

Unlock the full potential of people



The future of your INBOX is an OPEN RICH COLLABORATION client

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Reynout van Adrichem Boogaert

15 September 2010



MEET IBM 2010
see  differently

The future of your INBOX ...
is a part of
a full collaboration client



Unlock the full potential
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The need for people to **Work SMARTER** is clear...



5.3

hours wasted per employee per week due to inefficient processes



42%

make decisions with the wrong input at least once a week



2

hours a day spent looking for the right information and expertise

2/3

of people can't find the help they know is out there



84%

of organizations have a remote workforce



87% of high growth company CIOs expect their organizations to be collaborative and seek active input from customers more often



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Sources: "The New Voice of the CIO," IBM 2009 Global CIO study; Siemens study; Accenture study; Gartner survey

The Lotus Mission:



Helping People Drive Better Business Outcomes

**Empowering people to
be **more effective**,
responsive and
innovative
in the context of the
work they do**



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The Lotus Business Platform



Knowledge Worker





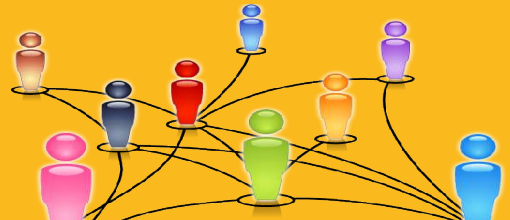
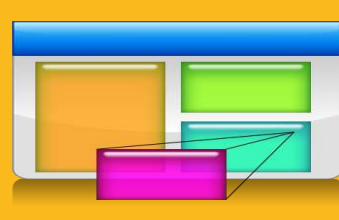
Informational Worker (Boundary)



External Partners



 **Universal Access**  

 **Messaging**  **Communicating**  **Connecting**  **Integrating** **Lotus®**

Open Standards Architecture

Business Applications 

Information Management 



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Solution Delivery Strategy

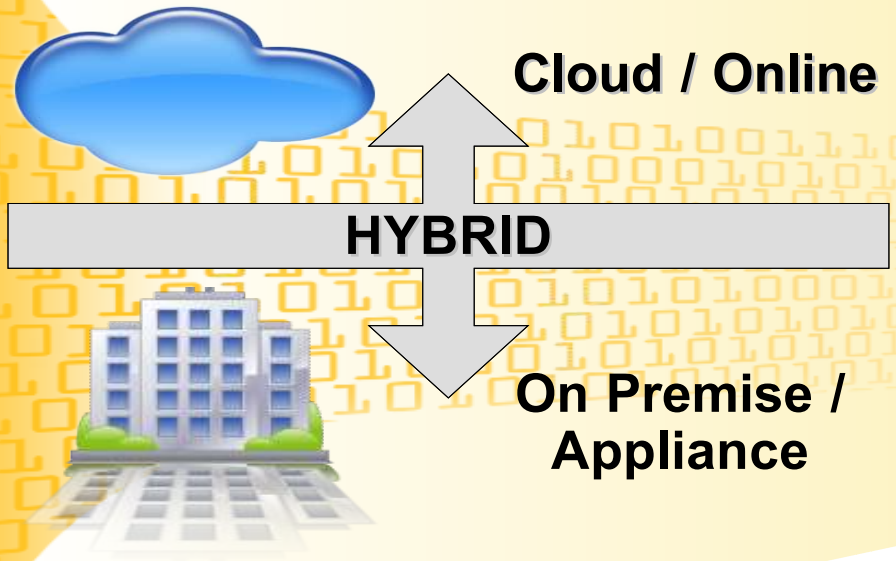


Messaging

Communicating

Connecting

Integrating



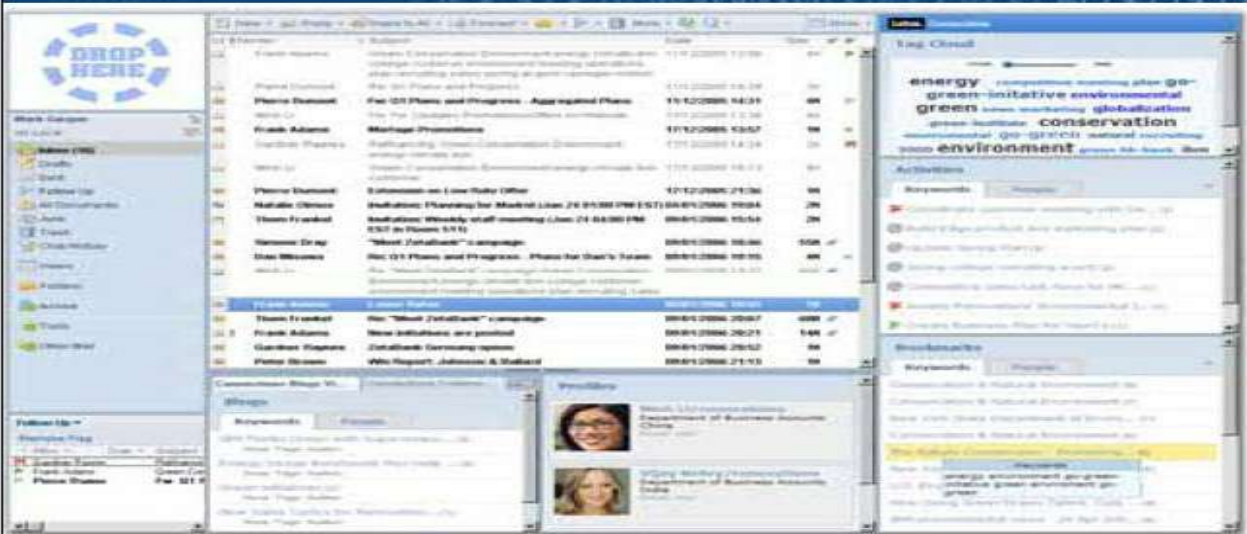
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Gartner on the future of E-Mail



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

E-Mail Becomes the Collaboration Console: The Future of E-Mail Is...Gasp...Lotus Notes?



- Eclipse-based
- Sidebar paradigm
- Mashup architecture
- Third-party platform
- Whither Microsoft?

E-mail needs a plug-in architecture to survive generational change.

Gartner



Collaborate in context from a single, unified view



Leveraging **ALL** your current investments



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Demo Scenarios



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Scenario 1: Demo request



Lotus Sales contacts Technical pre-sales for demo at customer X

- “Twitter like” status updates
- Location awareness
- Availability information
- Real-time communication
- Look-up free time of demo team members
- Look-up free time of Tec/Lab environment
- Unified Communication – VOIP Call



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Scenario 2: Create/Post presentation and ask feedback



- Create/Build presentation in Lotus Symphony
- Post presentation centrally
- Request feedback from my peers
- Consolidate feedback
- Upload modified version

- Preview: Coediting with Project Concord



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Scenario 3: Book online customer meeting



- Book customer online meeting from calendar
- Participate in online meeting with Customer
- Access online meeting with Mobile device (BlackBerry Bold 9000)
- Sent presentation to customers



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Scenario 4: Alloy by IBM and SAP...



Trip Request for Friedrich Neubauer - IBM Lotus Notes

File Edit View Create Actions Tools Window Help

Open Home Replication Gerhard Keller - Mail Trip Request for Friedrich Neubauer

Approve Send back for corrections Reject View All Requests

Trip Request
Type: Non-billable to Customer
By: Friedrich Neubauer
Status: In Process
Updated on: 01/15/2009

Trip Number: 0002000661

When: Leaving: Sun 01/18/2009 08:00 AM
Returning: Thu 01/22/2009 05:00 PM

Where: Country/Region: USA
Location: Orlando

Why: I would like to attend Lotusphere

Comments: Education and enablement

Estimated Costs: 2500.00 EUR

Assignment:

Percentage	Accounting Object	Controlling Area	Business Area	Company Code
100.00	4300 (Plant Maintenance)	1000 (CO Europe)	9900 (Corporate Other)	1000 (IDES AG)

Sametime Contacts
Day-At-A-Glance
Feeds
Alloy™
My Approvals (3 of 12)
Friedrich Neubauer 01/15/2009
Friedrich Neubauer 01/08/2008
Friedrich Neubauer 01/25/2008
View All Requests
Related Reports
General Trip Data/Trip Totals

Alloy™ by IBM and SAP

BlackBerry

Trip Expense Approval

Comments:
[Overview](#) **Itemized Costs**

Expense Summary:
Total Cost: 2,500.00 EUR
Reimbursement: 2500EUR
Paid by Company: 0.00 EUR

Cost Assignment:
Itemized Costs:

DATE	NAME	AMOUNT	CURRENCY
03. May 2009	Flight	2,500.00	EUR

[Approve](#) [Decline](#)



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Scenario 4: Alloy by IBM and SAP...



Brings
Information to People
instead of
People to Information

BlackBerry

Trip Expense Approval

Comments:

[Overview](#) **Itemized Costs**

Expense Summary: Total Cost: 2,500.00 EUR
Reimbursement: 2500EUR
Paid by Company: 0.00 EUR

Cost Assignment:

DATE	NAME	AMOUNT	CURRENCY
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Open Home Stijn Van Herzele - Ma Open Home Stijn Van Herzele

Edit Forward vCard

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Person: Profiles-Search Done

Start Meet IBM

Profiles - IBM Lotus Notes

File View Tools Window Help

Welcome to Lotus Connections

Lotus Connections Home Profiles Communities Blogs

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Adrichem Boogaert, R E
 IBM employ
 IBM Netherl
 IBM Sales &
 Senior IT Sp
 Client Tech
 J. HUIZINGA
 Building: 76
 reynoutvab@

Adrichem Boogaert, R E (Reynou)
 Mobile data access on your cell-phone is now possible:
<http://w3.tap.ibm.com/w3ki/display/intaut/Internet+op+je+IBM+GSM>
 Yesterday 10:52 AM

Tags

Send e-mail

Contact Back The E Write a r

Start Meet IBM

Profiles - IBM Lotus Notes

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Welcome to Lotus Connections on Web. Get answers on how to handle IBM confidential content and other questions.

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 Client Tech
 J. HUIZINGA
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 reynoutvab@

Adrichem Boogaert, R E (Reynou)
 Mobile data access on your cell-phone is now possible:
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Tags

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Profiles-Search

Search All Contacts

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Report to chain

- Cuppen, J P (Judith)
- Goossens, Arcene
- Tervooft, I J (Irene)
 - Adrichem Boogaert, R E (Reynou)

Full report-to chain
 Same manager

Network

Show all (284)

My Links

Local Office IBM (Network)

11:38



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 Manager: Tervoort; I J (Ireland)

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Call with 31621521767 (Connecting)

File View Actions Help

31621521767
 Connecting



And there are much more scenarios...

If we only had more time ;)



Some more scenarios @ YouTube:



“the men who should have used Lotus Connections”

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the men who should have used lotus connections

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Any source

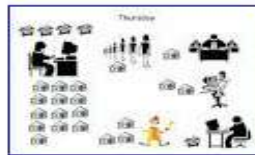
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4 min - 2 Sep 2009 - Uploaded by StephenfromIBM

short & fun.

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[The man who should have used Lotus Connections 2](#)

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5 min - 19 Oct 2009 - Uploaded by StephenfromIBM

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