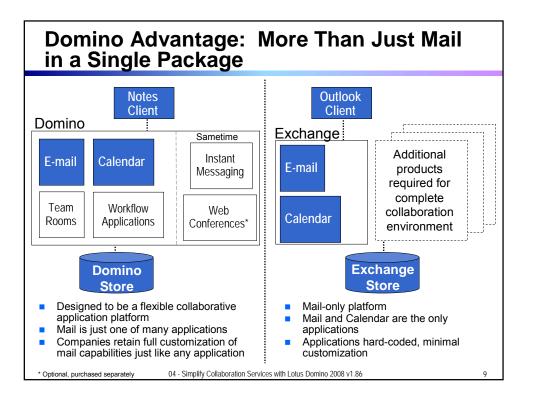
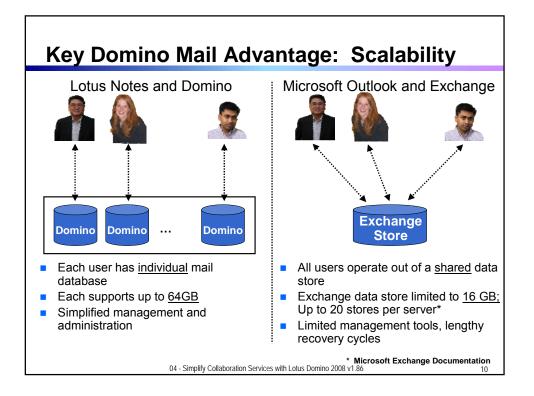


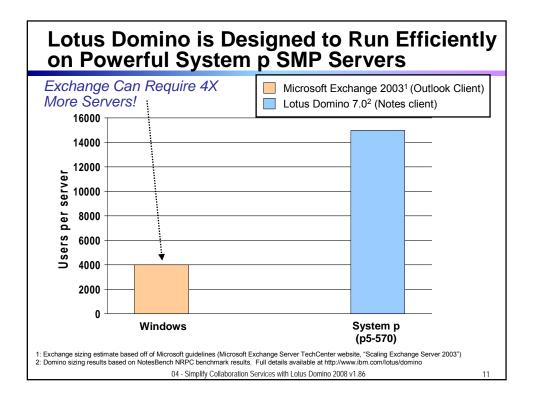
Domino Architecture Provides Collaborative Application Platform

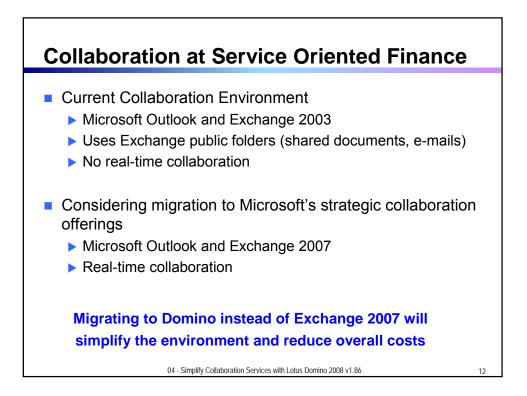
- Domino's workflow integrates the entire user experience
 - Built in forms routing, approval, digital signatures and data collection capabilities
 - Microsoft/Exchange solution requires numerous additional products and servers
 - Operations Manager, SQL Server, Communications Server, SharePoint etc...
- Underlying architecture designed for extensibility and Composite Application support
 - Notes applications can now be combined with Java applications (Web Services, other Eclipse components, portlets...)
 - Loose coupling between applications, components, & plug-ins allows exchange of data
- Applications are presented in *either* the Notes client or a web browser

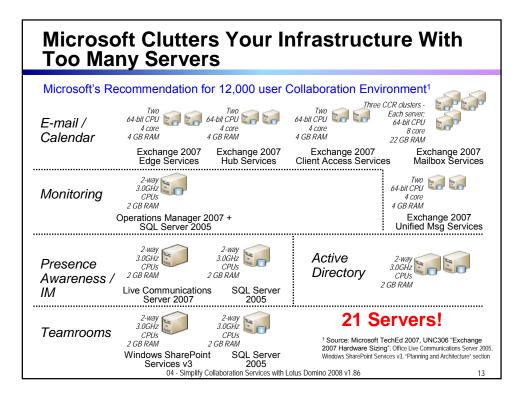
04 - Simplify Collaboration Services with Lotus Domino 2008 v1.86

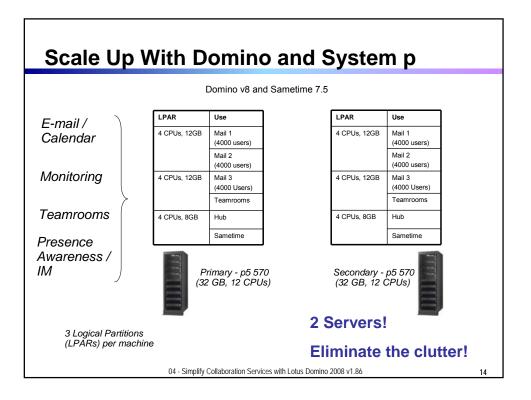








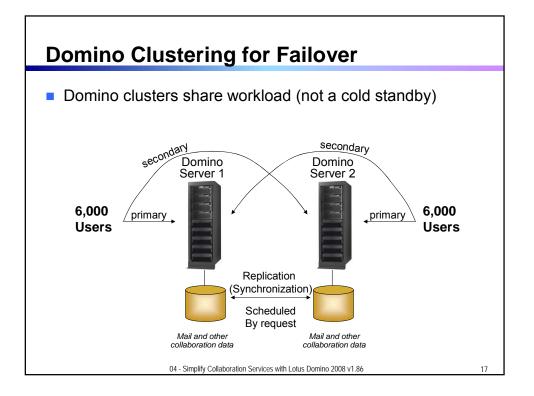


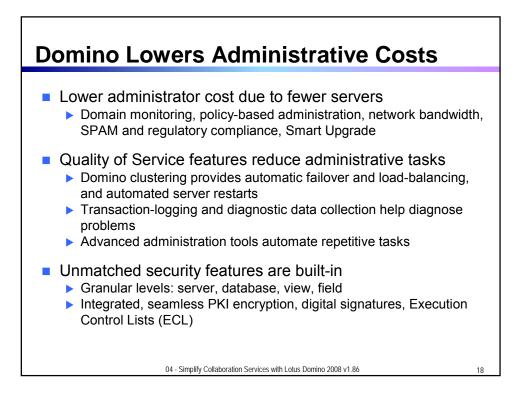


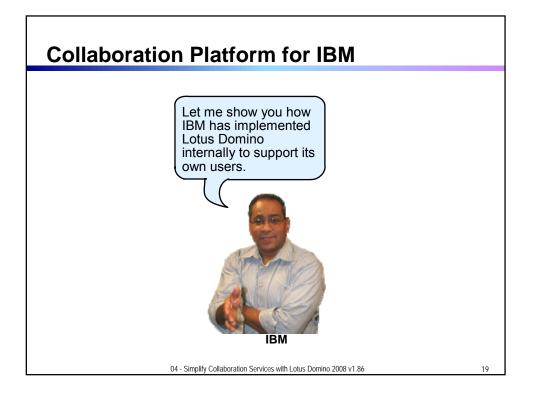
	Domino Collaboration Solution	Microsoft Collaboration Solution
Server Hardware	\$535,300 2 servers	\$502,000 21 servers
Server Software		
E-mail / calendar	\$98,800	\$27,900
Presence aware. / IM	Included	\$400
Teamrooms	Included	Included
Monitoring, database, hub	Included	\$9,700
Client Access Software		
Server CAL	\$0	\$1,235,500
E-mail / calendar	\$1,866,700	\$946,300
Presence aware. / IM	Included	\$190,000
Teamrooms	Included	\$288,000
Server Support and Environmentals	\$206,400	\$2,167,200
TOTAL	\$2,707,200	\$5,367,000

Three Year TCO Comparison (12,000 Users)
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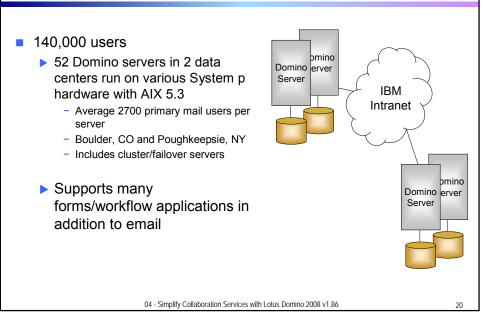
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Teamrooms	Included		\$288,000
Server Support and Environmentals	\$68,800		\$722,400
TOTAL	\$2,707,200		\$5,367,000
+ Personal Productivity	\$0	\$450 x 12,000	= \$5,400,000
TOTAL	\$2,707,200		\$10,767,000

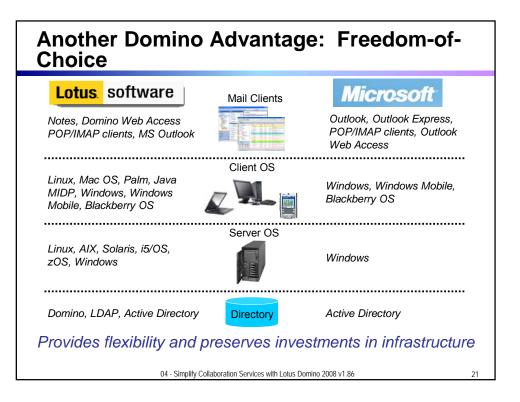






Lotus Domino Infrastructure for IBM North America





Domino Has a History of Easier Upgrades

required for No requirement For example, Exchange 2003		Domino	Exchange
System changes required for upgrade? No requirement prerequisites for Windows upgrade Migration of users to new version No user outage, steps for migration Multiple, different options, all with user outages Migration of users to new version No user outage, steps for migration Multiple, different options, all with user outages Migration of users to new version No user outage, steps for migration Multiple, different options, all with user outages Migration of users to new version Replicate mail file from old server to the new server Multiple, different options, all with user outages Move mailboxes Update in place Export / Import mail	of software on	Yes	No
users to new version 1. Replicate mail file from old server to the new server user outages 2. Run in parallel to verify new environment. When ready = Update in place 3. Redirect client to new server = Export / Import mail	System changes required for	No requirement	prerequisites for Windows upgrades For example, Exchange 2003 required Windows 2000 systems to
	users to new	 Replicate mail file from old server to the new server Run in parallel to verify new environment. When ready Redirect client to new server 	user outages Move mailboxes Update in place

