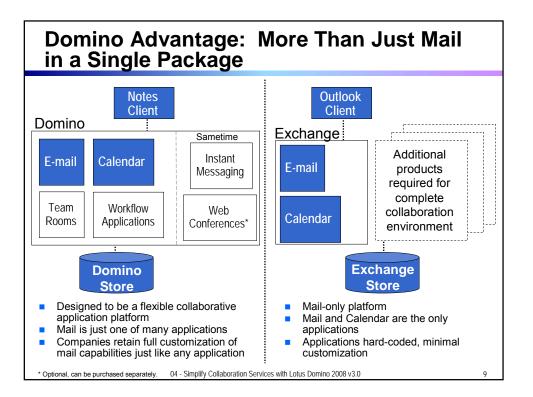


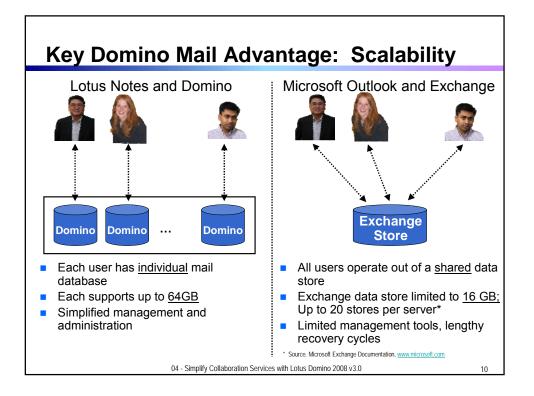
Domino Architecture Provides Collaborative Application Platform

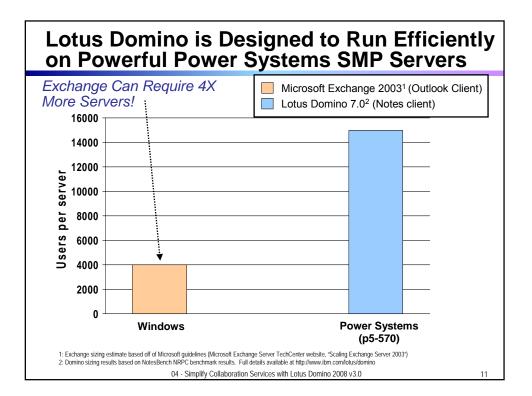
Domino's workflow integrates the entire user experience

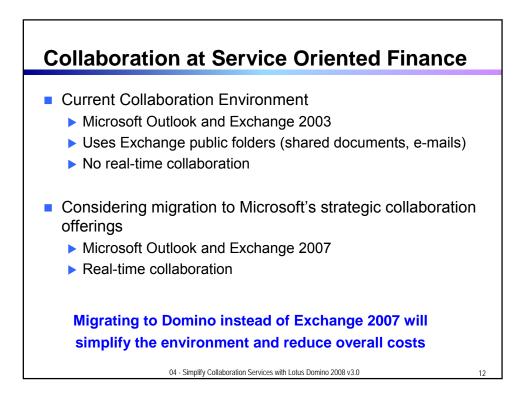
- Built in forms routing, approval, digital signatures and data collection capabilities
- Microsoft/Exchange solution requires numerous additional products and servers
 - Operations Manager, SQL Server, Communications Server, SharePoint, ...
- Underlying architecture designed for extensibility and Composite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

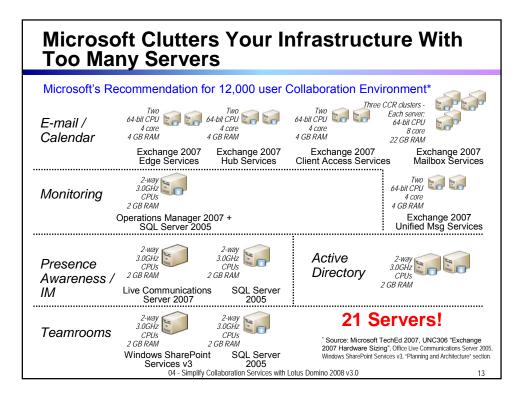
04 - Simplify Collaboration Services with Lotus Domino 2008 v3.0

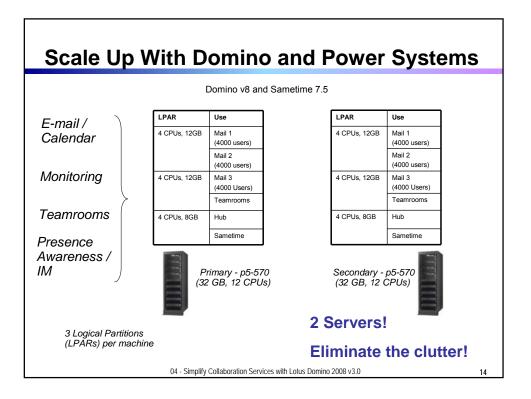








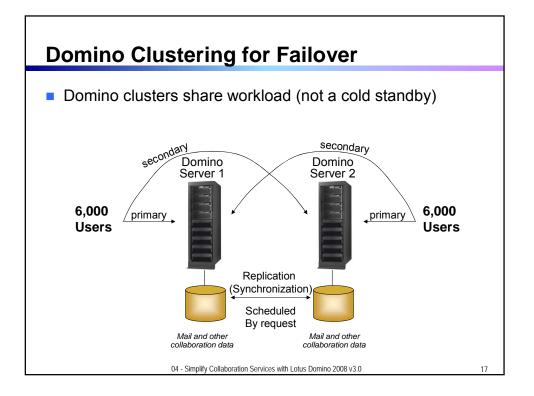


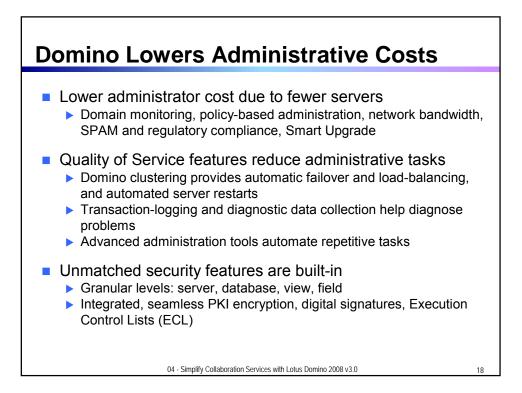


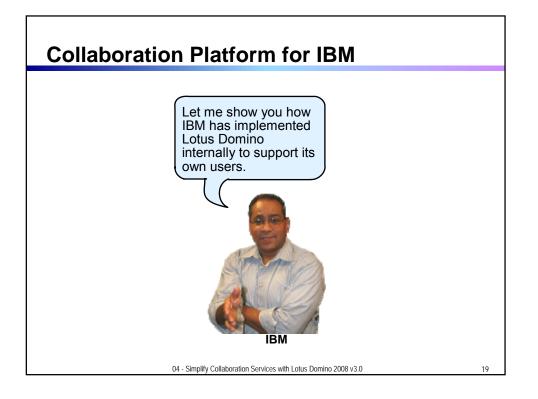
	Domino Collaboration Solution	Microsoft Collaboration Solution
Server Hardware	\$535,300 2 servers	\$502,000 21 servers
Server Software		
E-mail / calendar	\$98,800	\$27,900
Presence aware. / IM	Included	\$400
Teamrooms	Included	Included
Monitoring, database, hub	Included	\$9,700
Client Access Software		
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 (1	12,000 Users)
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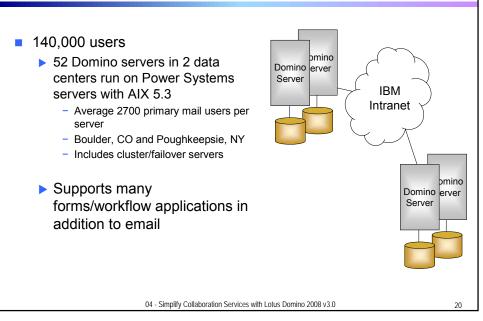
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TOTAL	\$2,707,200		\$5,367,000
+ Personal Productivity	\$0	\$450 x 12,000	= \$5,400,000
TOTAL	\$2,707,200		\$10,767,000

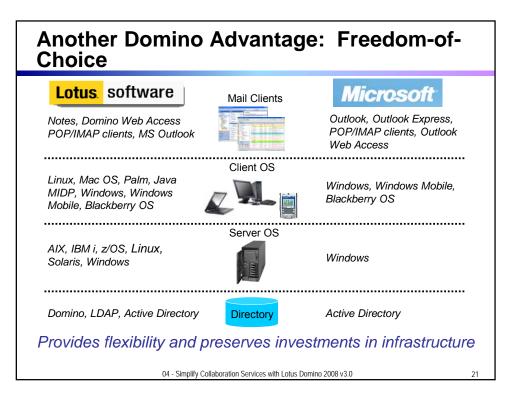






Lotus Domino Infrastructure for IBM North America





Domino Has a History of Easier Upgrades

required for upgrade? No requirement For example, Exchange 2003 required Windows 2000 systems t upgrade to Windows 2000 systems t upgrade to Windows 2003 first. Migration of users to new version No user outage, steps for migration 1. Replicate mail file from old server to the new server Multiple, different options, all with user outages 2. Run in parallel to verify new environment. When ready • Update in place 3. Redirect client to new server • Export / Import mail		Domino	Exchange
System changes required for upgrade? No requirement prerequisites for Windows upgrade For example, Exchange 2003 required Windows 2000 systems to upgrade to Windows 2003 first. Migration of users to new version No user outage, steps for migration 1. Replicate mail file from old server to the new server Multiple, different options, all with user outages 2. Run in parallel to verify new environment. When ready Update in place 3. Redirect client to new server Export / Import mail	of software on	Yes	No
users to new version1.Replicate mail file from old server to the new serveruser outages ■Move mailboxes2.Run in parallel to verify new environment. When ready■Update in place ■Export / Import mail3.Redirect client to new server	System changes required for	No requirement	prerequisites for Windows upgrades For example, Exchange 2003 required Windows 2000 systems to
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