Results are in and Lotus wins…

with rave reviews from customers, press and analysts

Hot off the Press…

CRNtech

"Lotus Notes has the edge"

Driven by higher return on investment and easier deployment of Lotus software, many customers are choosing Lotus collaboration software over Microsoft. In a side-by-side comparison with Microsoft Exchange, the *CRN* review team gave IBM Lotus Notes top marks in five key areas: installation and deployment, interoperability and customization, feature set, performance and pricing.

The rapid market acceptance of Notes and Domino 8 is driven in part by the "green" nature of the products. Lotus helps customers work smarter by reducing the number of servers required and the hardware requirements needed to support mail files and attachments – while reducing administrative overhead. In addition, Lotus Domino 8 has proven to help customers cut the cost of ownership by as much as 30%.

"The edge in pricing, when all is factored in, goes to Lotus. You simply get more bang for your buck." -- CRN

Big WINS - Lotus Collaboration software chosen over Microsoft

IBM just announced major enterprise client wins for Lotus collaboration software over Microsoft. Recent Lotus wins include Coca-Cola, HSBC, Blue Cross Blue Shield, Hyundai, Mass Mutual, Nationwide, among others. Driven by the higher return on investment and easier deployment, Microsoft customers are choosing IBM Lotus software. Business Partners facing waning demand for Microsoft products along with growing interest in Linux are also choosing IBM -- with more than 1,000 Microsoft Business Partners signing up to sell IBM's Lotus Foundations "office-in-a-box" appliance for small and medium sized businesses in the first five months of 2009.

> "Lotus Foundations enabled us to implement a complete data storage system and stay within budget. And as an added savings, the included Lotus Symphony software enables us to cut all future costs tied to buying and upgrading Microsoft Office licenses."
> - Kathy Rutledge, Teacher, Calvary Baptist Academy, Shreveport, Louisiana

Proven Customer Success

World's largest independent tire retailer switches to Lotus for reliability and performance

When Discount Tire, the world's largest independent tire and wheel retailer decided to bring the management of its e-commerce infrastructure in-house, the IT team originally tried building a new e-commerce system on a Windows platform, *"but that was failing miserably,"* said Will Darton, senior server support administrator for Discount Tire.

The company then moved to IBM Lotus Domino Server running on Microsoft Windows for its business-critical internal email system and proceeded to migrate Lotus on to Red Hat Enterprise Linux with much success including increased performance and fewer burdens on IT resources.

> "Since migrating Lotus Domino to Red Hat Enterprise Linux, performance has increased and we've been able to free up IT resources to focus on more strategic issues."
>
> - Will Darton, Senior Server Support Administrator, Discount Tire

IBM

Additional resources related to these stories and topics

Try it for free for 90 days

Introducing Lotus Notes and Domino 8 ....

Lotus Notes and Domino on the Web

Smarter Collaboration customer testimonial video on YouTube

CRN article (June 8, 2009)

RedHat article (June 8, 2009): Discount Tire Grows E-Commerce Business with Red Hat Solutions

Lotus Foundations press release

IBM