

making the world work

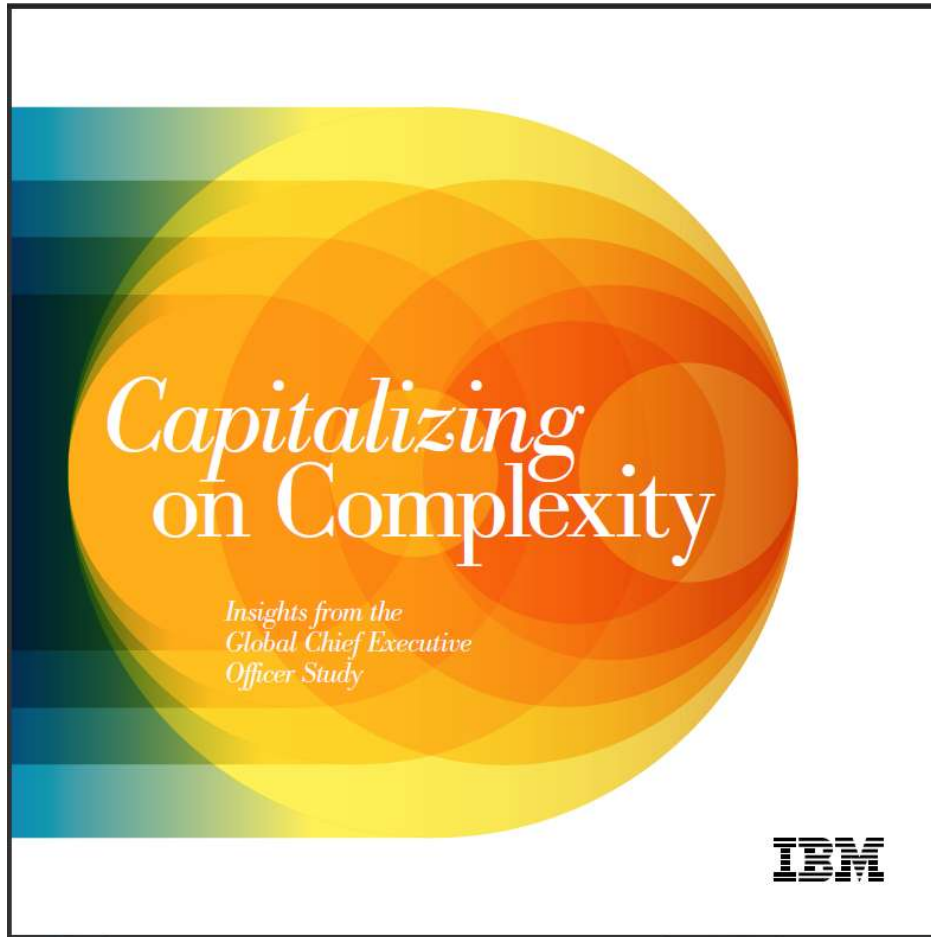
faster
safer
smarter.
simpler
greener

Project Vulcan

Uffe Sorensen

Lotus Messaging & Collaboration Director
Central/Eastern Europe, Middle-East & Africa





To better understand the challenges and goals of today's CEOs, we met face-to-face with the largest-known sample of these senior executives. Between September 2009 and January 2010, we interviewed 1,541 CEOs, general managers and senior public sector leaders who represent different sizes of organizations in 60 countries and 33 industries.



Stand-outs differentiate themselves in 3 ways ...



Capitalizing on Complexity

*Insights from the
Global Chief Executive
Officer Study*

**Build
operating
dexterity**

**Embody
creative
leadership**



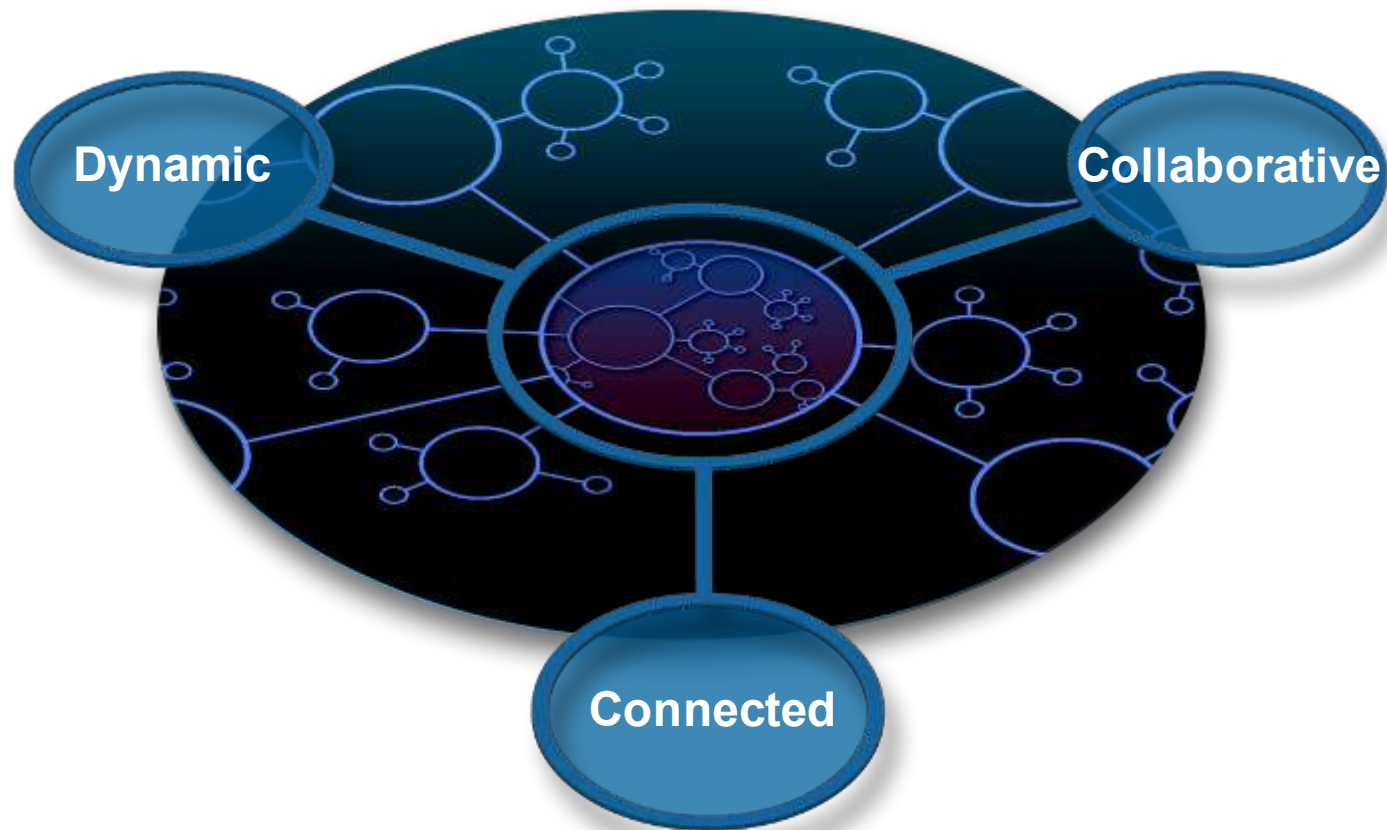
**Reinvent
customer
relationships**

- “Getting closer to customers” is the single most important theme
- Better understand customer needs through collaboration and info sharing
- Exploit the information explosion to deliver unprecedented customer service



Outperforming Organizations Are Working Smarter

Building Agile Workplaces That Are...

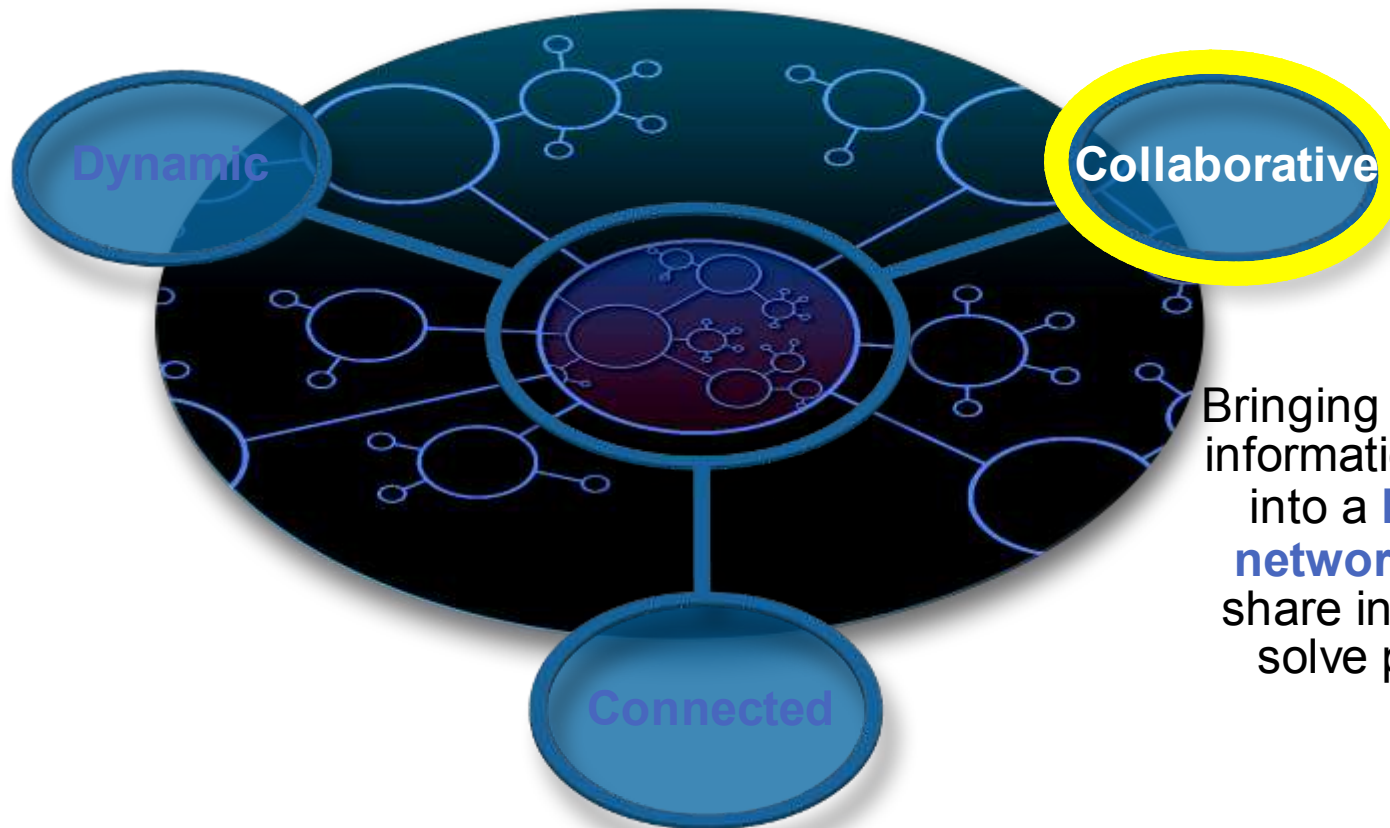


From: IBM Global CEO Study, 2008, & CIO Study, 2009



Outperforming Organizations Are Working Smarter

Building Agile Workplaces That Are...



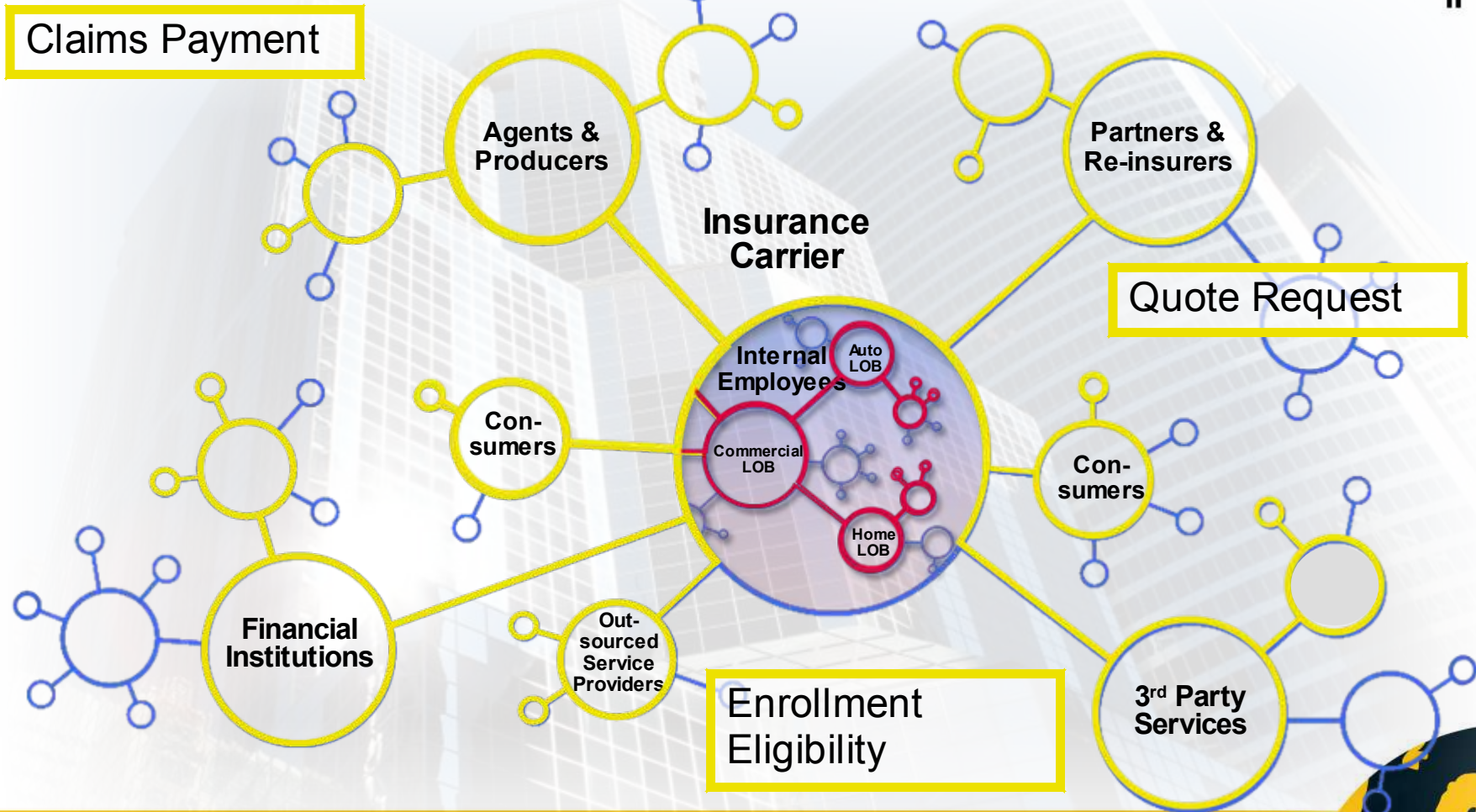
Bringing people and information together into a **business network** that can share insights and solve problems

From: IBM Global CEO Study, 2008, & CIO Study, 2009



Our Business Networks are Becoming Broader, More Dynamic ...

Necessitating change in how people do business



Organizations are Benefitting by Connecting People Across the Network

Improved Collaboration Fosters Agility at the Individual Level



Social Attributes

- Indexing content for easy aggregation, filtering, and search
- Taking a “people-centric” view of communications & collaboration that utilises existing relationships
- Creating user profiles help people manage relationships in one place



This is changing expectations about how we work ...

	Traditionalist	Boomer	Gen X	Gen Y
Training	The hard way	Too much and I'll leave	Required to keep me	Continuous and expected
Learning style	Classroom	Facilitated	Independent	Collaborative and networked
Communication style	Top down	Guarded	Hub and spoke	Collaborative
Problem-solving	Hierarchical	Horizontal	Independent	Collaborative
Decision-making	Seeks approval	Team informed	Team includes	Team decides
Leadership style	Command and control	Get out of my way !	Coach	Partner
Feedback	No news is good news	Once per year	Weekly / Daily	On demand
Technology use	Uncomfortable	Unsure	Unable to work without it	Unfathomable if not provided
Job changing	Unwise	Sets me back	Necessary	Part of my daily routine



This is changing expectations about how we work ...

	Traditionalist	Boomer	Gen X	Gen Y
Training	The hard way	Too much and I'll leave	Required to keep me	Continuous and expected
Learning style	Classroom	Facil		Collaborative and
Communication style	Top down	Gua		
Problem-solving	Hierarchical	Hori		
Decision-making	Seeks approval	Team i		
Leadership style	Command and control	Get c my		
Feedback	No news is good news	Once p		
Technology use	Uncomfortable	Uns		
Job changing	Unwise	Sets m		

“The next generation, as natives of the digital world, will have revolutionary implications for politics, the public sector and the way we do business. The citizen will drive change and bring social revolution, not evolution.”

Peter Gilroy, CEO, Kent County Council



Enabling Collaborative Decision Making

A Unified Experience with the Ability to Take Action



growing

The Lotus Portfolio ...

innovating

- Lotus Connections is the **fastest growing software** product in Lotus' history
- Notes & Domino – dynamic, adaptive desktop **18,378 new customers** since ND 8 launched
- IBM **#1** market share in WW Social Platform*
- WebSphere Portal – **#1 in WW** market share for Enterprise Portal**

* IDC 2010, **Gartner 2010

- IBM Project **Vulcan** – Blueprint for the future of collaboration
- IBM Project **Northstar** – IBM's vision for exceptional web experiences
- Symphony wins every relevant award for office productivity – >13M downloads
- LotusLive: Richest and most flexible collaboration platform in The Cloud



winning

Enterprise 2.0 CONFERENCE

- **More than half** of Fortune Global 100 now use Lotus Notes & Domino
- **Sametime: 24M** installed + **>145M** entitled users with Notes - 30% of new customers use Microsoft Outlook/Exchange
- **LotusLive** - Enterprise 2.0 “Smackdown in the Cloud” Winner vs Google



ChannelWeb



partnering

- Broad support for mobility and business applications integration
- IBM invested **>\$1B** in Linux® development
- Over 10,000 Notes & Domino Business Partners, and growing – 10s of Millions Domino apps in use every day
- LotusLive expansion to over 400M people

NOKIA

SAP

LinkedIn

CISCO

skype

salesforce.com



The Lotus Business Platform ...



Universal Access



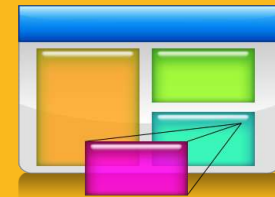
Messaging



Communicating



Connecting



Integrating

Lotus®

Open Standards Architecture

Business Applications



Information Management



Our Defining Principles ...

Rich User Experience

Natural, Intuitive,
Adaptive User Experience



Web
Browser



Desktop
Client



Mobile
Client

role-based



process-
driven

in context

Investment Protection & Cost Control

- Multiple Client, Server, and Mobile Platforms - Customer decides not Vendor
- Lower TCO
- Open Vendor Solutions
- Integration Platform for your Business Apps
- SOA Collaborative Services



Flexible Delivery Models



So, where do we go ?

Our Vision: Addressing major themes in the market



Open & Optimized Delivery

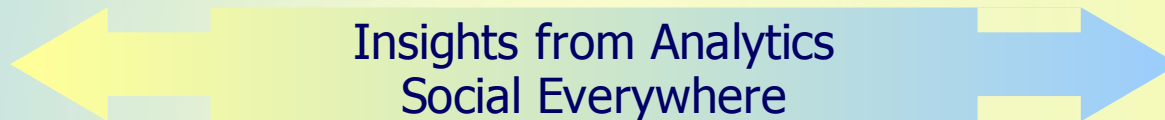
Provide access any time, any device via Cloud, on-premise or hybrid model based on Open Standards

“Exceptional Web Experience”

Helping clients reach customers where they are and engage them more deeply, while integrating existing investments

“Exceptional Work Experience”

Drive innovation and reduce costs by enabling people to communicate effectively, build communities, find expertise, share content – all in the context of where, when and how they do their work.



Solution Categories

- Analytic Applications
- Advanced Analytics
- Business Intelligence
- Electronic Commerce
- Messaging & Collaboration
- Unified Communications
- Social Software
- Portals & Mashups

Project Northstar



Project Vulcan

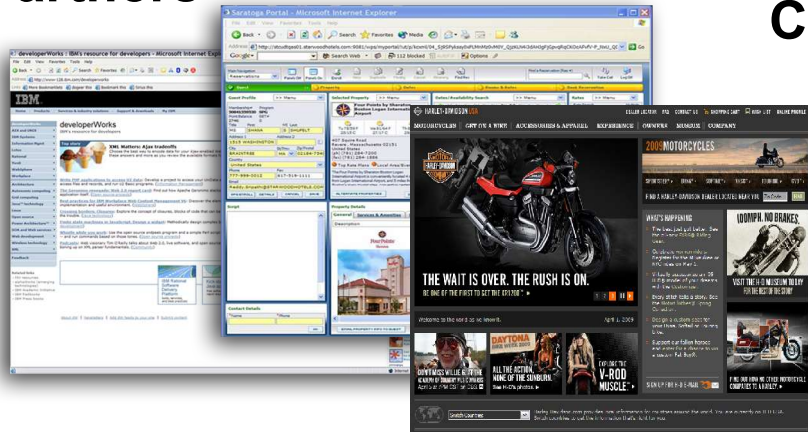
Project Northstar: Exceptional Web Experiences

One platform - Many Different Business Needs



Partners

Customers



Employees



Project Vulcan: Exceptional Work Experiences

Blueprint for collaboration and productivity



•Continuity

Evolution of current products protects investments of IBM customers

•Convergence

Simplified work environment with mobile, web and desktop experiences, and hybrid deployment model

•Innovation

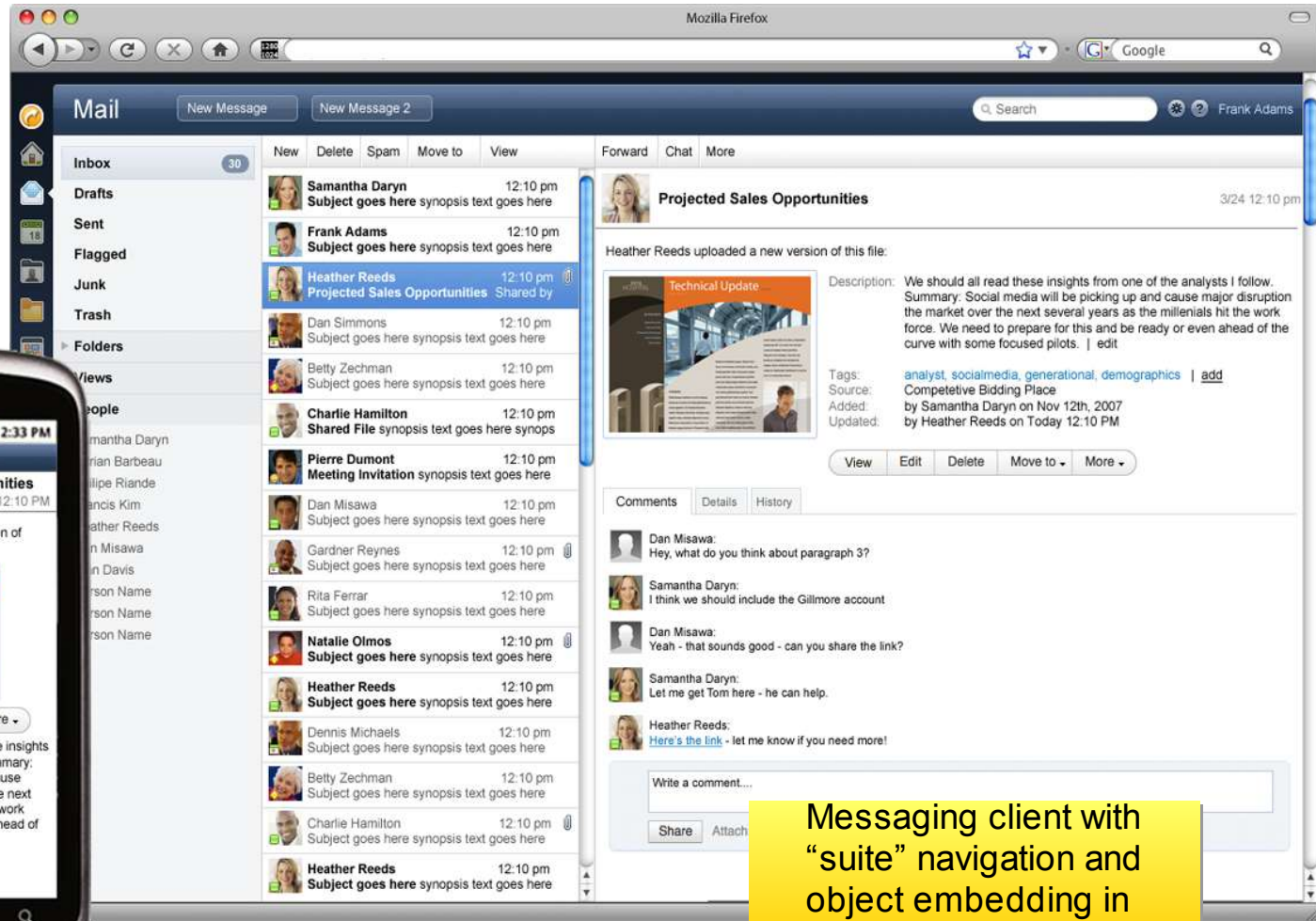
Productivity breakthroughs driven by integration, social analytics and attention management features

•Opportunity

New kinds of applications integrating collaboration and processes, based on open technologies



Next generation of unified user experience for collaboration & productivity: Social, Integrated, Open



Messaging client with "suite" navigation and object embedding in inbox



Social collaboration and analytics are easy to add to existing applications



The screenshot shows a web browser window displaying an 'Expense Reports' application. The main content area features a line graph titled 'Expense Budget by Department' with the following data series:

Department	travel	auto	office	discretionary	tech	meals
Design	190	168	140	112	84	56
Development	168	140	112	84	56	28
Test	140	112	84	56	28	0
HR	112	84	56	28	0	0

Below the graph is a comment section with the following entries:

- Dennis Michaels** posted 2 hours ago: This quarter is coming to an end, so we need to make sure that all our expenses are closed out as soon as possible. Q2 payments will begin in mid-april, so anything not expensed now may appear overdue.
- Betty Zechman** posted 2 hours ago: What department code do I use for a conference travel where I had to pay for a monitor adapter in order to present? Is it considered conference or technical expenses?
- Pierre Dumont** commented: Always use tech308 for any computer accessories.
- Amadou Alain** commented: Thanks!
- Loretta Davis** posted 2 hours ago: Lorem ipsum dolor sit amet, consectetur adipiscing elit.

The mobile phone screen shows the 'App Board' with a 'Board' tab selected, displaying a list of posts similar to the ones on the web page.

Web and mobile access to enhanced Domino XPages app with graphing widget, microblogging, feeds



Cloud-based extranet solutions support rich experiences for inbound collaborators



Project Vulcan - Mozilla Firefox

http://www.project-vulcan.com/

Competitive Bidding Team

Search [] Frank Adams

+ Follow this Group

Group Board | Discuss | Meeting Calendar | Bids | Files | Tasks | Contacts

Write something for this group...

Share Attach: [] [] []

Dennis Michaels catching up on project xl
comment - more...

Betty Zechman posted a file 2 hours ago
Projected Sales Opportunities
last updated 5 days ago
View | Edit | Download

Show all 7 messages in this thread

Dan Misaawa replied 15 minutes ago
Lorem ipsum sic dolor Lorem ipsum sic dolor Lorem ipsum sic dolor Lorem ipsum sic dolor important for one service but not another.

Amadou Alain replied 15 minutes ago
Jason, I noticed that as well. In terms of the default view, I think a one size fits all approach important for one service but not another.

Reply to this thread...

Samantha Daryn opened a new bid: Franklin Richards Inc - 25 minutes ago

Samantha Daryn opened a new bid: Baxter Building Ltd - 25 minutes ago

Samantha Daryn opened a new bid: Damage Control Co. - 25 minutes ago

Simone Dray working with legal on a new transfer of knowledge issue
comment - more...

Petra Simmons visiting the Littleton campus today!
comment - more...

Alan Thomas reviewing the latest bids...
comment - more...

Tags: Competition, Sales,

Description:
Lorem ipsum dolor sit amet, consectetur adipiscing elit. Proin mi metus, venenatis vitae pellentesque quis, bibendum nec neque. Integer quis urna enim, eu fermentum orci. Duis dictum lobortis vestibulum. Aliquam erat massa, euismod et commodo non, condimentum quis felis. Donec interdum eleifend varius. Nulla facilisi. Aenean in erat nisi. Donec accumsan commodo ligula vitae vestibulum. Vivamus at lacus purus. Etiam non elit eu erat egestas porttitor.

Privacy:
This group is private. Only invited members may join.

Group Owners

Group Members

Upcoming Meetings

Planning Review Meeting
Today - 2:00 - 3:00 PM
Chair: Rosalyn Sanchez, 5 others accepted
Location: Office 18057, 11 Mad Avenue
RSVP | Join: 917-555-1234

Bid Heartbeat Meeting
Tomorrow - 9:00 - 10:00 AM
Chair: Frank Adams, 7 others accepted
Location: Office 18057, 11 Mad Ave
RSVP | Join: 917-555-1234

Popular Files

Document Name.odp 168K
13 comments | 50 downloads

Document Name.odp 168K
13 comments | 50 downloads

Twitter Feed

Public posts matching "ren"

Bring home a new mattress
Mattress Gallery and inspir
MattressVari - Twitter - 7 m

RT @CityLineCa: Citytv & accepting entries for our C

Competitive bidding solution based on cloud deployment with flexible cross-organizational identity management

An enterprise catalog simplifies application discovery and navigation



Application catalog across all access modes with app search and smart launcher



The Goal: Rich user experiences/capabilities with dynamic application delivery

Client collaboration simplified – all in one place, web-delivered



Embrace and Maximize Your Unique Network of People

To Drive Future Differentiation and Growth

- Dynamic Business Networks necessitate smarter collaboration between people

- Outperforming organizations build:

- ✓ **Exceptional Work Experiences**
that are dynamic, connected, and collaborative

- ✓ **Exceptional Web Experiences**
that honor your customers above all else
and enable engaging the entire population

- Lotus builds the software making this possible !



This slide intentionally left blank.