ WW customers w intranets, B2B apps, & customer-facing internet apps

47% of customers are SMB

Smallest customer has 11 employees

Largest customer has 1.8M+ employees



#1 market share for 8 years running

Globally... 10 of top 10 banks 8 of top 10 retailers 12 of the largest telcos 50 major health providers 500 gov'ts + every G8 nation

Over 300 million named users in our top 15 customers alone!! 1 in 6 people worldwide with internet access is a named user in a WebSphere Portal application





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