









IBM Lotus Messaging and Collaboration solutions

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contact management group calendaring email offline support documents snr web browsers spreadsheets > S web conferencing composite applications Emergence of a Digital Collaboration Infrastructure instant messaging presonal journal collaborative applications activities team rooms file sharing presentations content libraries



Drivers for improved collaborative working

- Constant squeeze on expenditure
 - Travel and the green agenda
 - Communications
 - Education

- Changing face of the workforce
 - More mobile
 - Working from home
 - More technically-adept
 - Home-grown skills

- Requirement for greater effectiveness
 - Access to subject matter experts
 - Making decisions quickly, with the right information
 - Business continuity

- Competing successfully
 - Innovation to grow and get ahead of the competition
 - Collaborating beyond the enterprise





The challenge we face...

 I was creating a presentation, I was multi-tasking ... also engaged in an instant messaging conversation

My colleague wrote...



You have to laugh... Dave [name changed] asked me to E-MAIL him my presentation on 'improving collaboration' "





Collaborative capabilities

Where and when you need them

Documents, presentations, spreadsheets



Contact information

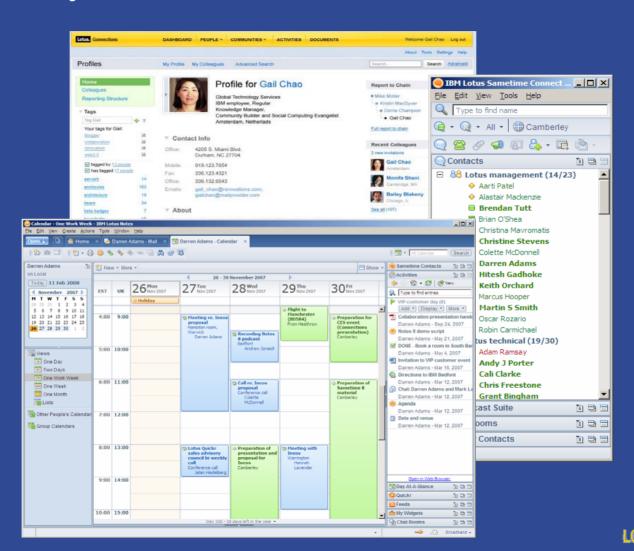


Communities



Bookmarks





Content



Line-of-business applications



Instant messaging, presence



Activities





IBM Lotus Notes and Domino: 20 years of leadership in the collaboration market



- Over 135M licenses have been sold worldwide; over 46K companies around the world use Lotus Notes and Domino
- Lotus Notes and Domino has seen thirteen consecutive quarters of growth from 1Q05 - 4Q07
- Grew market share in 2006 (source: IDC)
- Lotus data indicates that approximately 97% percent of customers are on the 6.5.x release or higher



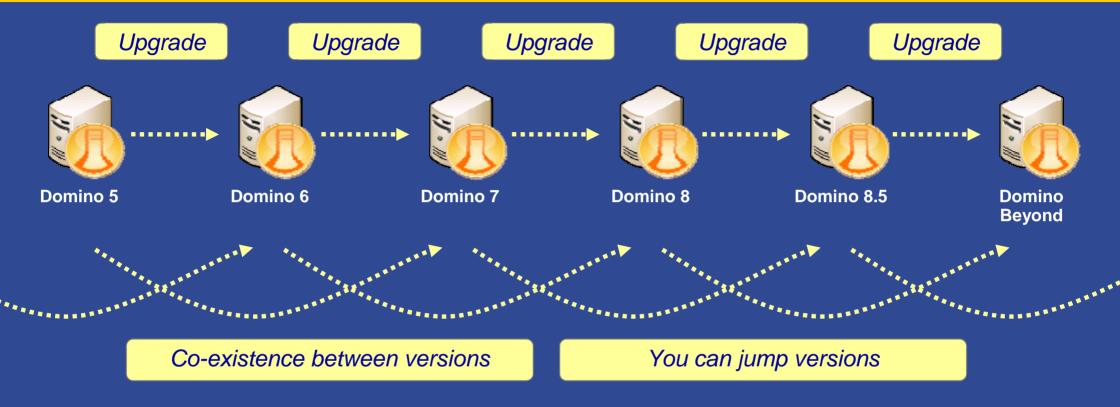


- FORTUNE Global 500: More than half of the global 100 corporations use Lotus Notes and Domino
- 9 of the top 10 aerospace & defence corporations
- 8 of the top 10 automotive corporations
- 8 of the top 10 banks
- 4 of the top 5 consumer products corporations
- 7 of the top 10 electronics corporations
- 8 of the top 12 pharmaceutical corporations
- 9 of the top 12 telecommunications corporations





Protection of investment



- Continued evolution + consistent architecture =
 - Protection of investment
 - Lower cost of ownership
 - Shorter time to business value





Consistent architecture, continuous improvements



Policy-based administration

Scalability improvements



50 – 80% scalability improvements

Reduced CPU usage

Domain monitoring



8.0.1

~ 35% mail box compression

Further reduction of CPU usage

Reduction in I/O

Traveler – e-mail for mobile devices

Message recall

64-bit servers

Domino Web Access Lite



8.5

Reduction in space taken by file attachments

Notes authentication via Active Directory (optional)

Notes ID credential vault

Modernised HTTP server (Ajax, Dojo)





Important direction for Notes 8?

- Greater demand for converging technologies
 - Instant messaging, presence awareness, Voice over IP, telephony integration
 - Unified user experience
 - Composite applications
 - ▶ Role-based dynamic workplaces
 - Server-managed clients with minimal desktop touch
- Embracing innovations and open standards [Web 2.0]
 - Contextual collaboration
 - New ways of working ... activity-centric computing
 - Extensibility ... mash-ups
- Lowering cost of ownership while allowing people to be more productive
- Providing choice and flexibility













Lotus Notes client platform choices







Microsoft Windows

Linux Red Hat, Novell, Ubuntu (soon) Apple Mac Notes 8.5 beta available now





Integrated productivity editors - Lotus **Symphony**

Getting Started ×

√= 図 **=**

Sales - Q3

Sametime

QuickPlace

Document Manager

lB2

1

2

3

4

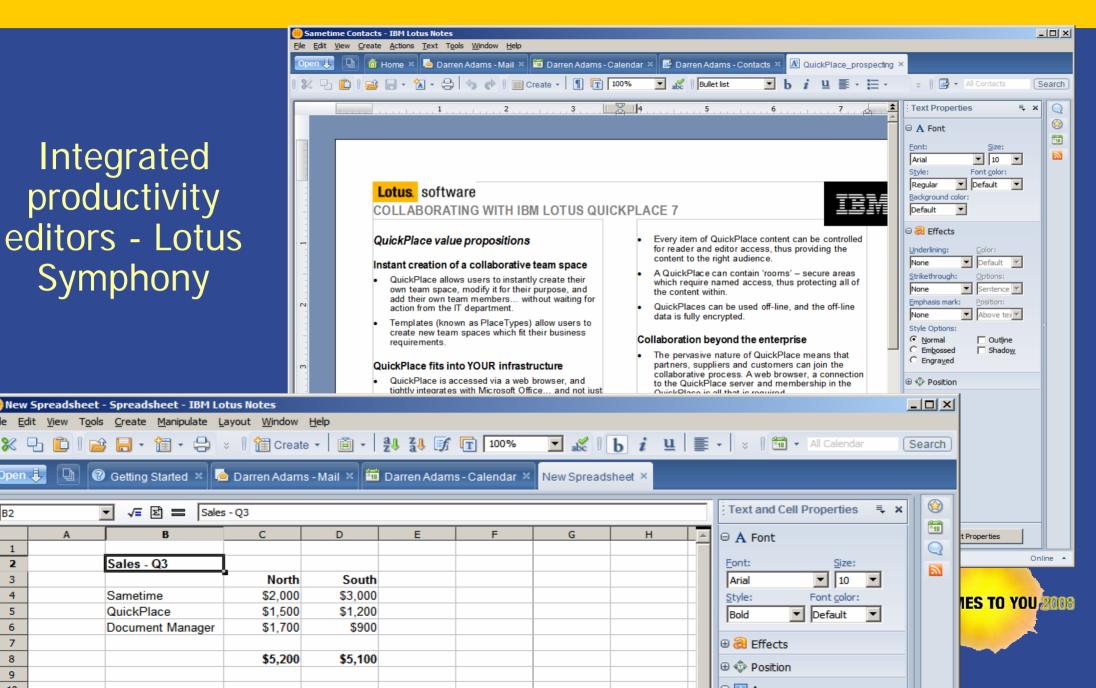
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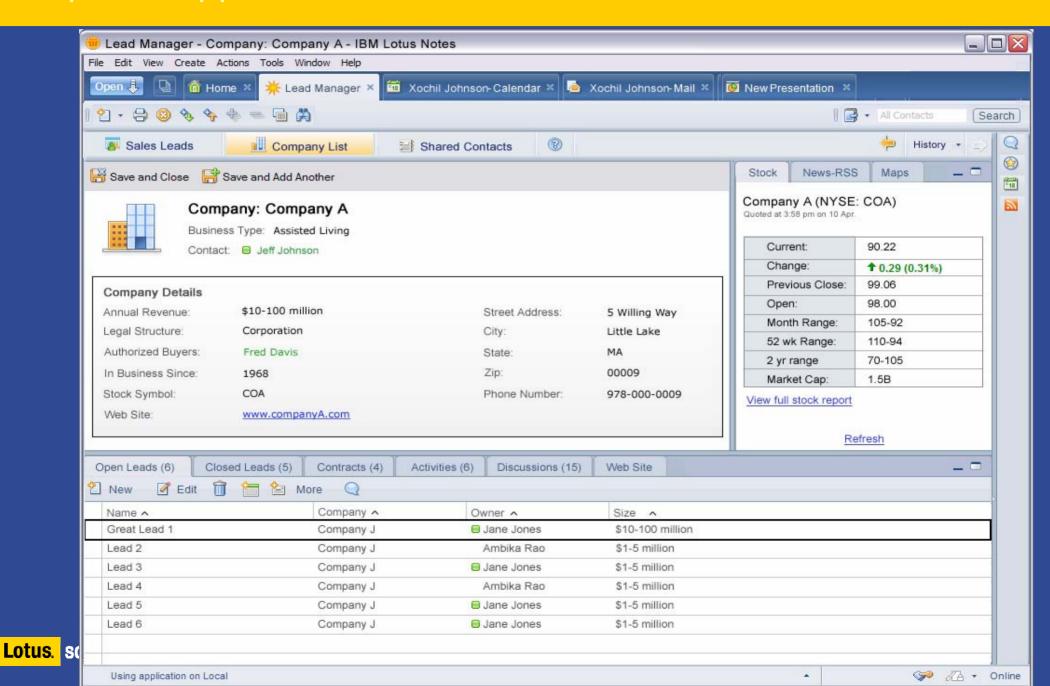
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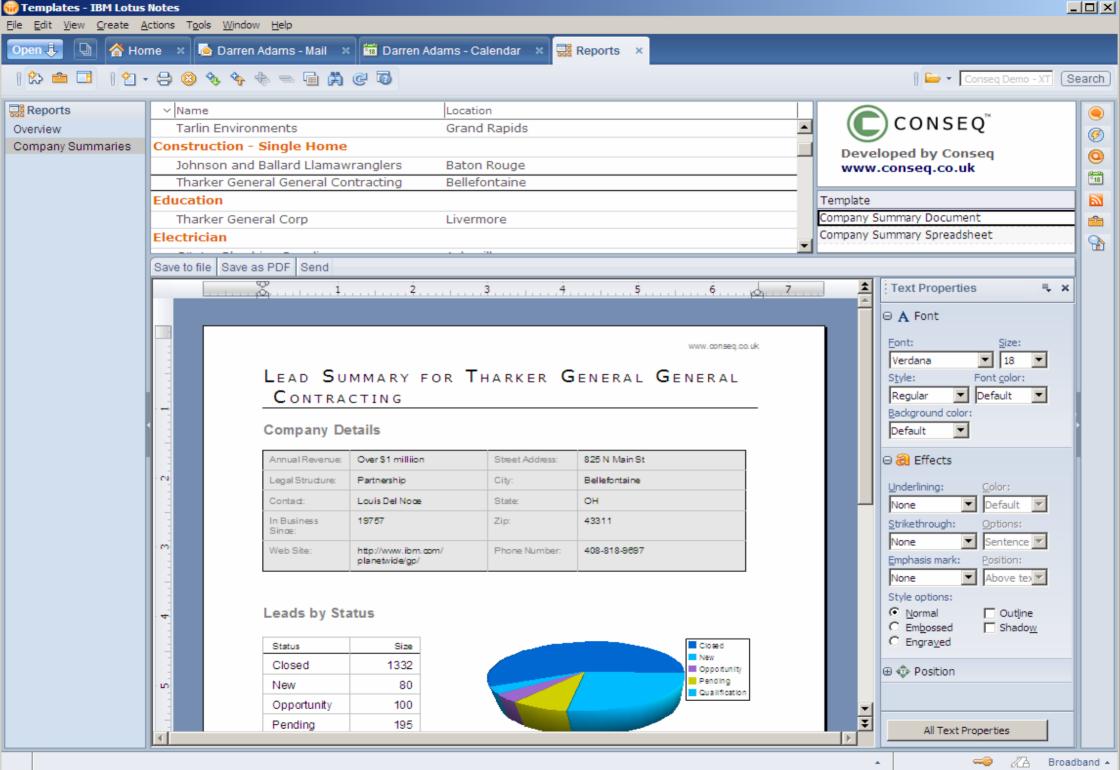
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Composite applications





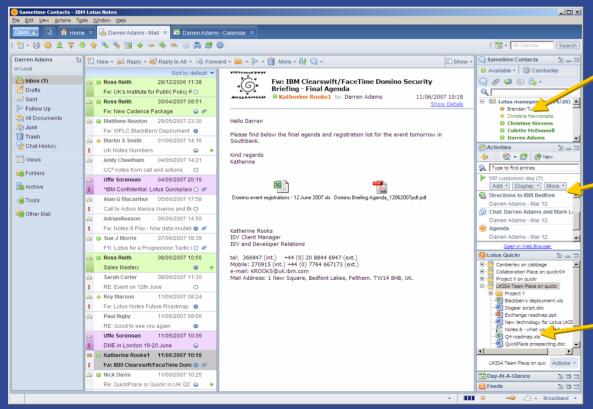


Integrated capabilities

Presence, instant messaging, plus UC² (telephony, video, voice, etc)

Notes 8









Business activities



Document storage and sharing







IBM Lotus Notes / Domino 8.0.1

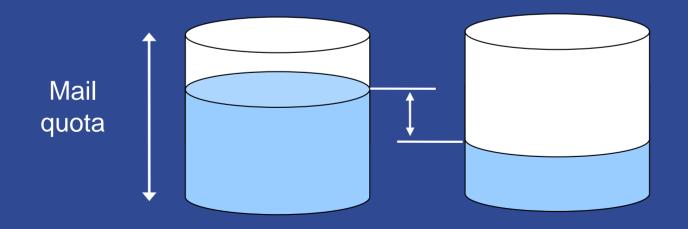






New capabilities - database / mail box compression

- Brought forward from Domino 8.5
- Compresses databases and mail boxes by around 30 40%
- Benefits:
 - Decrease in storage required, contributes to reduction in cost of ownership
 - Improvements to server performance due to decreased I/O
 - Faster opening of mail boxes on client



~35% less storage used





New capabilities - Lotus Notes Traveler

- Secure mobile e-mail / PIM support
- Free entitlement for maintained Notes and Domino Web Access users
- Initially supports Microsoft Windows Mobile 5 and 6
- Partners contribute to providing full ecosystem
 - e.g. device management

















^{*} IBM Lotus Notes & Domino Design Partner

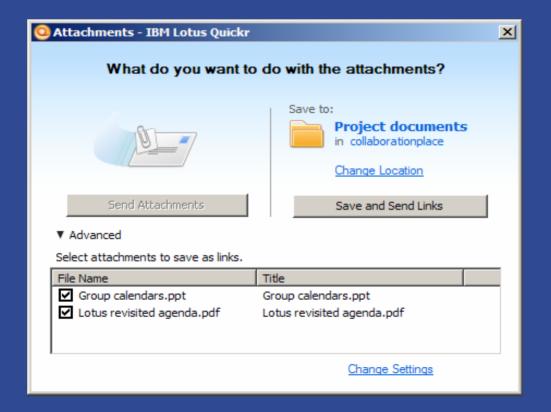
⁺ Offered for wireless hosting via IBM Global Technology Services

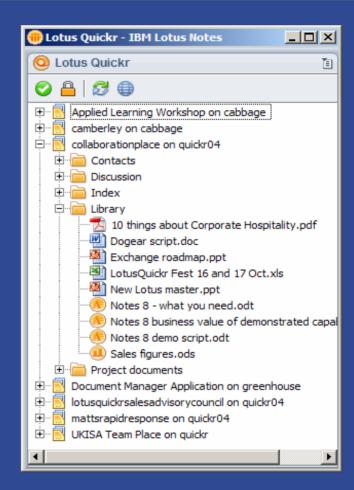
Integration with Lotus Quickr 8.1





- Drag and drop of file attachments
 (e.g. from e-mail) into a document library
- When sending e-mail, publish attachments into a library and send the links instead



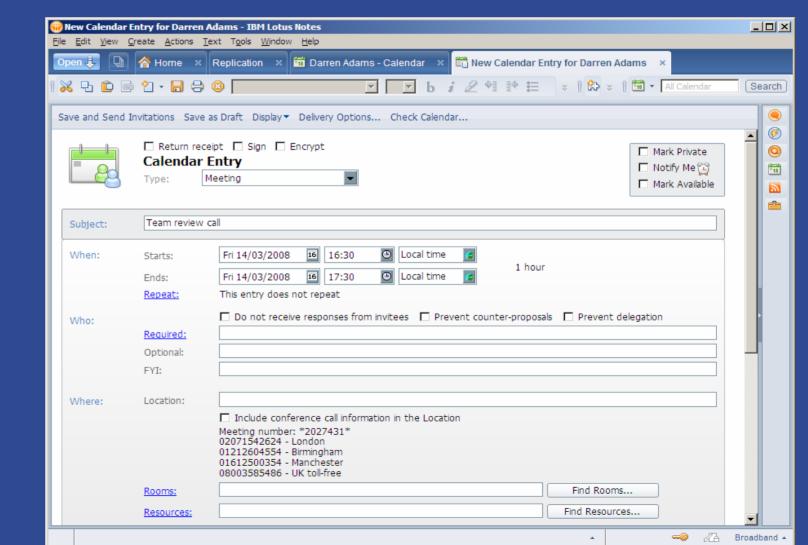






New calendar and scheduling capabilities

- Conference call details stored in calendar preferences
- Automatically inserted in an invite when required

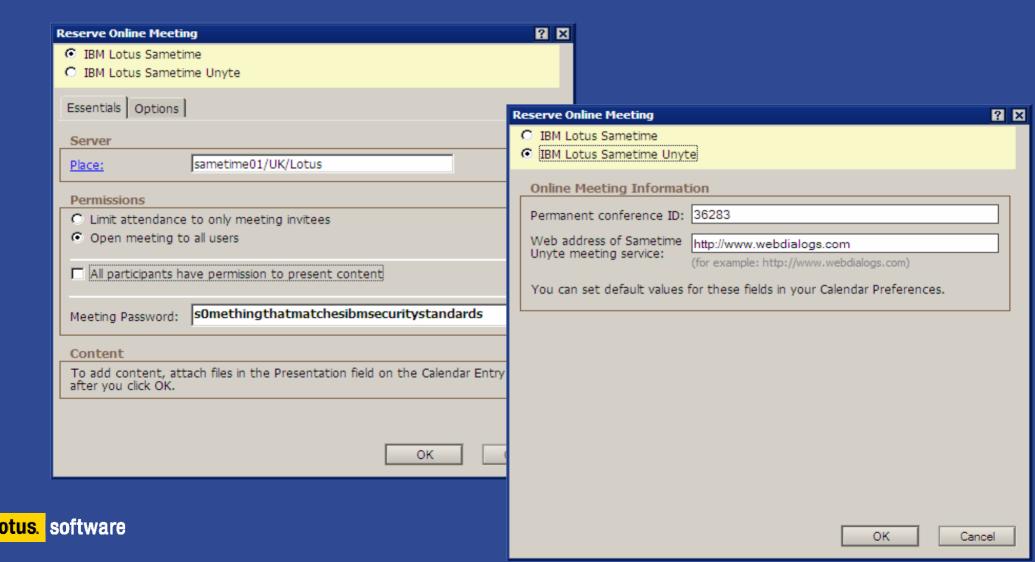






New calendar and scheduling capabilities

- Improved Sametime meeting scheduling
- NEW Sametime Unyte meeting integration





My Widgets – user-defined content

- Allows users to add the following to their Notes 8 side-bar
- 1. Notes views (and documents)
- 2. Web pages
- 3. Feeds
- 4. Google Gadgets
- Benefits to customer
 - Provides users with the tools and flexibility to make content important to them quick and easy to access
 - Provides business agility without calling in the developers



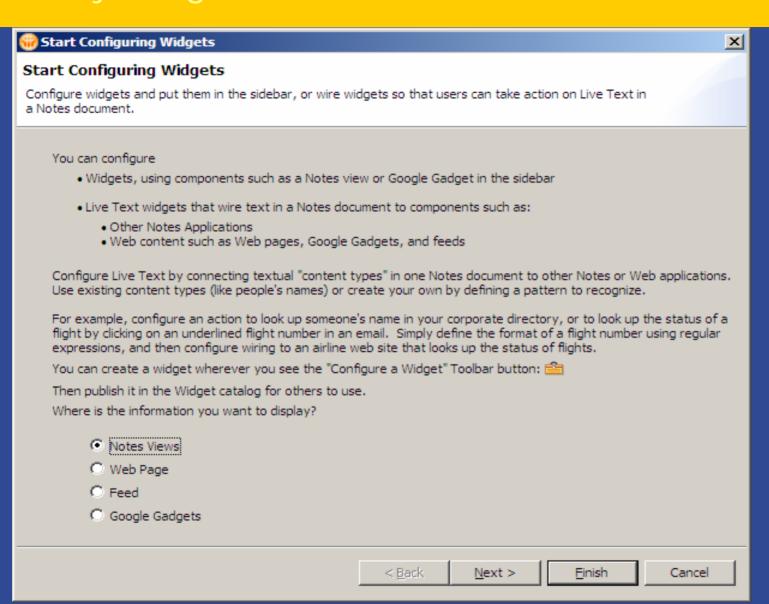








My Widgets - side-bar content

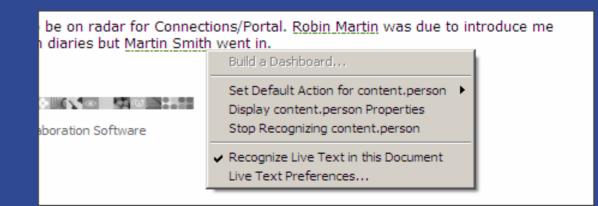






My Widgets – mash-ups

- Create 'recognisers', actions and content types
- Recognised text will be underlined
- Clicking on it will invoke an associated action
- Examples:
 - Name in an e-mail, click on it for BluePages lookup
 - Flight number, look up flight details from web site
 - Part number, click on it for stock status
 - Order number, click on it for progress
 - Parcel tracking number, click on it for shipping progress
 - Postcode, click on it to plot location on Google Map







My Widgets and Live Text demo







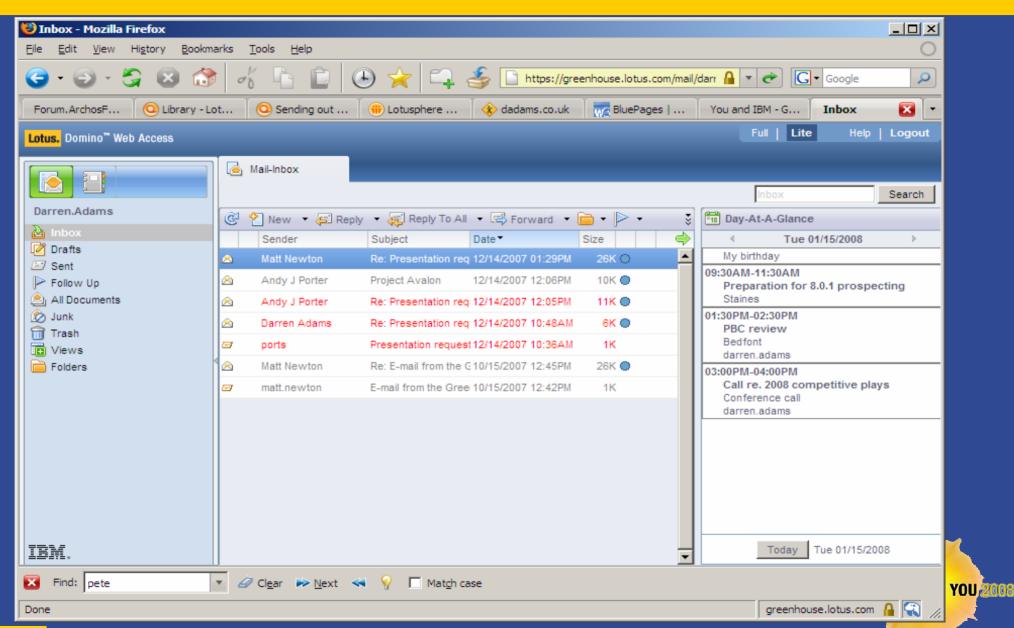
New capabilities - Domino Web Access Lite

- A new option for displaying Domino Web Access
- For speedy access generating less traffic than full mode
 - ▶ Benchmarks show it to be 40% quicker than Google Mail
- Log directly into Lite mode or switch from full mode
- Benefits to customer
 - Quick access to full-functional e-mail over slow connections





Domino Web Access Lite





New capabilities - various

- Mail quota indicator
 - With added advice on how to manage mail box size
- User interface refresh of tasks
 - Now match e-mail and calendar
- Updated blog template
- Open documents in a new separate window
- Symphony editors... e-mail integration
- Citrix 4.5 support
- Sametime 8 integrated into the Notes client





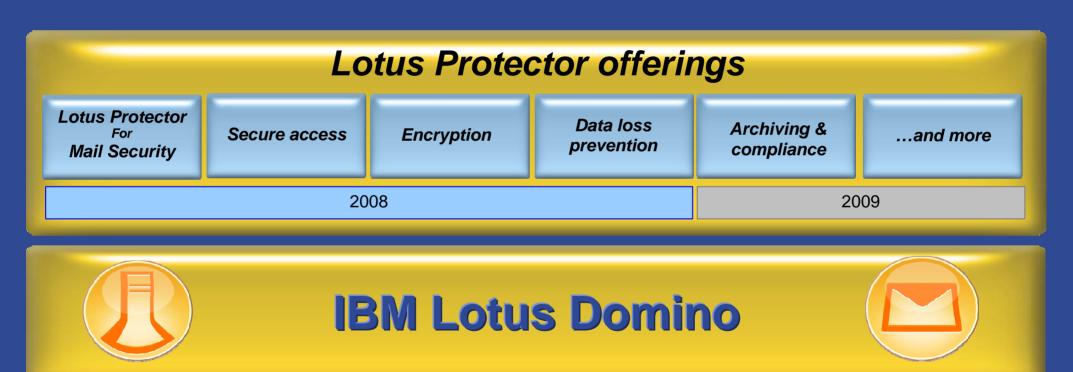




Lotusphere 2008 announcements

Lotus Protector

Extends the proven security model of Notes / Domino to SMTP and e-mail data management







Lotusphere 2008 announcement – 'Atlantic'

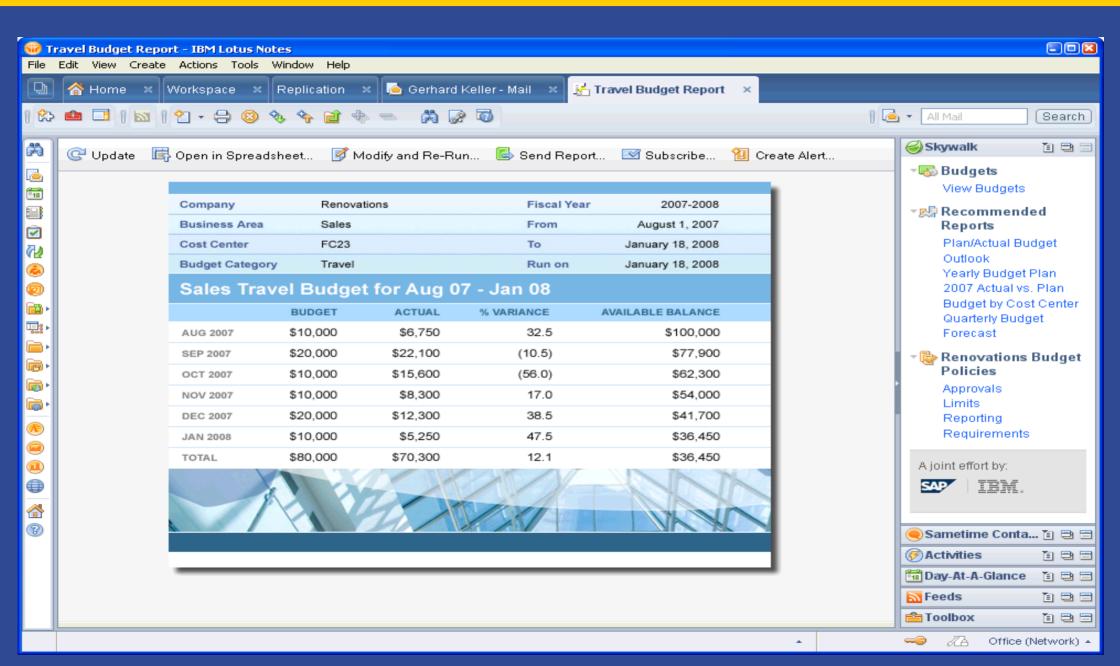
- 'Atlantic' provides access to the SAP Business Suite through the familiar Lotus Notes client
 - Includes workflows, reporting and analytics for managers, a set of scenarios (e.g., leave approval, trip request approval) for employees
 - Limited ability to customize scenarios in version 1.0
- SAP and IBM partnership
 - Joint development effort, shared marketing, advertising & product support
 - Each company will sell the product
- Initial shipment planned for Q4, 2008







'Atlantic' - travel budget report





Notes / Domino roadmap

Lotus. software

Lotus Notes & Domino Note: Current plans, information is subject to change "Beyond" **Lotus Notes &** Domino 8.5 **Lotus Notes &** Domino 8.0.1 2010 **Lotus Notes &** Domino 8.0 2009 2008 Q1 2008 **Today** LOTUSPHERE COMES TO YOU 2008



Goals for Notes / Domino 8.5

- Simplify Notes identity management and authentication
- Reduce storage costs
- Improve I/O operations
- Improve quality of service
- Modernise Domino web application development

"...the most important Domino version since 5"

Russ Holden

Lotus Domino Chief Architect and Distinguished Engineer





Simplifying identify management

For users:

- Eliminate need to enter Notes password
- Simplify "forgotten password" and "lost ID file" recovery
- ▶ Eliminate need to manually keep multiple ID files consistent

For IT:

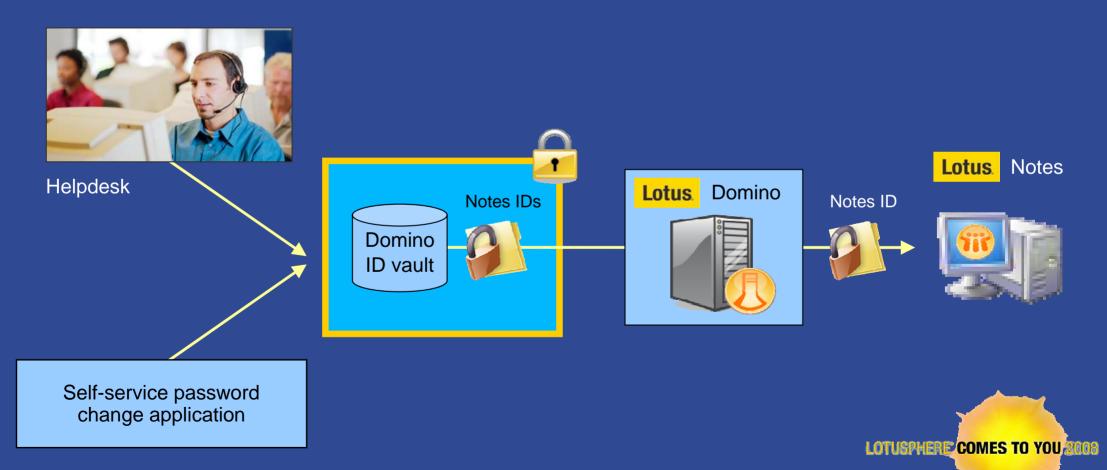
- Greatly simplify Notes ID management: manage, update and distribute ID's
- Allow Notes user and group information to be stored and managed in non-Domino LDAP directories





Lotus Domino 8.5 - central Notes ID vault

- Eliminates expensive error-prone manual operations
- Automates Lotus Notes ID file provisioning to Notes desktops



Lotus. software



Domino 8.5 – optional improvements

Management improvements to help lower operational costs

Directory:

- Option to replace Domino Directory with LDAP directory
- Tools will be provided to migrate Domino person attributes into LDAP
- Active Directory will be first target followed by other leading directories
- Domino directory continues to be supported as integrated directory no mandate to change

Storage:

- Domino Attachment Object Store (DAOS)
- Provides efficient, file-system storage of large objects
- Automatically removes redundant storage of objects via efficient content comparison
- Results:
 - Databases greatly reduced in size
 - Substantial disk space savings
 - I/O bandwidth savings





Domino Attachment and Object Store





Samantha.nsf

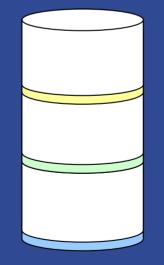
Mike.nsf

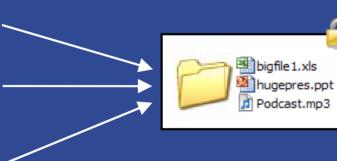
Ted.nsf

Please note:

This is **NOT** the same as the Single Copy Object Store (SCOS)











Domino 8.5 – configuration tuner

- Detect misconfigurations
 - Mistaken settings
 - Incorrectly published values

- Detect performance and security issues
 - ▶ Recommend best practice performance settings like "Don't overwrite free space"
- Reduce support costs
 - Support can use DCT to provide initial assessment
 - Administrators can perform self-assessment





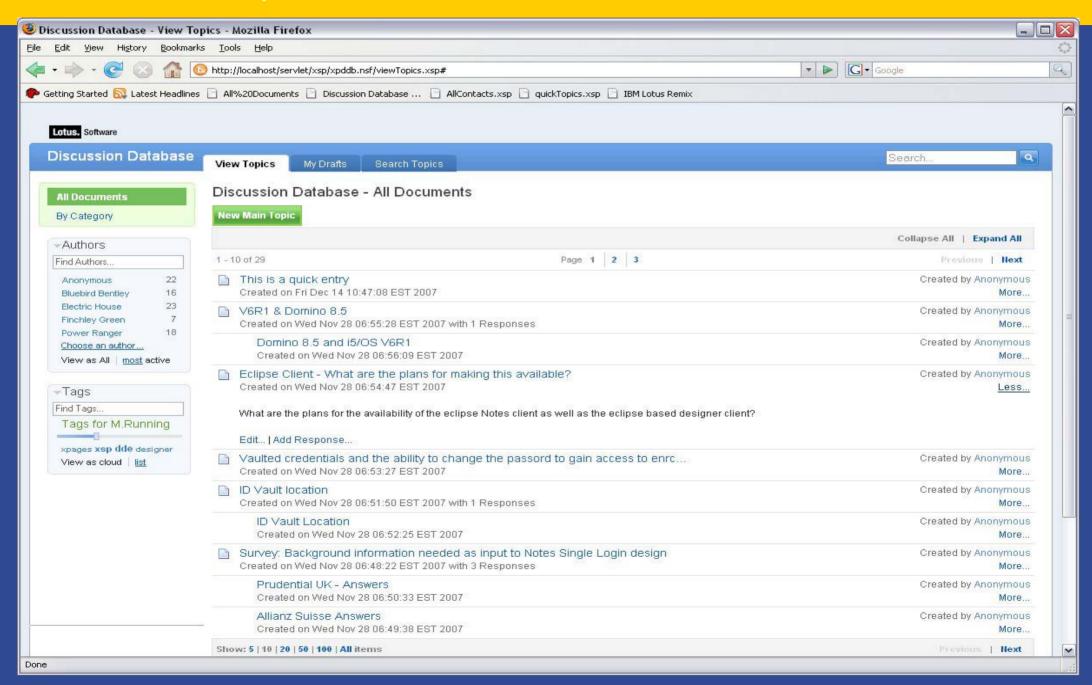
Modernising Domino web applications

- Updated HTTP server
- True cascading style sheet support
- Eclipse-based Domino Designer
- Tools in new Domino Designer to easily implement Ajax and Dojo elements

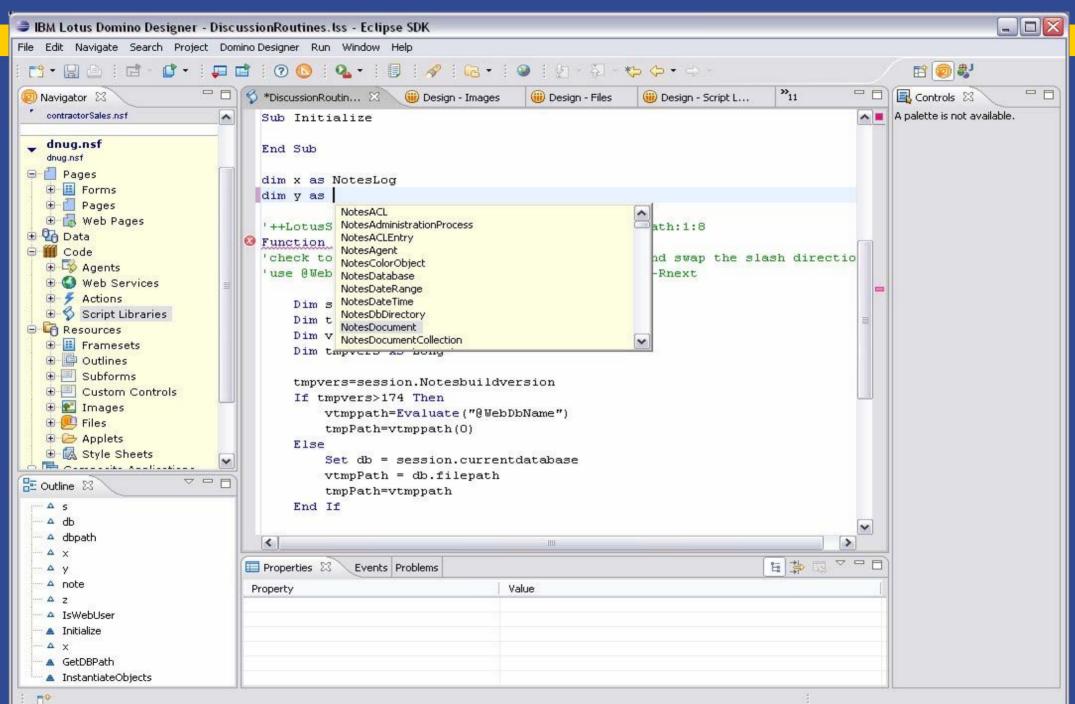




Noticeable improvements...







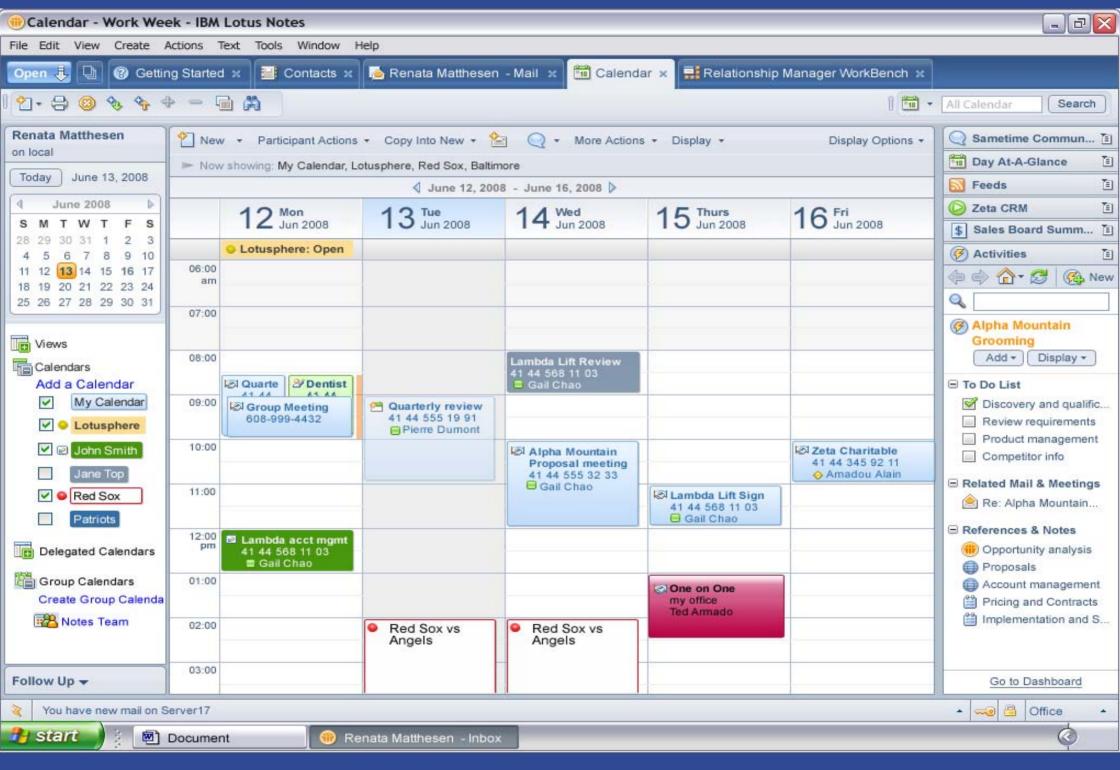


Notes 8.5 - focus on further improvements from Notes 8

- Release focus on usability & reliability
- Features:
 - Show through calendars
 - iCal subscriptions and interoperability
 - Journal user interface update
 - Return of optional Notes selection model
- Simple and effective meeting workflow
- Improved roaming user support
- General availability of Notes 8.5 for Macintosh 10.5 ("Leopard") and Ubuntu Linux clients

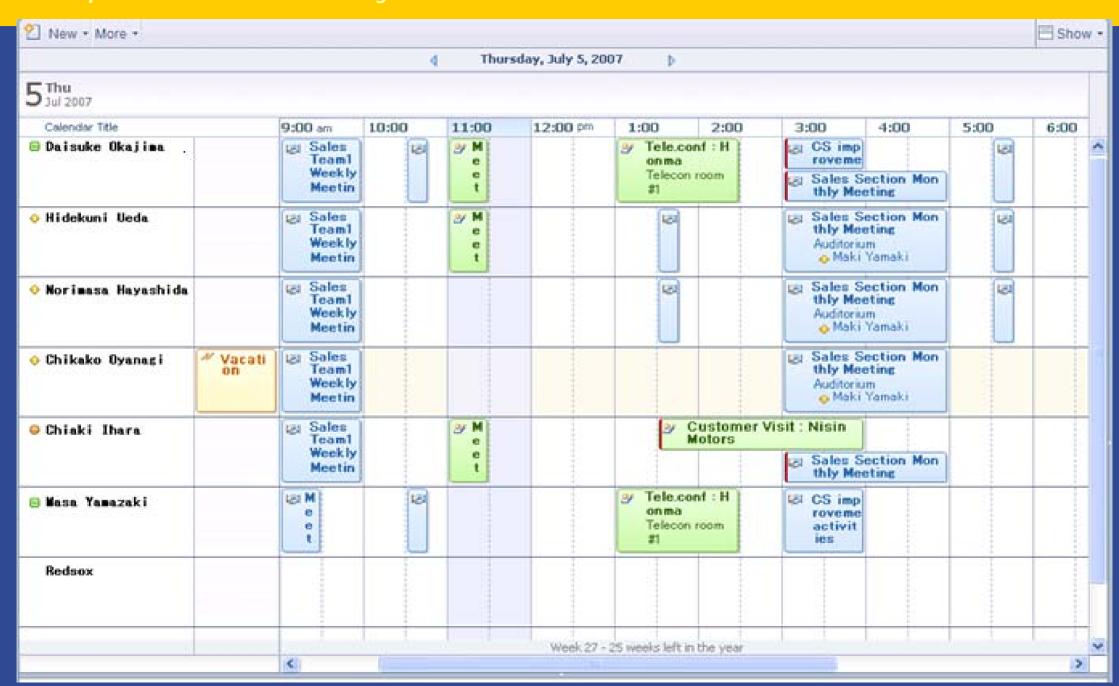


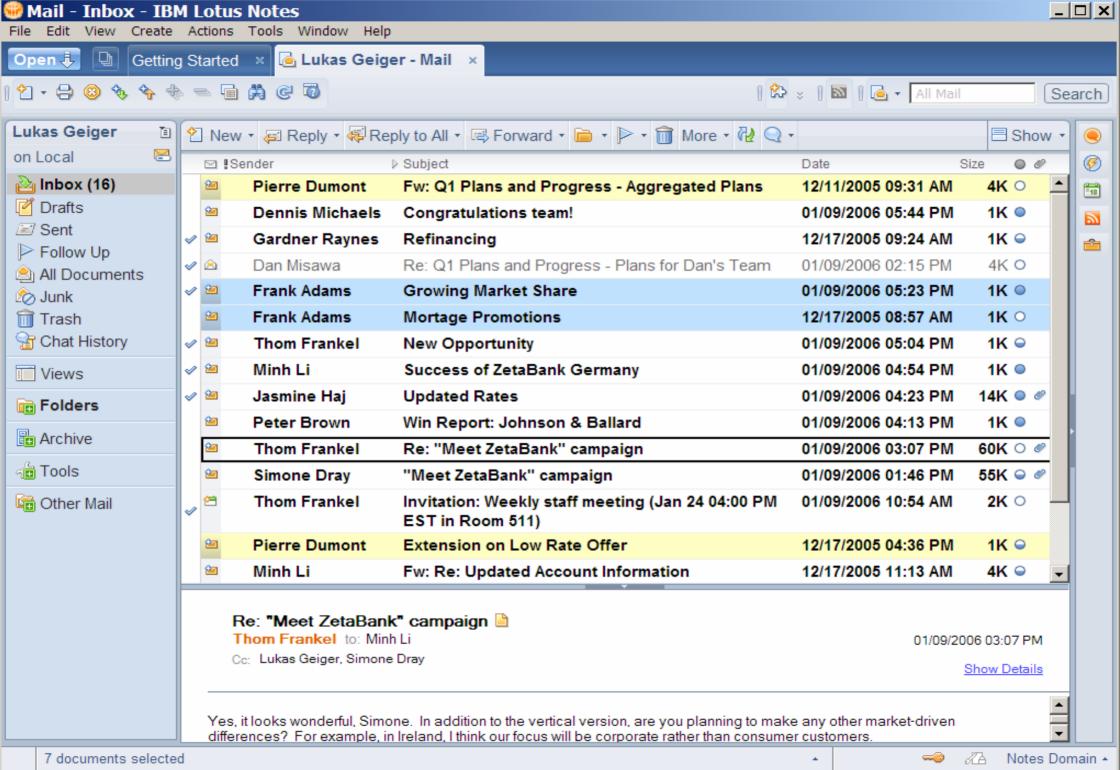






Group calendar – 1 day view







IBM Lotus Quickr







We asked our customers ...

What is your greatest challenge (or challenges) pertaining to e-mail?

- Several variations on the same answer:
 - Too much e-mail
 - Storage requirements
 - Managing the size and content
- In other words, the sheer VOLUME







What? How can I be over my mail quota again?

Well, here's your answer...

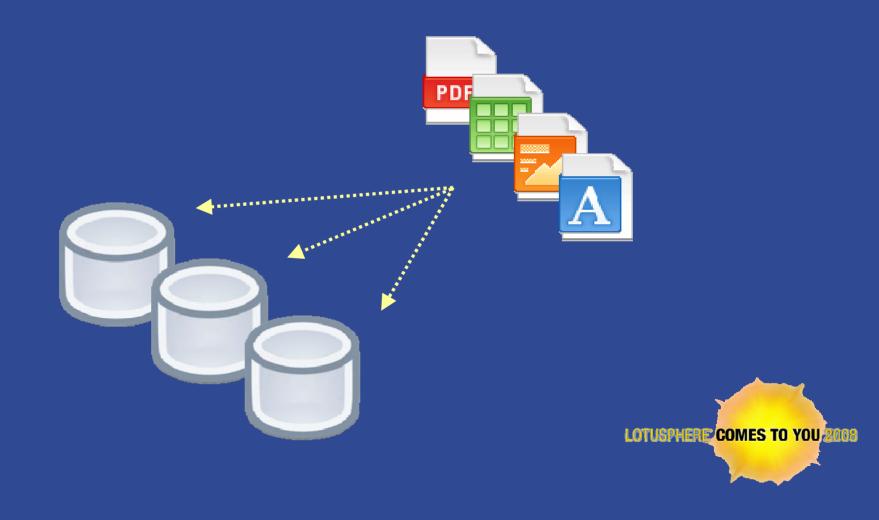
Date	Size ▼		0	₽
18/03/2008	26.5M	0	@	
18/03/2008	5.6M		@	
18/03/2008	2.9M	0	@	
18/03/2008	2.3M	0	@	
18/03/2008	2.3M	0	@	
17/03/2008	1.6M		0	





Too much e-mail, too many file attachments

 Hands up if you think ARCHIVING is the answer to this problem





Collaboration requirements

- Organisations need to innovate and share knowledge in order to progress
- The new generation have new ways of working
 - Organisations must fit in with their ways
 - ...not force them to work the old way
- Collaboration outside the enterprise is essential to do business
 - The expectations of working smarter are rising
 - Where this is not available, the fall-back method is inefficient
- Collaboration is a part of your business processes
 - It should integrate quickly, efficiently and openly
- Collaboration should be natural for your teams
 - Built into the tools they use every day

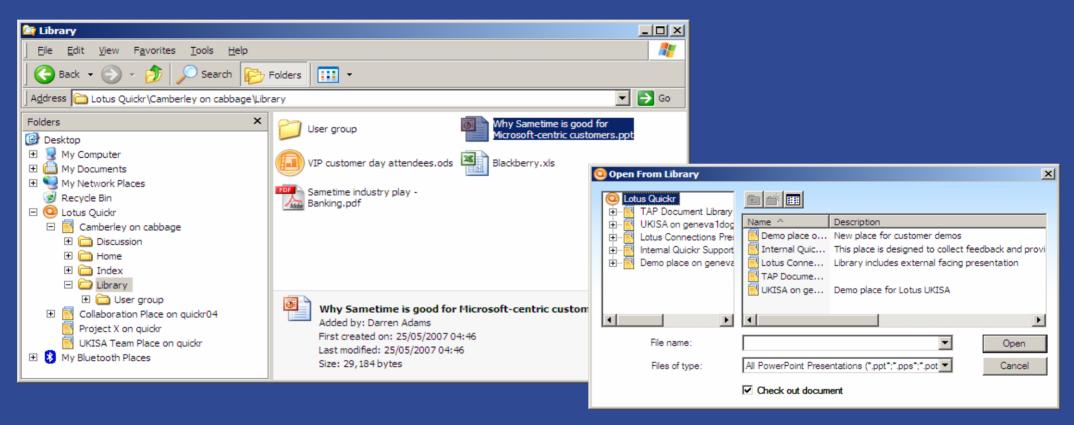






Document sharing... in the context of how people work every day





Windows Explorer

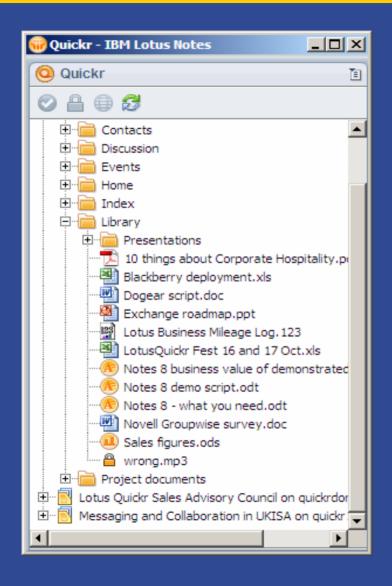
Microsoft Office

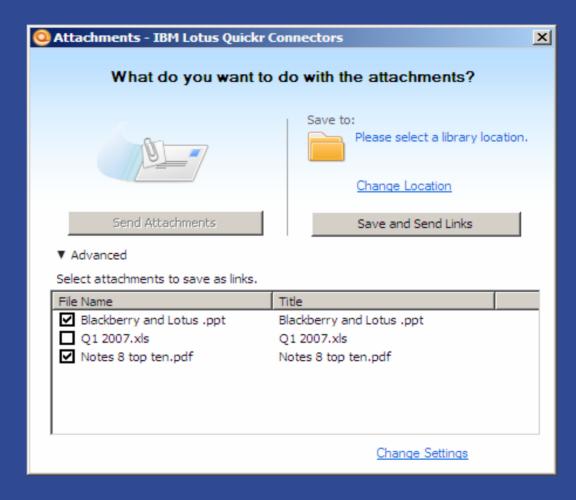




Document sharing... in the context of how people work every day







Lotus Notes





Key points for line-of-business

- Quickr is quick to deploy and can grow
 - Should not be any delay in getting up and running
- Quickr is self-service and customisable by Quickr place manager
 - No IT bottle-neck for getting projects moving
 - Provide capabilities without asking the developers
 - Align custom capabilities to business processes
- Securely collaborate with the extended enterprise
 - Allow partners / supplier / customers to join in with the collaborative business process
 - More effective than the old common denominator (e-mail)

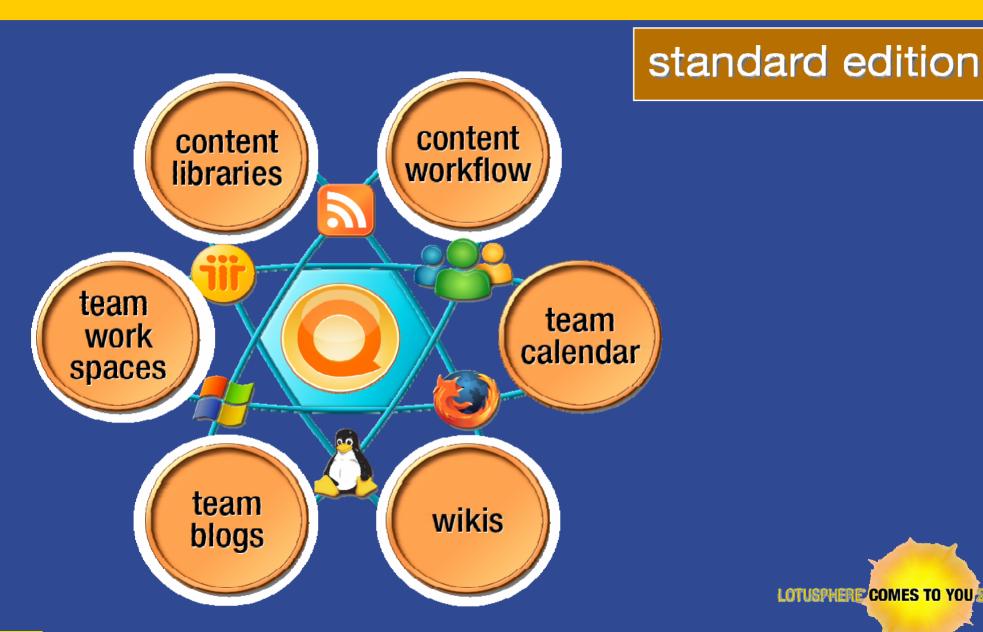






Lotus Quickr...





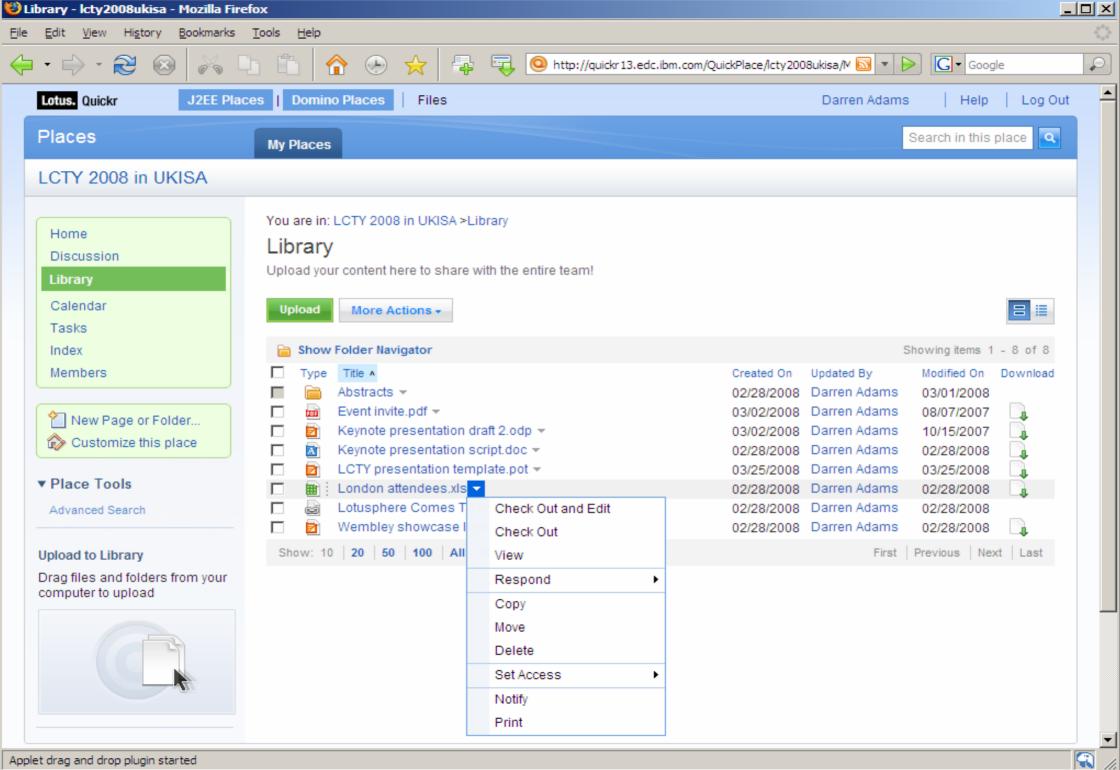




Improvements to Quickr ... version 8.1

- Look and feel
- Navigation
- Ease-of-use
- File type indicators
- Microsoft Outlook support for Connectors
 - If you're that way inclined
- Improved version control with rollback capabilities







IBM Lotus Quickr - demo

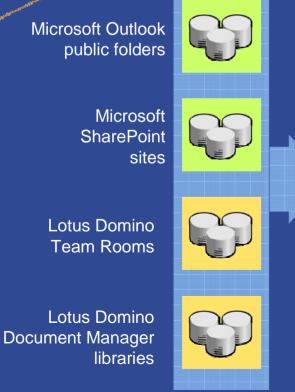






Introducing

Lotus Quickr Content Integrator



Lotus. software





Enterprise Content Management



IBM Lotus Sametime

Real-time collaboration and Unified Communications







The virtual workplace is here already...

- 58% of IT executives considers their company to be a virtual workplace
- More than 75% of them report using realtime communications technologies today
- 90% of employees work in locations other than headquarters
- Between 60% and 70% of employees work in different locations from their bosses
- The number of virtual workers has increased by a massive 800% over the past five years







IM [instant messaging] can reduce long distance calls by 30%, reduce e-mail usage by 40% and lead to a 15% reduction in voicemail usage.







But real-time collaboration is not just about instant messaging...

- It can reduce volume of e-mail
- It can reduce cost of travel and education
- It can reduce communication costs



- Creates a better-connected enterprise
 - Access to colleagues in disparate locations
 - Access to subject matter experts
- Adds value to existing applications

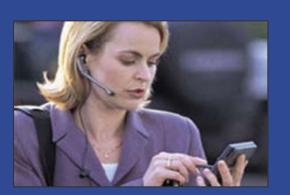






Real-time collaboration is relevant to the world we live in

- National / global organisations... national / global commerce
- Challenges in travel
- Demand to react to business problems quicker than the competition
 - Immediate access to subject matter experts and in-demand contacts
- Collaboration business processes beyond the firewall
- Those who can will gain the competitive advantage





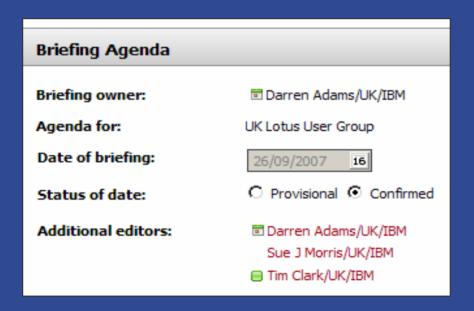


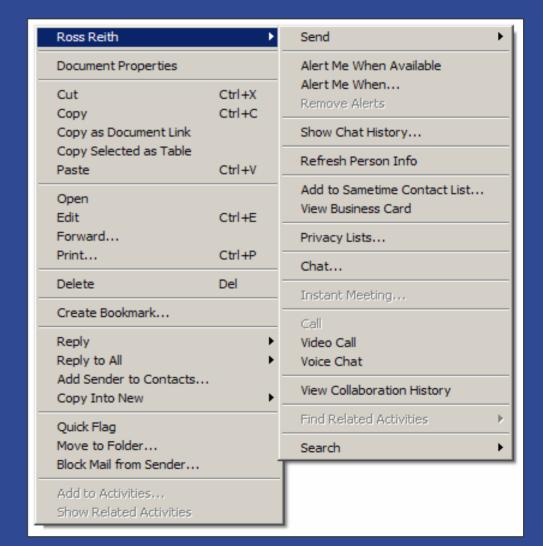
Time	now 13:	-5/2		
		. 2.2		
15:35	Madrid	· IB3179	Cancelled	
	Damascus	RB414	Please wait	
15:05	Cologne	LH4783	Cancelled	
14:50	Hamburg	LH4793		
14:40	Prague	OK651	Cancelled Cancelled	
14:05		1 H4770	Cancelled	
	Paris CdG	LX333	Cancell	
	Zurich	TP385	Delayed	
	Luxembourg Porto	LG4404	Cancelled Cancelled	
13:40	Belgrade	JU211	-	



Integrated real-time collaboration and presence

- Context-sensitive options
- Embed into business applications







IBM Lotus Sametime

- #1 in the corporate business space
- Over 20 million users
- Mature, resilient, secure and scalable
- Integrates with business applications
- Not just Domino applications... web, mobile
- Integrated into other vendors' solutions
 - (e.g. Microsoft Office / Outlook)
- Presence awareness
- Instant messaging
- Web conferencing
- Access to public networks the extended enterprise
- ...and much more

25 companies/over 100K seats

8 of 10 top banks worldwide

8 of 10 pharmaceutical companies

3 of 4 most profitable companies





A Unified Communications & Collaboration platform

IBM DELIVERED



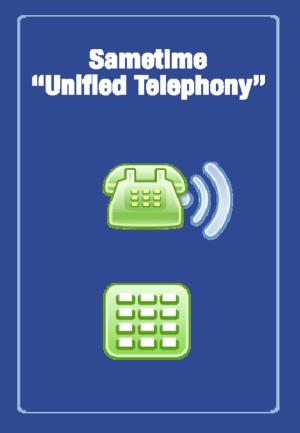
BUSINESS PARTNER DELIVERED





The IBM Lotus Sametime Family









New capabilities to adapt to new collaboration models

Presence awareness



Instant messaging







Voice over IP





Video







Plug-ins for business applications



Persistent dialogues



Instant polling



Community interaction

LOTUSPHERE COMES TO YOU 2008



Broad eco-system = delivering more value and choice



















































newsgator



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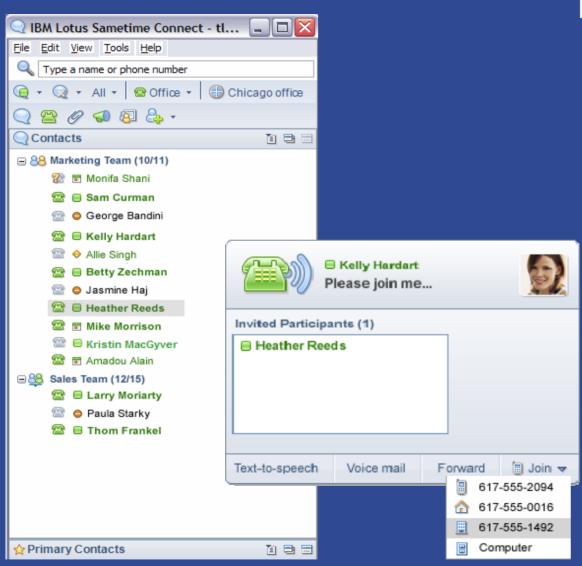


CONNECTRIA





Lotus Sametime "Unified Telephony"



Rich aggregated presence

Incoming call management

Softphone

Connect multiple vendor PBXs





Capabilities of Lotus Sametime Advanced



Persistent chat

▶ Keep a continuous chat discussion running on a specific topic with a related community of people - as new users join, they see the chat history



Broadcast tools

- Create interest or team-based "broadcast communities" of people.
- Send chats, polls, announcements, or "skill tap" questions to all members of the community at once.



Instant share

▶ Instantly start sharing your screen with one or more contacts



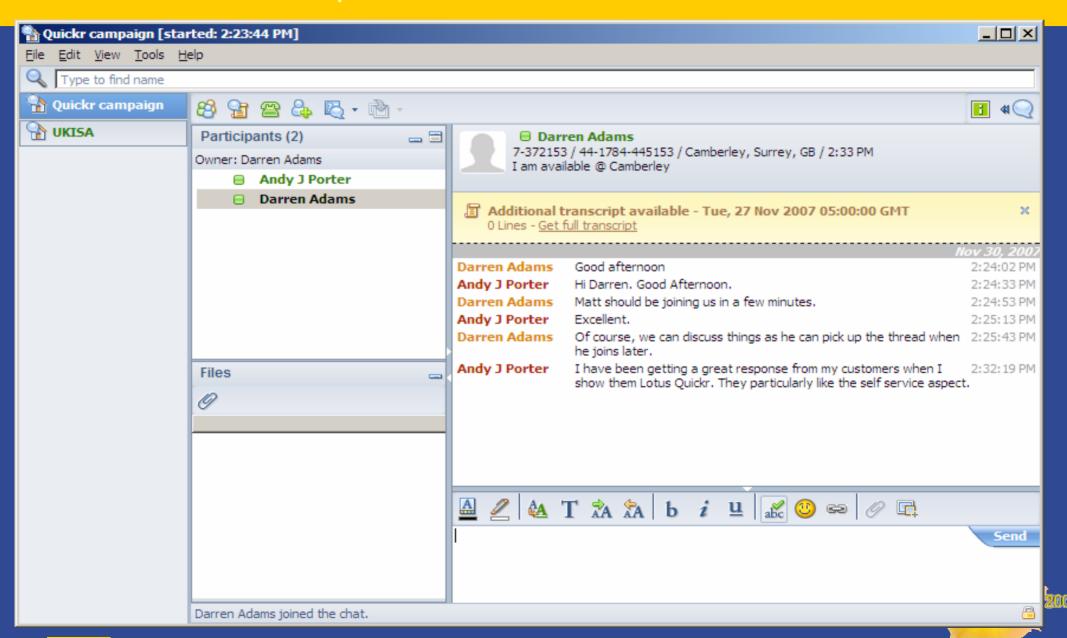
Location services

- ▶ Location server store locations and make them available to others
- Location-based plug-ins (e.g., Nearby Buddies)



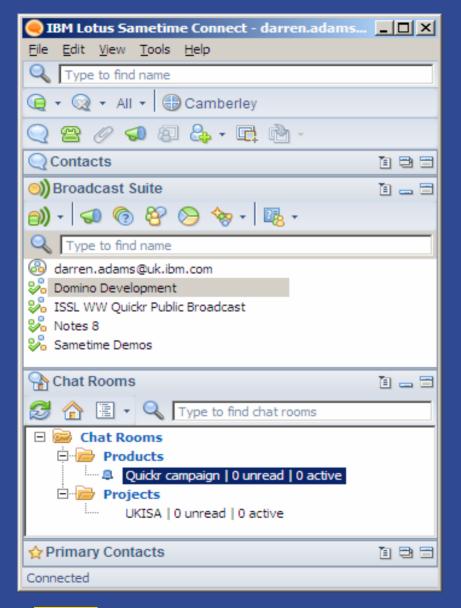


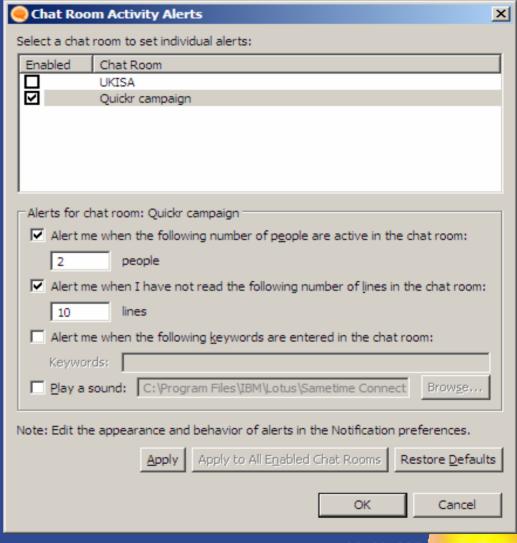
Persistent chat capabilities





Persistent chat capabilities

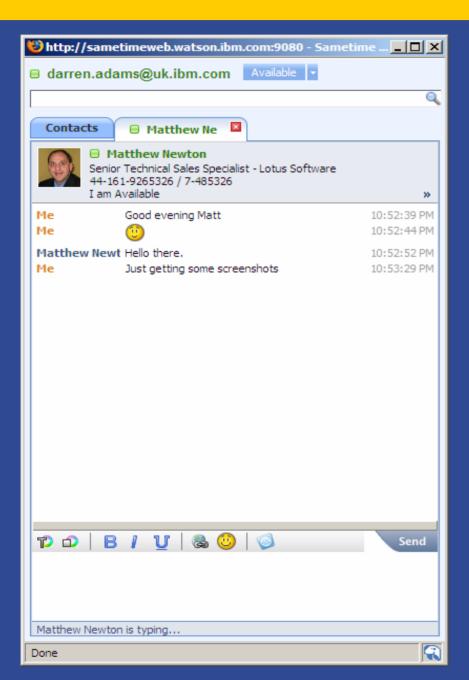




LOTUSPHERE COMES TO YOU 2008

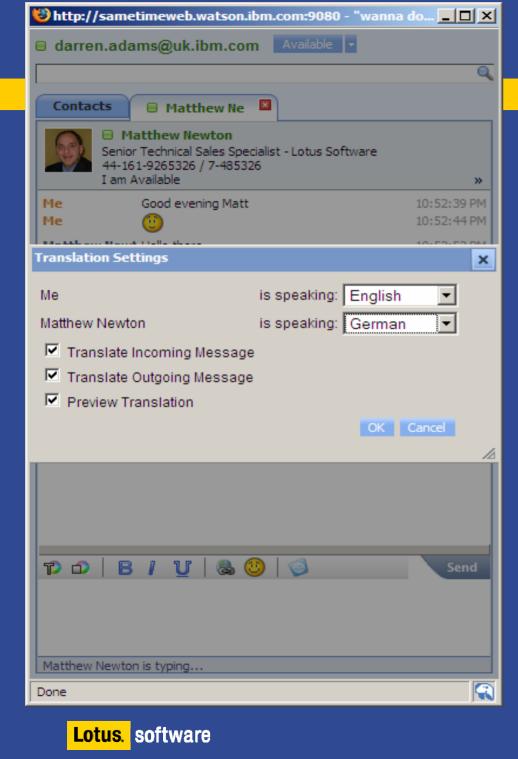


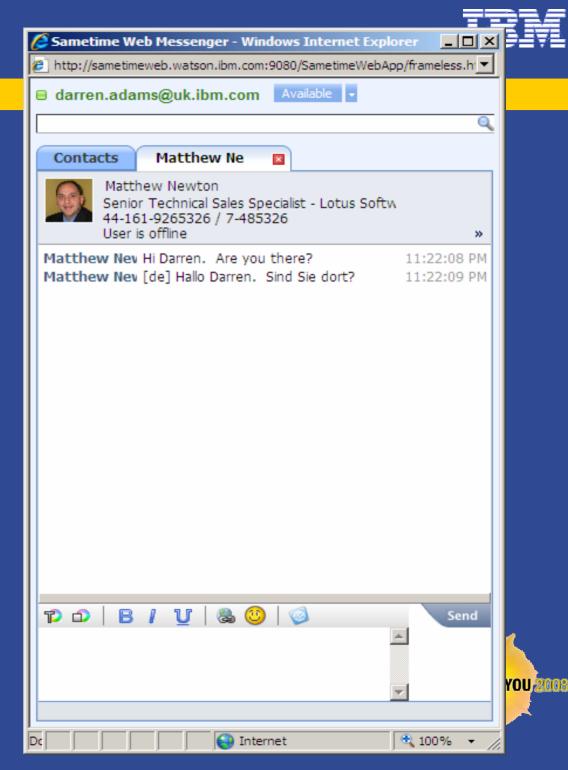
Sametime Web Messenger (later in 2008 *)



- * Product plans and ship dates are subject to change
- Dynamic web browser-based client









Thank You

