



# IBM Lotusphere Comes to You 2009





# Lotus Notes, Domino, and Designer 8.5 - What's New ?

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David Via | Business Unit Executive, Worldwide Notes/Domino Sales | IBM

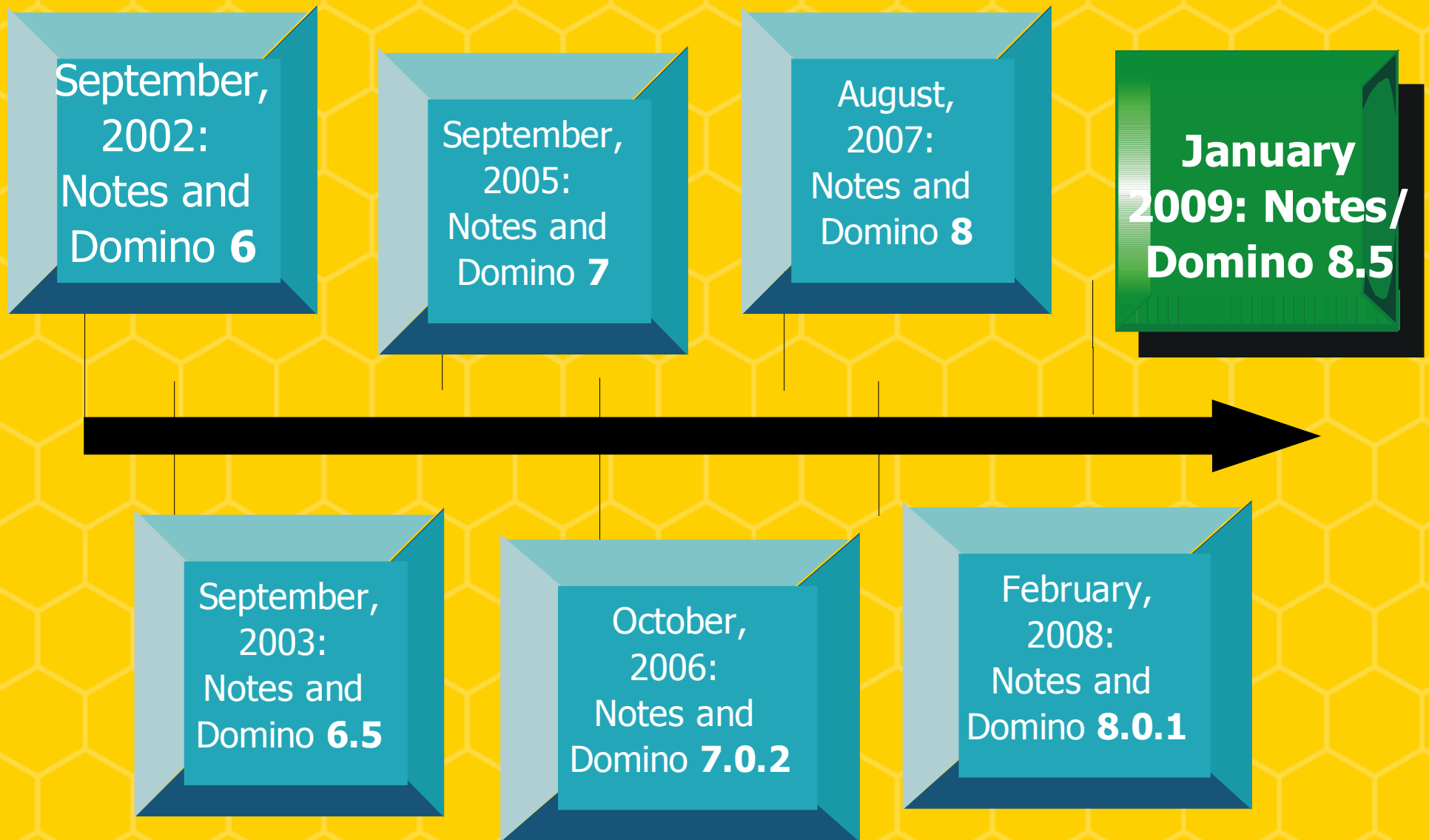
## What's new...

- In the marketplace
- For end-users – in Notes
- For administrators (and the whole organization!) – in Domino
- For developers – in Domino Designer
- Beyond Notes and Domino – in other products in the family
- Beyond today – our plans for future releases

## Basic facts and figures: IBM's Notes/Domino business

- Over 145 million cumulative licenses sold for Lotus Notes
- Over 12,000 new customer organizations since we shipped Lotus Notes and Domino 8
- The number of active maintenance end-user seats for Lotus Notes/DWA clients has been increasing Y2Y -- **our active installed base is growing**
- Overall, the Notes/Domino business has grown year-to-year in the last 17 quarters, with the cumulative growth rate exceeding 25%
  - Our investment in Notes/Domino is reflective of this growth
- IBM have over 800 people working on Notes/Domino products in our labs – a significant financial investment in R&D, with comparable investment in sales and marketing
- Lotus Notes and Domino are supported by over 10,000 IBM Business Partners worldwide, with thousands of integrated solutions built on the Notes and Domino platform

# Consistent pattern of frequent Notes/Domino releases



# Notes/Domino 8 upgrades are ahead of historical trend



日本コムシス株式会社



The world's local bank



# The Notes/Domino Ecosystem of partners is growing



# Performance improvements accelerated rollouts...

Laser-focus on performance in Lotus Notes 8.0.2

Primary focus on Microsoft<sup>®</sup> Windows<sup>®</sup>, but work also done on Linux<sup>®</sup>

## Areas of attack

Cold Startup time – **~50% improvement in 8.0.2 vs. 8.0.1**

Warm Startup time – **~75% improvement in 8.0.2 vs. 8.0.1**

General responsiveness – **~15% improvement in 8.0.2 vs. 8.0.1**

Memory/resource consumption – **~25% improvement in 8.0.2 vs. 8.0.1**

## With more improvements in 8.5

~7% improvement in warm startup and overall responsiveness in 8.5 vs. 8.0.2

Citrix support: 32 bit and 64 bit



# Notes/Domino 8.5 ships!



FINANCIAL TIMES  
ft.com/techblog

Front page World Companies Markets Lex C

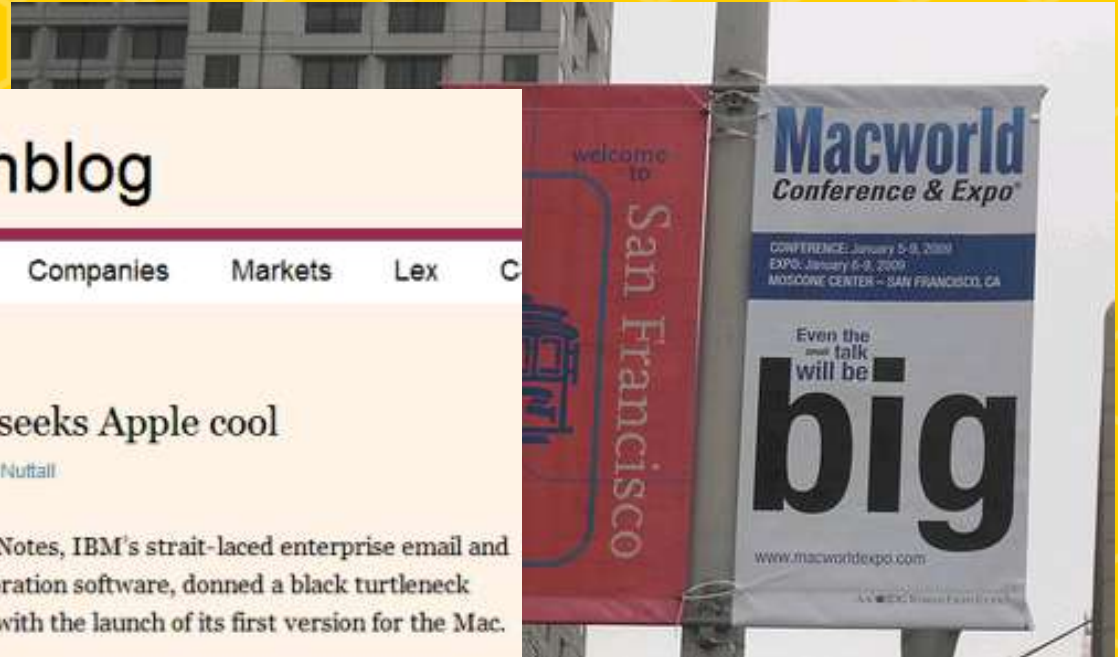
← Back to Tech Blog homepage

 **Lotus Notes seeks Apple cool**  
January 6, 2009 by Chris Nuttall

 Lotus Notes, IBM's strait-laced enterprise email and collaboration software, donned a black turtleneck today with the launch of its first version for the Mac.

The announcement at Macworld was aimed at adding a little of Apple's nano-chromatic colour to what has been considered a grey product and at emphasising some unexpectedly up-to-date features.

"Our reason for doing this at Macworld is to show that we can be part of a play in the enterprise that can be hip and cool," Ed Brill, Lotus's director or messaging and collaboration, told me.

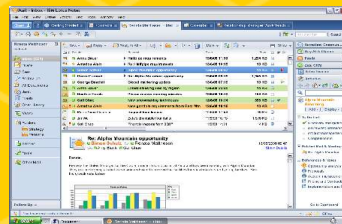


# Lotus Notes 8.5 – Top ten improvements

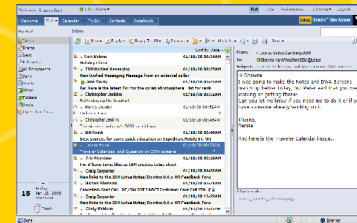
10. Drag/Drop of Text within Rich Text Editor
9. Offline support for Activities
8. Choose from multiple addresses for a person in type-ahead
7. Ability to make your own views look like the PIM views
6. Forward contact as vCard (along with better import/export)
5. iNotes improvements (e.g. Calendar support in Lite mode)
4. Roaming user available with new file-based option
3. Support of Lotus Notes ID Vault and Lotus Notes Shared Login
2. Macintosh and Ubuntu Linux Support
1. Calendar Federation

# Continuing to Extend email and collaboration to mobile workers

Email, contacts, agenda, presence, and instant messaging



**IBM Lotus Notes**  
Rich client



**IBM Lotus iNotes  
(formerly DWA)**  
Web client

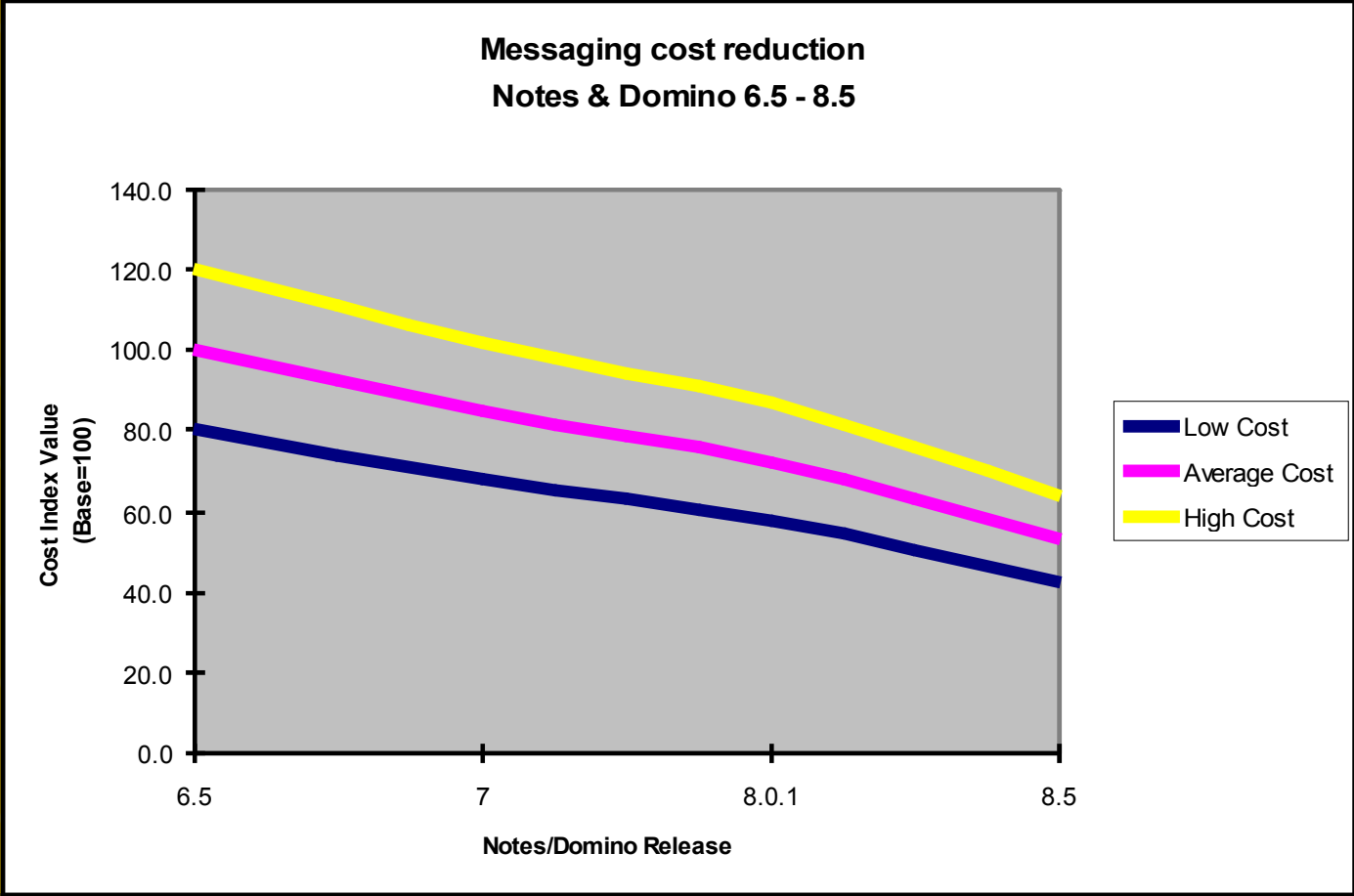


**IBM Lotus Notes Traveler  
and  
IBM Lotus Sametime® Mobile**  
Mobile client

## Lotus Notes & Domino – Cost reduction highlights

- **Storage related savings of 40% to 60%**
- **Security/ID management savings of 25%**
- **Administration/Maintenance savings of 30%**
- **Additional hardware savings of 30% (consolidation)**
- **FREE Symphony office productivity suite**
  - Save \$300 per user for MS Office cost
- **Compatibility**
  - No application updates required

# Lotus Notes & Domino 8.5 - Cost reduction Upgrade savings

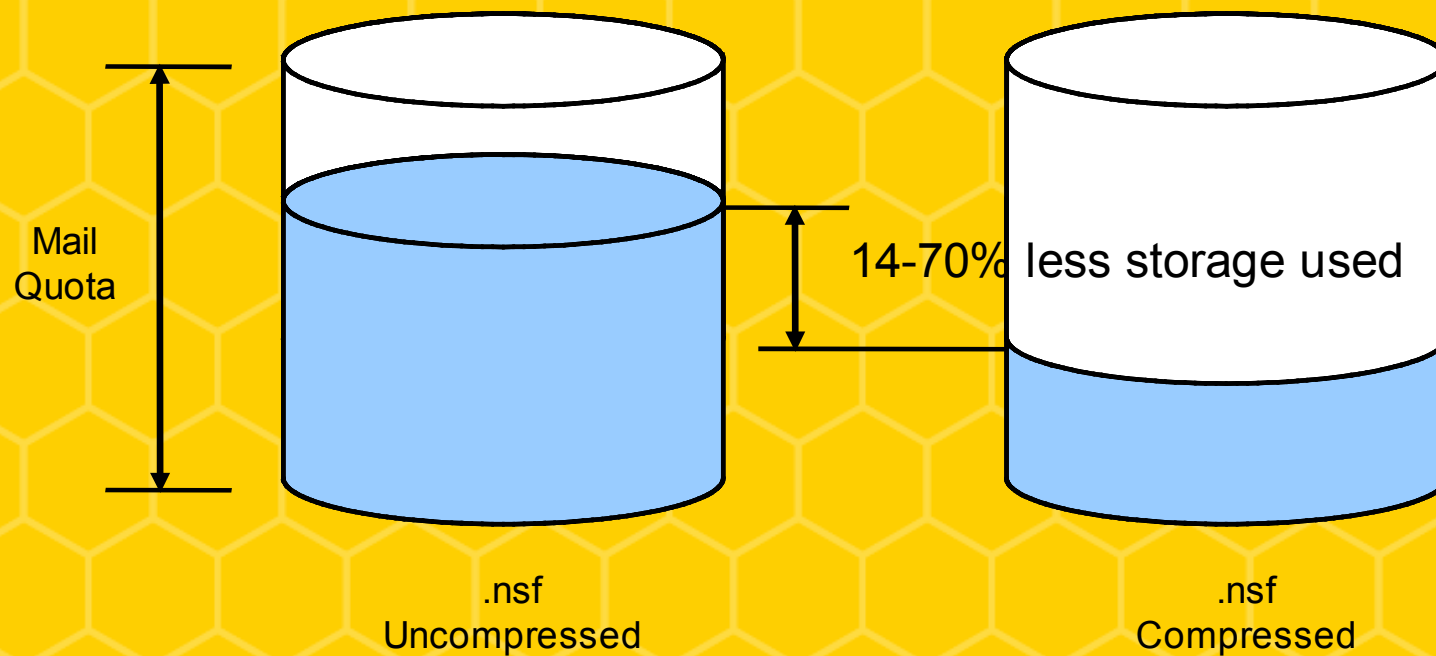


## Lotus Domino – Server Savings Example

	Mail users per CPU	Number of servers	Server savings	Mail quota	Equivalent disk space used (Gb)	Disk space savings
Domino 6.5	900	6	N/A	500	4547	0
Domino 8.5	1300	4	2	500	2728.2	1818.8

- **In this case, an 10,000 employee organization can save:**
  - 2 servers (33% reduction) and 1.8 Terabytes of disk space (40% reduction)
- **Further savings are recognized via:**
  - Less data to backup and store
  - Less network traffic
  - Less administration required
  - Using inexpensive disks for tiered storage of attachment

# Domino Document Compression



Documents compressed one at a time

Completely transparent to Lotus Notes® APIs

Attachments compressed separately

# Domino 8.0.1 - Document Compression I/O Reduction

## Performance testing results

User Txn/Min	Response	CPU Busy	Disk Ops /Sec	Disk Kbytes /Sec	
	Time(sec)				
9612	0.044	13.80%	515.7	5679	No Comp
9600	0.045	13.80%	398.7	4588	Comp

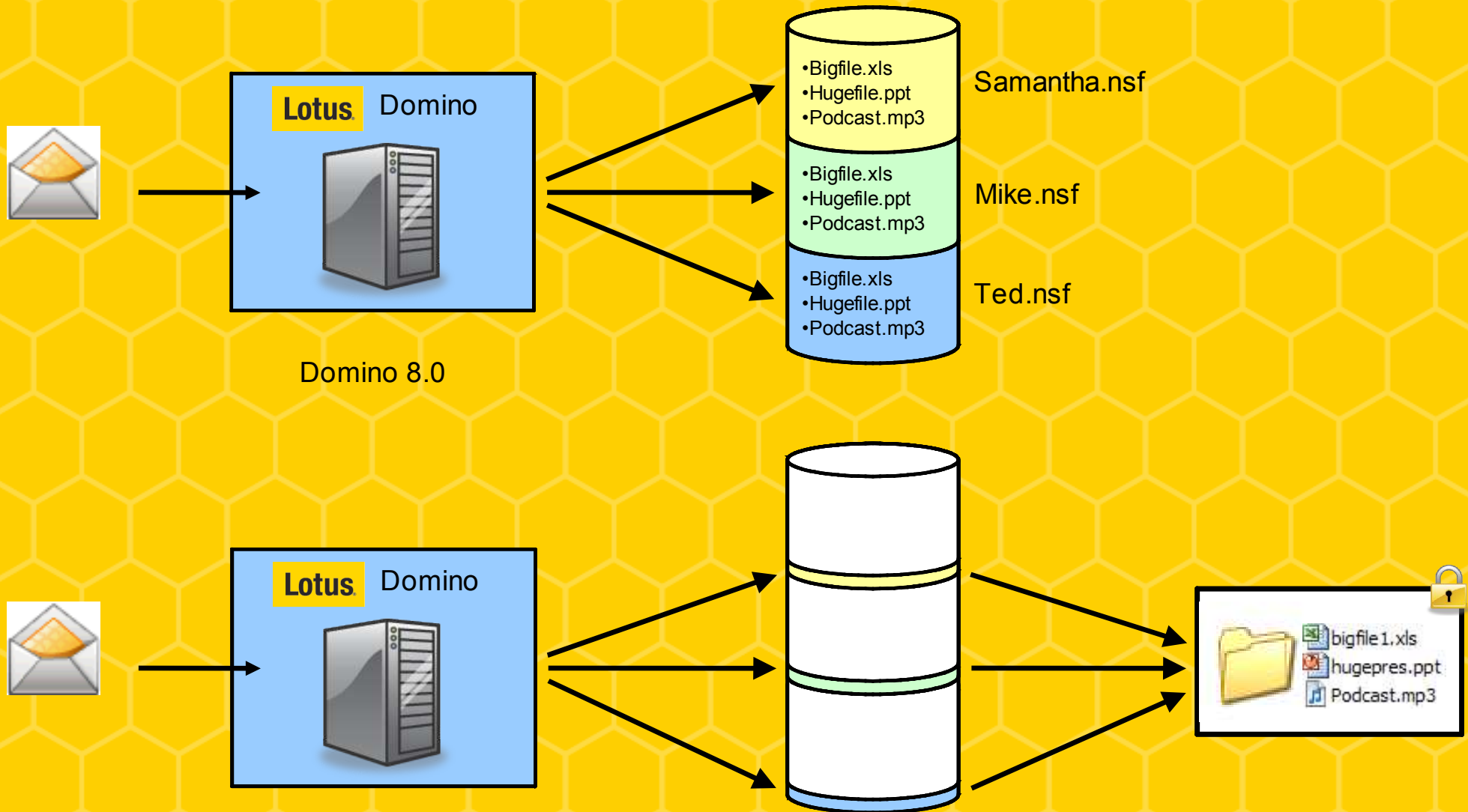
↑  
23% lower using  
compression

↑  
20% lower using  
compression

I/O utilization with and without Compression  
Transaction Log Enabled



# Domino Attachment and Object Storage (DAOS)



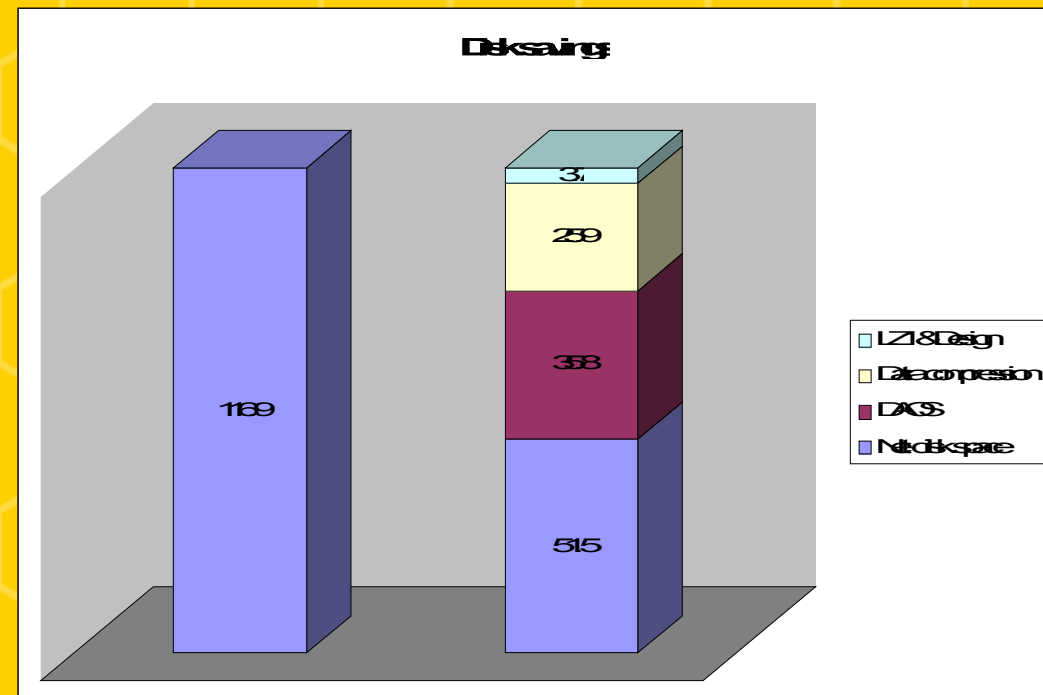
Domino 8.0

Domino 8.5

## Lotus Domino 8.5 – Storage Savings Example

- **Customer analysis of one server**
- **Starting disk storage:** **116.9GB**
- **After applying LZ1 and Design Compression:** **113.2GB (3.2% savings)**
- **After applying Data Compression:** **87.3GB (25.3% add'l savings)**

- **After applying DAOS:**
  - NSF size: 16.9GB
  - DAOS size: 34.6GB
  - NSF size reduced by 110GB (86%)
  - Total disk space reduced by 65.4GB (55.9%)



# IBM DAOS Storage Reduction Estimator Tool – See for yourself!

IBM DAOS Savings Estimator tool, Version 1.0  
Copyright (c) IBM 2008. All rights reserved.

Database Name	Orig Size	NSF	New Size	NSF	Num Files	DAOS Files	Dup Files	Compr Size	Space Savings	DAOS Ob Size
l\k#####.nsf	3.1 GB		989.8 MB		6473	6473	2203	2.2 GB	424.7 MB	1.7
\k#####.nsf	4.4 GB		1.0 GB		5083	5083	1492	3.4 GB	879.6 MB	2.5
\k#####.nsf	136.5 MB		124.9 MB		87	87	12	11.6 MB	6.7 MB	4.9
mail\k###.nsf	1.3 GB		330.2 MB		2437	2437	719	987.8 MB	301.4 MB	686.4

<http://www-01.ibm.com/support/docview.wss?rs=463&uid=swg24021920>



# Domino Domain Manager in Domino 8: Taking Corrective Actions

Thursday, December 21, 2006 - 12:53:47 PM

(2656 occurrences, first seen at Tuesday, December 05, 2006 - 1:05:03 PM)

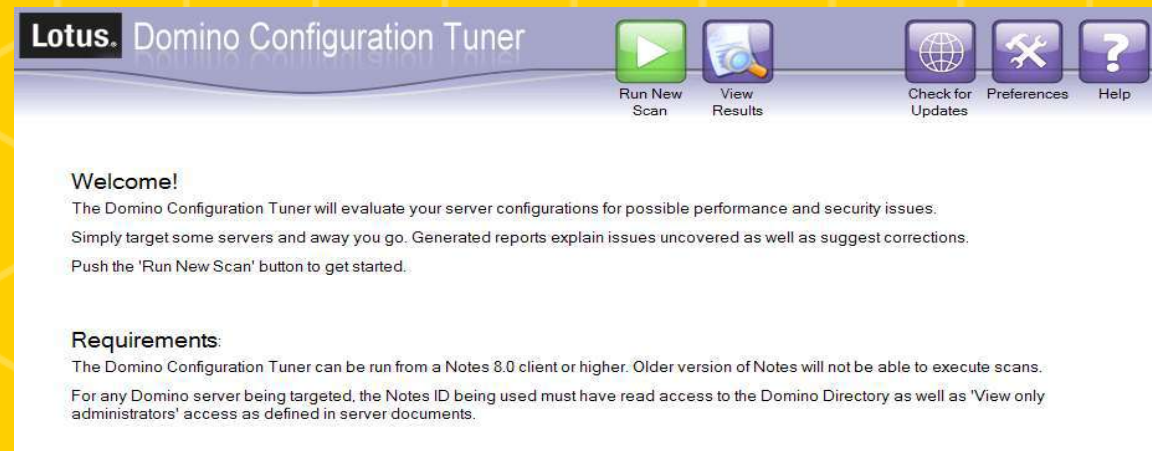
Agent Manager: Error validating execution rights for agent '\$\$\$\$agent test with script lib' in database 'agent-te.nsf'. Agent signer 'Julie Kadashevich/Iris', effective user 'Julie Kadashevich/Iris'. Examine 'Programmability Restrictions' field in the Server Record.

## Explanation

- Reported by: Agent Manager
- Severity and type:  Failure in Application Code 
- Probable cause: The agent signer does not have the rights to perform this operation according to the current settings in the Programmability Restrictions in the Server document.
- Possible solution: Change Agent Security Restrictions in the Server document for 'bhsurfers.iris.com/Iris'.  
Delete this database.  
Disable this agent.  
Compose an e-mail to the owner of the agent, 'Julie Kadashevich/Iris'.
- Corrective action:
  - Edit the Security settings in the Server document for 'bhsurfers.iris.com/Iris'.
  - Inspect and manipulate databases on 'bhsurfers.iris.com/Iris' using tools from the Domino Administrator 'Files' tab.
  - Disable the agent using the Domino Designer.
  - Compose an e-mail to 'Julie Kadashevich/Iris', who last modified this agent, alerting them to the access rights issue.

# Improving Quality of Service with DCT in Domino 8.5

- Domino Configuration Tuner (DCT)
  - Ease the administrative tasks concerning misconfiguration that can lead to costly performance and security issues
  - Identify problems
  - Suggest potential solutions
  - Detect, analyze, and address potential problems before they're 'discovered'...
  - Reduce support costs



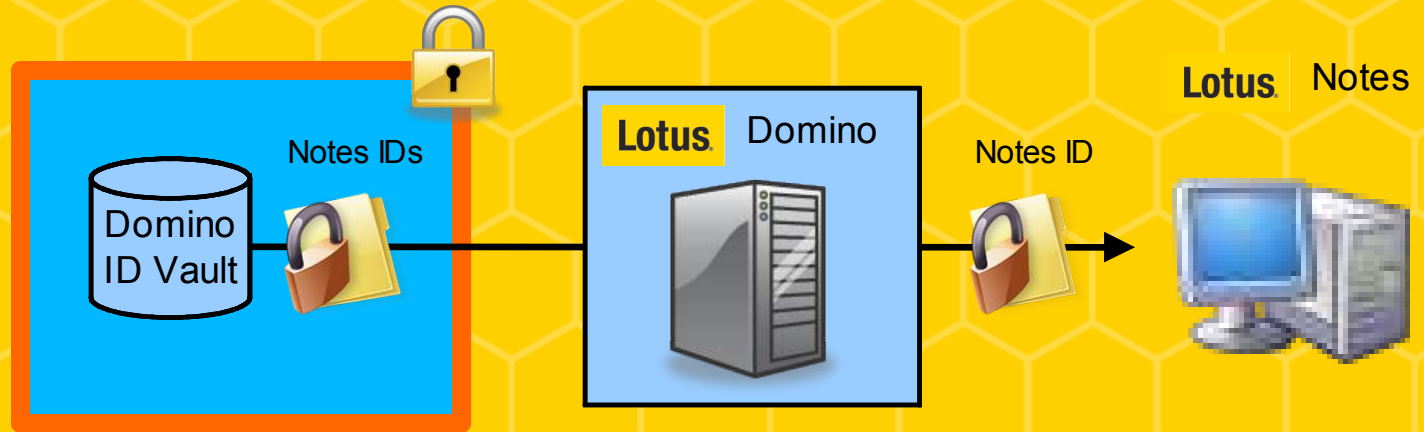
# Central Notes ID Vault

- Eliminates expensive error-prone manual operations
- Automates Lotus Notes ID file provisioning to Notes desktops



Helpdesk

Self service  
password change application



# Projected upgrade savings for one 70K user organization

\$1,430,206 in annual TCO savings (a 30% reduction) through centralization, server reduction and modernization of Lotus Notes and Domino Software.



**Reduced System Management "FTE" Costs**  
Annual TCO Savings \$1,100,000

**Reduced Hardware "Servers" and Data Storage Costs**  
Annual TCO Savings \$213,986

**Reduced Data Center Operation Costs**  
Annual TCO Savings \$116,220

**Reduced Collaboration Software Costs**  
Annual TCO Savings \$??

**Reduced "Office" Software Costs through Lotus Symphony**  
TCO Savings \$21,000,000

# Lotus Domino 8.5 – Top ten improvements

10. Design compression
9. LZ1 document compression inside databases
8. Domino Attachment and Object Service (DAOS) + I/O improvements
7. Domino Domain Manager improvements
6. New Domino Configuration Tuner
5. Notes ID Vault
4. Transaction log improvements (up to 50% CPU reduction)
3. Server scalability increases
2. Domino router enhancements
1. Additional Traveler device support



## 8.5 Application Development Themes

Provide developers with a modern development tool IDE

Do for developers what Notes 8 did for end users

Improve usability and productivity

Address various developer pain points from previous versions

Attract new developers to the platform

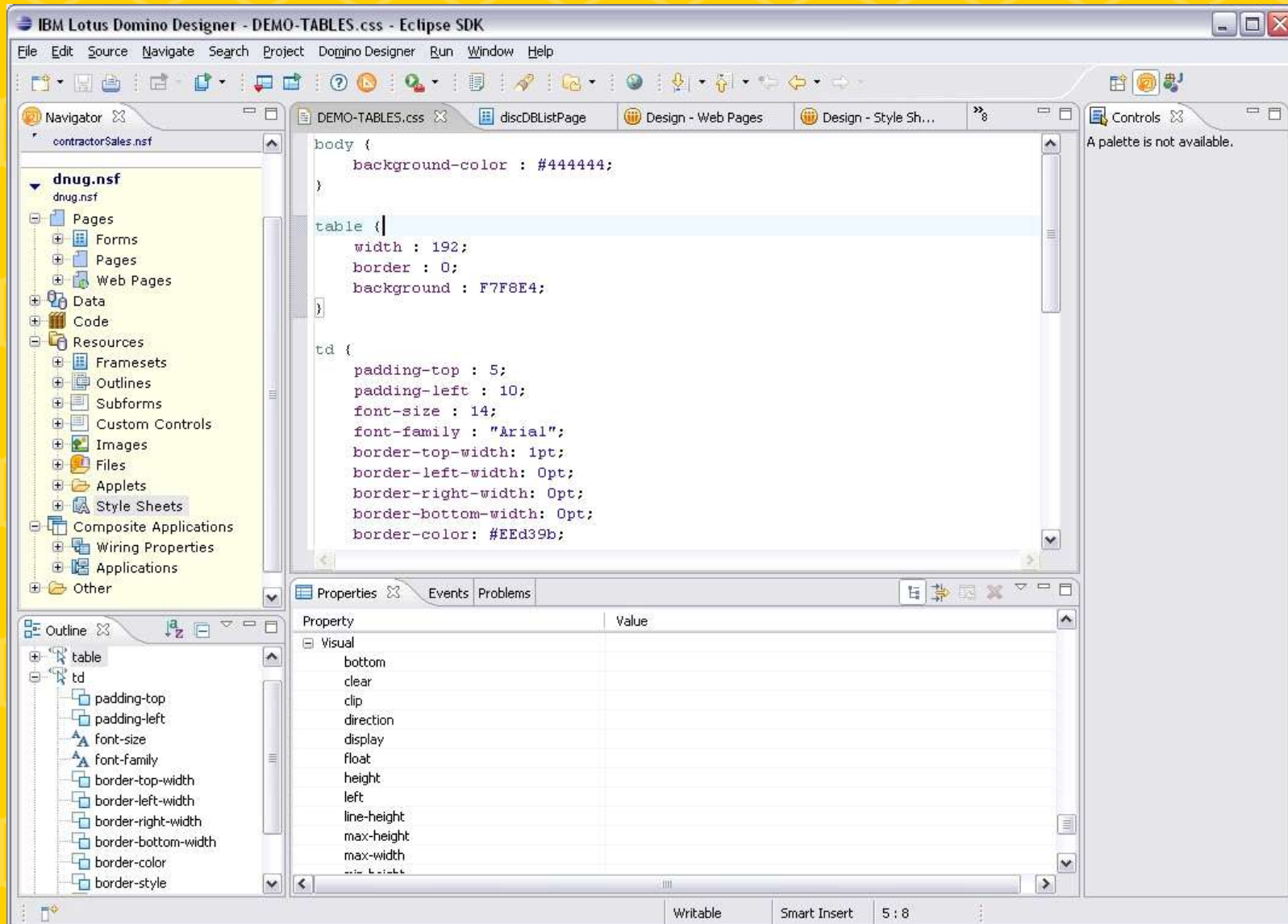
“The Web Has Never looked better”

Allow developers to build attractive, modern web apps that leverage Web 2.0 technologies with less work

Provide means to incrementally update existing Domino Web applications

# Domino Designer 8.5 on Eclipse platform

## Advanced CSS/Javascript editor



## 8.5 – Revolutionizing Domino Designer

Same Designer productivity – built on Eclipse

Enhanced navigation and search capabilities

Increased customization

Editing resources from within Designer

Web: HTML, XML,

JavaScript editors

Style sheets

An extensible application development environment

Tools Plug in and integrate together

### Top 5 Things to Know About the New Domino Designer Eclipse-based IDE

1. You can arrange your work area to be the way you like it. Just drag and drop!



And if you change your mind, no problem! Just remember these menu commands:

- Window - Reset Perspective puts back the default layout
- Window - Show Eclipse View lets you show or hide a palette (called an Eclipse view)

# The New XPage Design Element

Supplement the existing design elements with web-oriented, visual XPage design elements

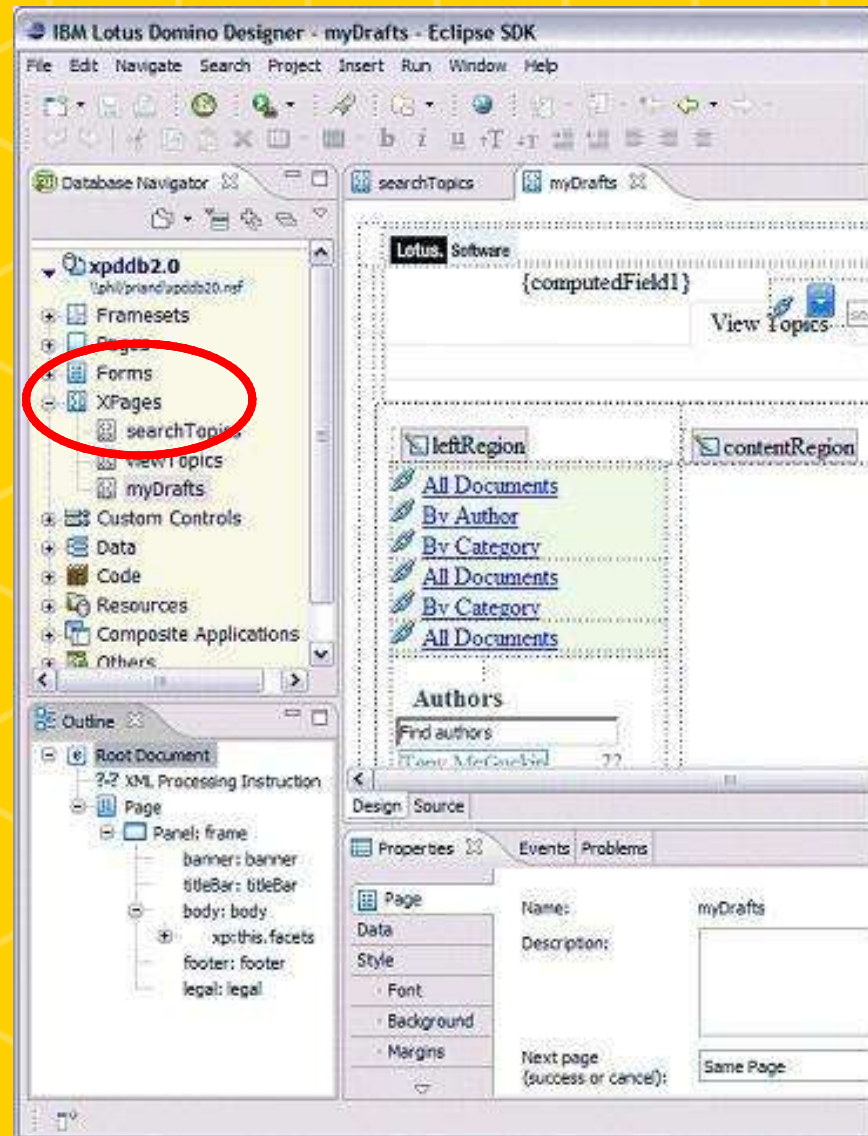
XML markup with source available

Full control of HTML

Presentation using CSS

Leverages existing assets

Like web agents, formulas, and authentication.



# Get Full Control Of Rendering Using An XPage

Discussion  
Enhanced XSP Discussion DB

[New Main Topic](#) [Move to Trash](#) [EmptyTrash](#) [Search](#)

[Previous Page](#) | [Next Page](#) | [First Page](#) | [Last Page](#) | [Expand](#) | [Collapse](#)

Date ▲	Topic
<input type="checkbox"/> 07/30/2007 1	<a href="#">DDE enhancement (Anonymous)</a>
<input type="checkbox"/>	<a href="#">First response (Anonymous 07/30/2007)</a>

[All Documents](#)  
[By Author](#)  
[By Alternate Name](#)  
[By Category](#)  
[Author Profiles](#)  
[My Interest Profile](#)  
[My Author Profile](#)

From this  
(automatic view rendering)



To this  
(custom view rendering)



**Marketing Discussion Forum**  
Use this application to share information across our extended team.

[New Post](#) | [Expand](#) | [Collapse](#)

1 - 10 of 17 Page 1 | 2 [Previous](#) | [Next](#)

[My new Domino Post](#)  
Jul 27, 2007 | Updated by on Jul 27, 2007 [Add tag](#)  
here we are  
[Add Comment](#) | [Comments\(0\)](#) | [Send Link](#) | [More Actions](#)

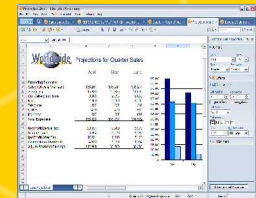
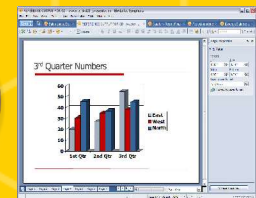
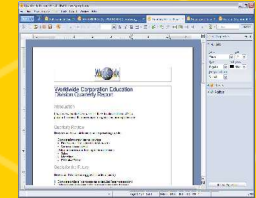
[Martha](#)  
Jul 26, 2007 | Updated by on Jul 26, 2007 [Add tag](#)  
Martha's content  
[Add Comment](#) | [Comments\(0\)](#) | [Send Link](#) | [More Actions](#)

[The meeting started](#)  
Jul 20, 2007 | Updated by on Jul 20, 2007 [Add tag](#)  
people are quite so far  
[Add Comment](#) | [Comments\(0\)](#) | [Send Link](#) | [More Actions](#)

# Updates on other Notes and Domino “Family” products

# Lotus Symphony meets needs of most users

- Robust, “right” featured and easy to use
- Designed for the majority of users
  - Create, edit, share documents, spreadsheets, and presentations
- Accessed in context, within your Lotus Notes client or standalone
- Based on open technology standards
  - Supports OpenDocument Format (ODF)
  - Supports Microsoft Office files and other file formats
  - Output to Adobe® PDF files
  - Support for Microsoft Windows®, Mac and Linux® platforms
- Easily integrated into business solutions via robust API's.
- Supports 28 languages and delivers strong accessibility
- Available at no charge.....



**>3 Million downloads  
in first year**

“....arguably the prettiest alternative to Microsoft Office, with a clean interface in a soothing IBM blue.”

*New open source Lotus Symphony poised for success.*

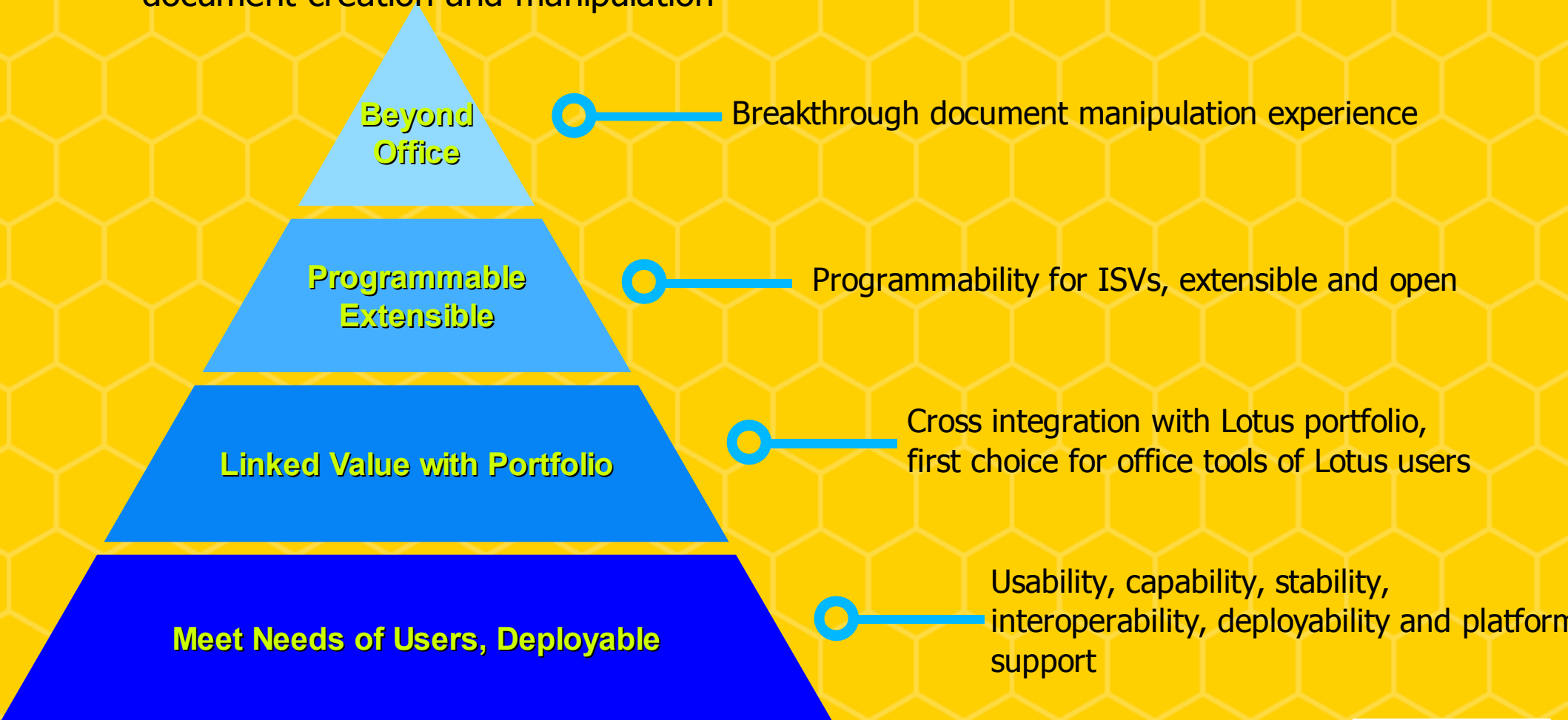
Lou Dolinar. **Newsday.com**  
July 6, 2008

# Five Themes of Lotus Symphony Development

Lotus Symphony is part of a long-term, key investment strategy by IBM

Promote use of ODF to help facilitate innovation in market

Long term: Advance IBM's position as market leader in new, dynamic models for document creation and manipulation







# Lotus Symphony is award-winning

## Infoworld US:

“Lotus Symphony is the most polished of this particular pack of productivity suites.”

## CNET:

“Microsoft is not just overpriced – for most users it’s overkill. That’s why I’ve been increasingly recommending IBM Lotus Symphony, a rounded office suite that just so happens to be free.”

## CRN:

“With so many great products entering the Channel this year, choosing which ones could be deemed product of the year was not an easy decision. But our winners this year certainly stood out as the best of the best, and we congratulate all of our winners of the CRN Test Center product of the year award.”



“Lotus Symphony awarded Most Innovative Product of the Year.”



**DATAMATION**  
PRODUCT OF THE YEAR.

— Spanish IT publication  
Actualidad Economica

2008 Editor's Pick

— China Information World



# IBM Lotus Symphony – Roadmap (2009-2010)

## Focus Areas:

- ▶ MS Office Interoperability -- MS Office 2007 Support, VB Support
- ▶ Code re-base to Open Office 3
- ▶ Programmability
- ▶ ODF 1.2 Support

### **Symphony 1.3**

Q2 2009

MS Office 2007 Support  
DataPilot Tables cont'd  
Enhanced LotusScript APIs

### **Symphony 2.0**

Q1 2010

OO 3.x code base  
ODF 1.2  
VB Macro  
MS Office 2007 Support cont'd

### **Symphony 2.x**

2H 2010

VB Macro cont'd  
Solution Enablement  
Linked Value

# Alloy by IBM and SAP: (formerly "Project Atlantic")

## Why would I want to integrate Notes and SAP?

Inbox represents a valuable flow of information with tasks that make up your work

Constantly switching tasks makes you less productive and less able to accomplish work in a timely manner

Stay in your Lotus Notes inbox to accomplish work

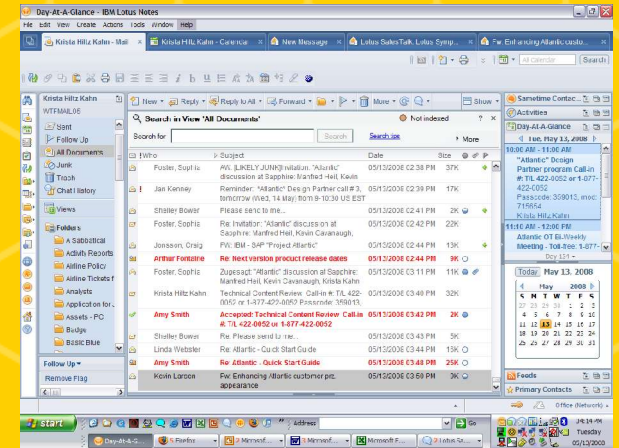
Notes brings information relevant to your role

Stay in valuable information stream and get work accomplished

Derive more value from Notes and SAP

Accelerate important business decisions with integration of IBM Lotus' collaborative capabilities and SAP's business processes, workflows and data

Enhance productivity and compliance



# Alloy use cases: Built-in scenarios are just the beginning

## Report Management

Give users information to make good decisions

## Leave Management

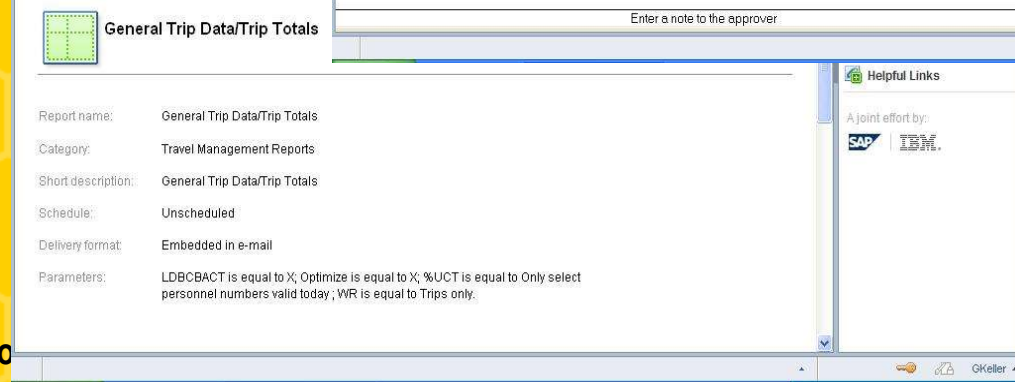
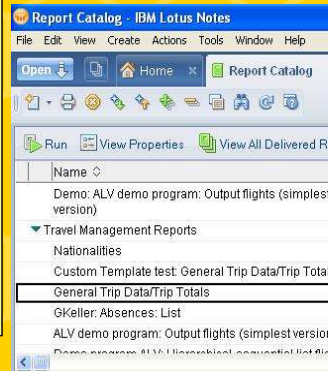
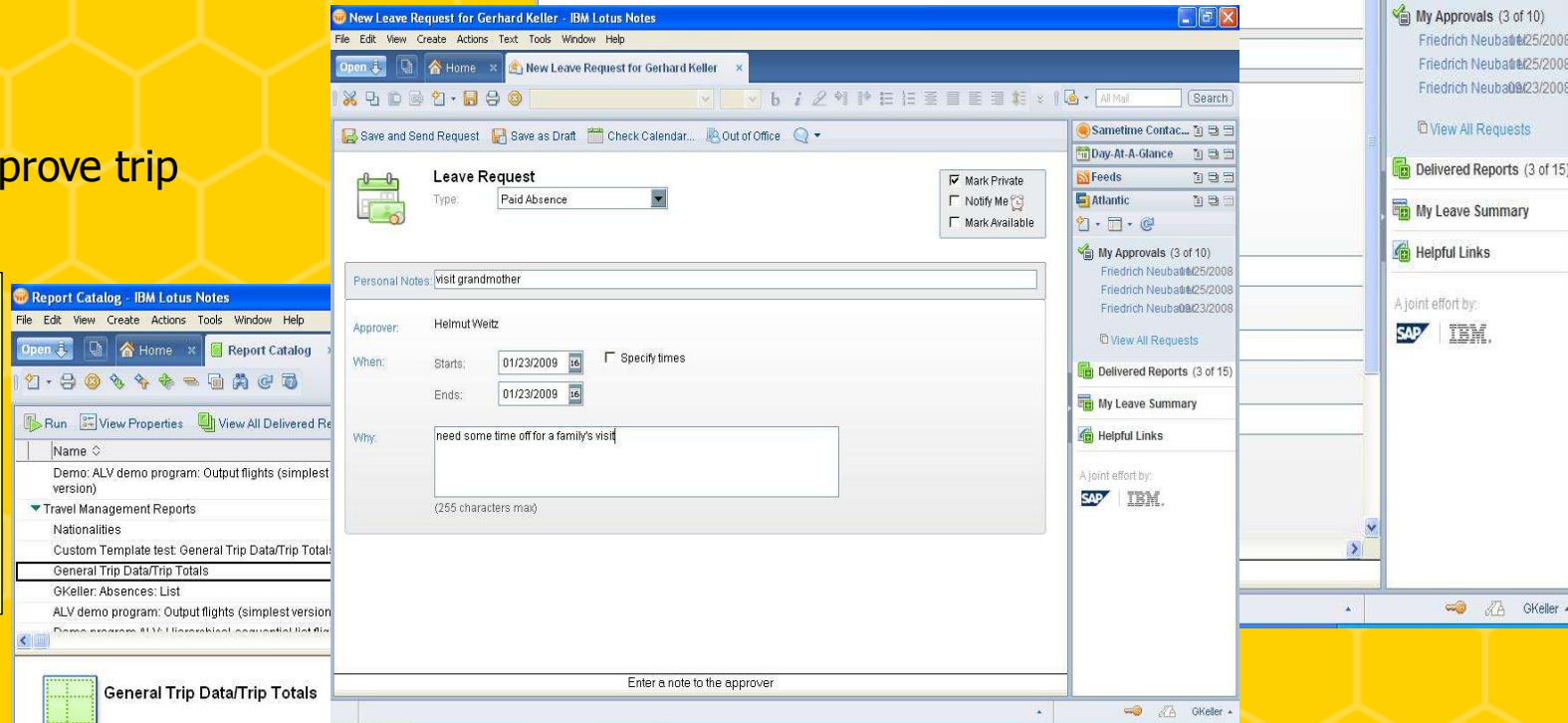
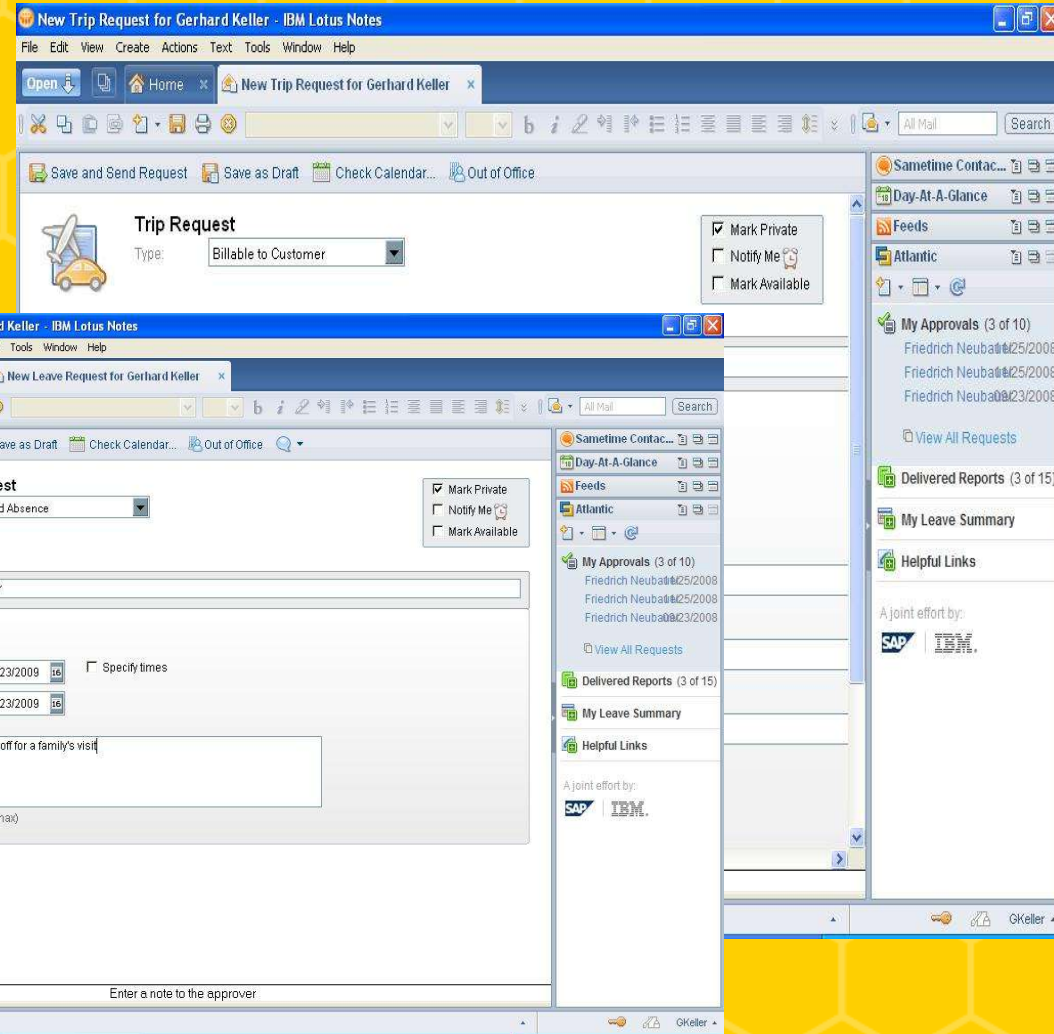
Manage vacation from your Notes calendar

## Travel Management

Request, review and approve trip details quickly

## Customizable.

Leverage your existing Notes/Domino skills to create applications that process **any** SAP Workflow object



# Lotus® Protector for Mail Security

[www.ibm.com/lotus/protector/mailsecurity](http://www.ibm.com/lotus/protector/mailsecurity)

## Protects Domino from Spam, Malware, Viruses

- Dynamic Host Reputation (IP Filtering of known malicious sources)
- Multi-level message analysis, policy rules, and content scanning
- Signature and Behavioural Antivirus
- URL matching for phishing and spyware attacks
- End user quarantines, block/allow lists

## Pre-emptive edge of network threat protection

- Blocks inbound threats and scans for outbound data content leaks

## Deployment flexibility

### Per-user software license



Hardware Appliance

Software Appliance

## Optimized SMTP eMail Security Protection for Lotus Domino Users

- Easy to purchase, deploy, administer and support
- IBM Lotus Reliability, Service
- Aggressive integration roadmap

## Notes/Domino integration



## World class technology

**IBM Proventia**

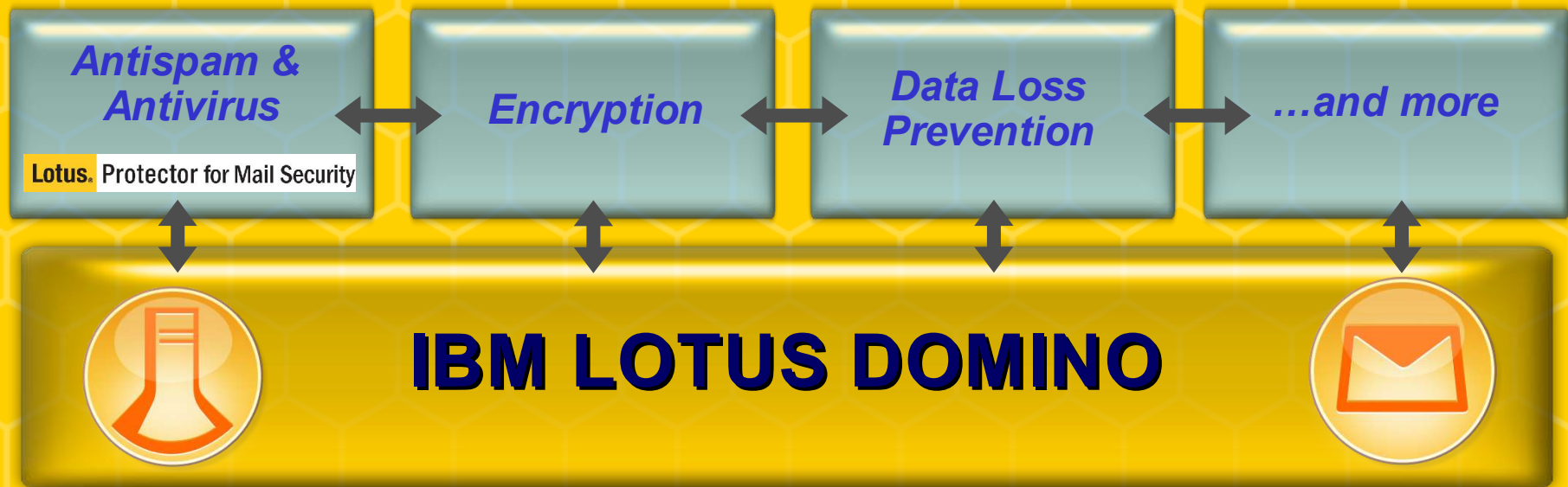
**INTERNET  
SECURITY  
SYSTEMS**



# IBM Lotus Protector Offering Family



- Extends Domino e-mail with new security and data protection capabilities
  - Protects/secures against Internet threats
  - Delivers enhanced content protection tools
- Integrates with Notes and Domino UI & security model



*Lotus Protector capabilities, packaging, and release sequence subject to change*

# Notes and Domino Futures...

# Current Lotus Domino post-8.5 plans

- Directory Independence
- Additional Services APIs
- DAOS expansion
- DCT expansion
- SPNEGO (SSO between IIS and Domino Web Server)
- Notes Client
  - File Server based roaming on Mac and Linux Notes Standard clients



# Productivity enhancements coming soon

Accept/decline meetings from inbox preview

Drag e-mail to calendar to schedule meeting

Drag and drop rescheduling of meetings, to day-at-a-glance

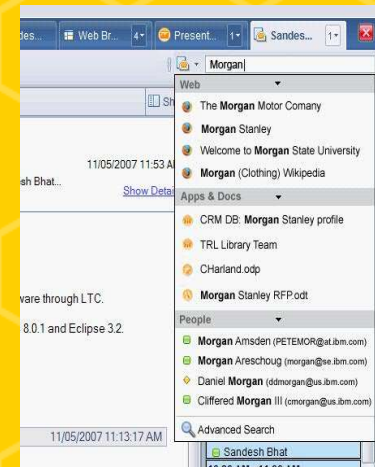
Easier inclusion of vCard in e-mail signature

Right click to empty trash in navigator

Planned to be available in product in 2009

# Improvements for the End User – Notes “9”

- Improve Search -Total Recall; simplified way of finding things more easily
- Group Calendar
- Intelligent subscription of feeds within mail inbox
- Archiving
  - Unification of user experience for local and server based archiving
  - Simplify deployment of server based archiving (4 days to 2.5 hours)
- Work with others more seamlessly – Contacts and Mail Federation
- Track work more efficiently – Unified Task Management



# Resources

- Notes and Domino home page at <http://ibm.com/notes> or <http://ibm.com/domino> (plus advertising at <http://ibm.com/lotusnotes> )
- Notes 8 training materials at [ibm.com/developerworks/lotus/notes](http://ibm.com/developerworks/lotus/notes)
- Notes/Domino 8.5 now available at [ibm.com/lotus/notesanddomino](http://ibm.com/lotus/notesanddomino)
- Access all Notes/Domino-related bloggers at [www.planetlotus.org](http://www.planetlotus.org)

# IBM Multimedia Library for Lotus Notes

A comprehensive collection of more than 1,000 Lotus tutorials and video clips showing users how to perform essential tasks.

## Target Audience:

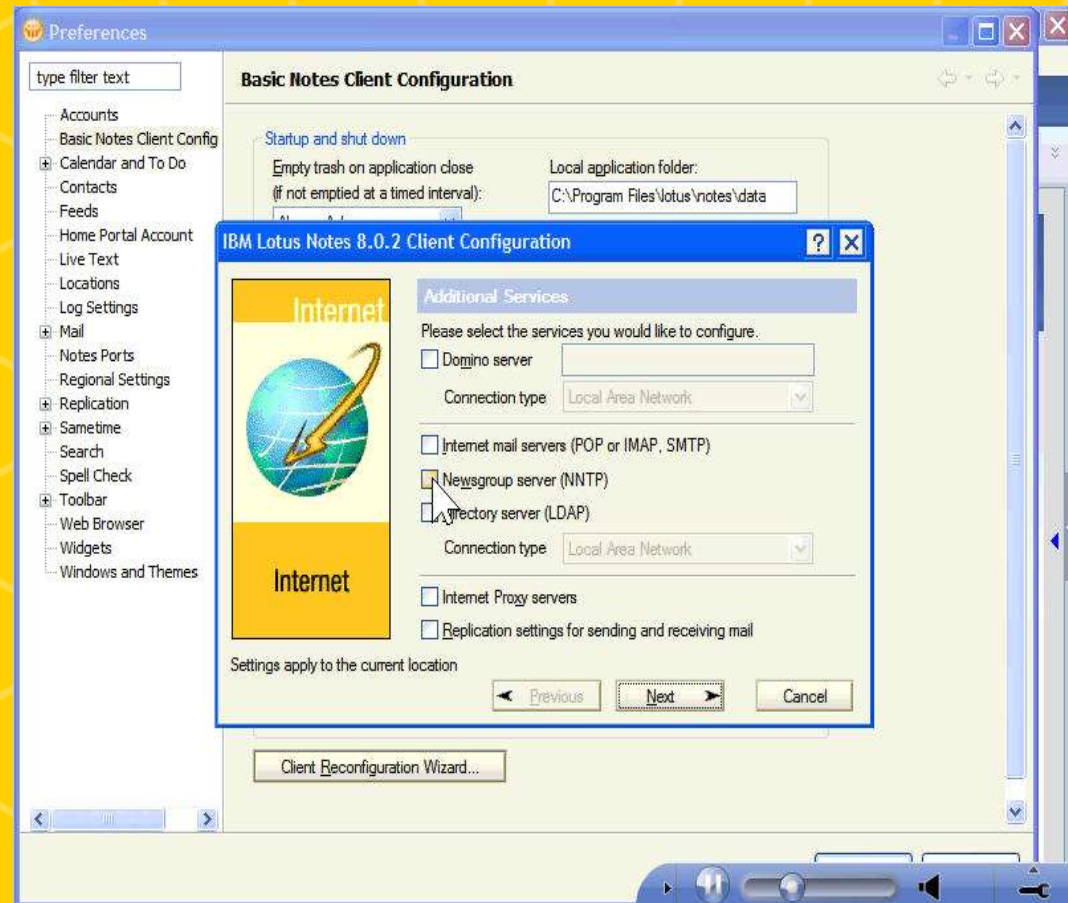
- Enterprises with end users

## Benefits:

- Affordable solution for Lotus customers
- Support for 11 languages
- Reduced tech support calls and costs
- Individual clips can be “drip fed” to employees via e-mail to prepare for a product rollout or upgrade.
- Clips include step-by-step text instructions
- Can be embedded right into the Notes client

Find Information on Classes, Conferences & Seminars

[ibm.com/software/lotus/training](http://ibm.com/software/lotus/training)



\* English, French, Canadian French, Spanish, Latin American Spanish, Brazilian Portuguese, Italian, German, Japanese, Chinese Simplified and Chinese Traditional

**Thank You**

**[dmvia@us.ibm.com](mailto:dmvia@us.ibm.com)**

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Performance is based on measurements and projections using standard IBM benchmarks in a controlled environment. The actual throughput or performance that any user will experience will vary depending upon many factors, including considerations such as the amount of multiprogramming in the user's job stream, the I/O configuration, the storage configuration, and the workload processed. Therefore, no assurance can be given that an individual user will achieve results similar to those stated here.

All customer examples described are presented as illustrations of how those customers have used IBM products and the results they may have achieved. Actual environmental costs and performance characteristics may vary by customer.

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