

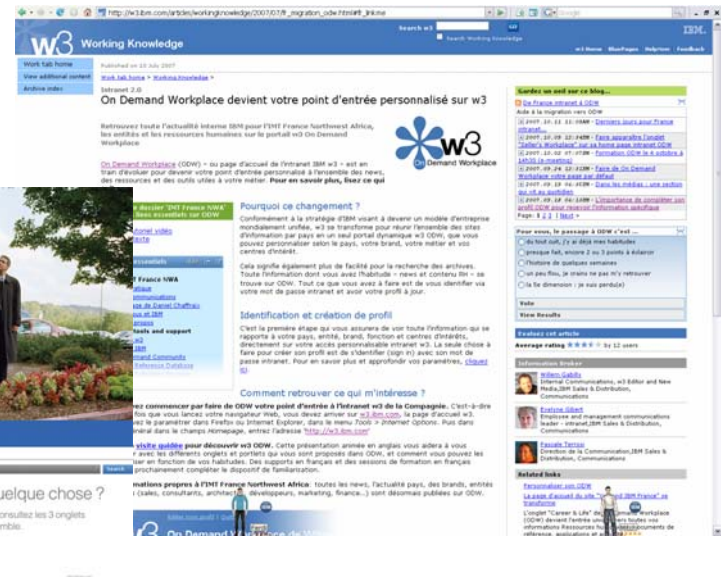
L'intranet IBM

Présentation
et visite de w3



Evolution vers l'intranet 2.0

- Historique
- Point d'entrée unique
 - ▶ Stratégie globale
 - ▶ Technologie IBM (WebSphere Portal)
- Intégration du contenu
 - ▶ Optimisation des sites
 - ▶ Changement des habitudes



w3volution

```

Session A - [24 x 80]
File Edit Transfer Appearance Communication Assist Window Help
[Icons] [1] [2] [3] [?]

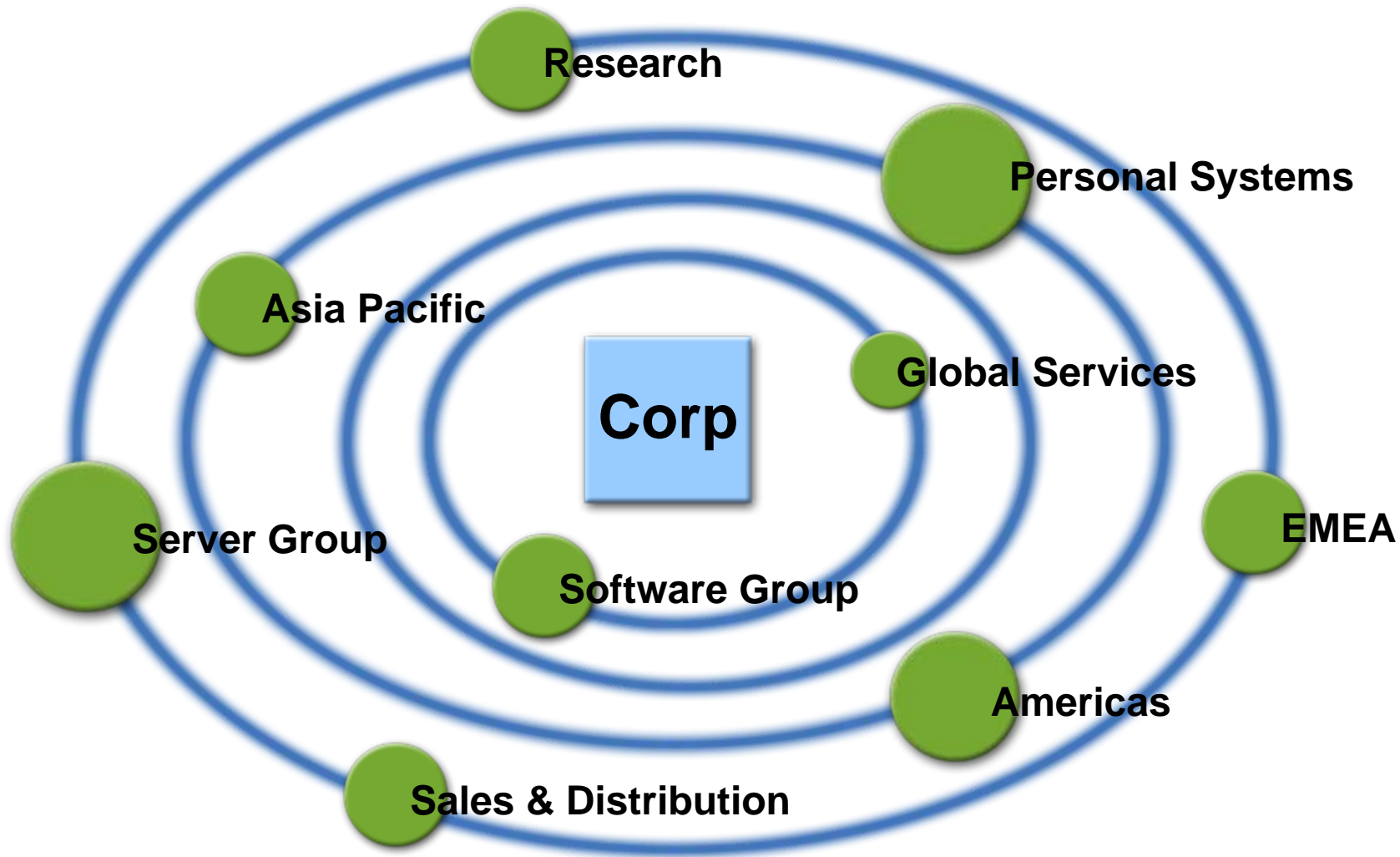
OV/VM 1.2- Main Menu                                A00

Press one of the following PF keys.
PF1 Process calendars                                Time: 3:04 AM
PF2 Open the mail
PF3 Find documents                                  1999  SEPTEMBER  1999
PF4 Process notes and messages                     S  M  T  W  T  F  S
PF5 Prepare documents                               1  2  3  4
PF6 Process the document log                       5  6  7  8  9 10 11
PF7 OV mail list processor                         12 13 14 15 16 17 18
PF8 Check the status of outgoing mail              19 20 21 22 23 24 25
                                                    26 27 28 29 30
PF10 Add an automatic reminder                     Day of Year: 273
PF11 View main menu number 2
5684-084 (C) Copyright IBM Corp. 1983, 1997      PF9 Help   PF12 End
For Help type ISHELP/Call (607)770/8-853-HELP Highest Class=IBM Confidential

===> _
Mail Waiting
MA a                                           23/006

```

w3volution



w3volution

Research

IBM intranet home page

THINK ONLINE

[Apple to spin off Newton unit](#)

[Lou Gerstner addresses Wake Forest graduates](#)

Chess-casting

While Deep Blue was busy making chess history, the Deep Blue web team was toiling behind-the-scenes creating a milestone for web history and the folks in corporate sponsorships were busy answering endorsement inquiries.

Deep Blue - 3.5, Kasparov - 2.5

Recent headlines

DIGITAL DIALOGUE
Think Java!

BUZZWORD
What are Digital certificates?

Link of the day
The Cryptography guide

[text-only version](#)

[[help](#) | [feedback](#) | [IBM internet home page](#)]

* IBM stock quote is updated at 5:01:15 May 22, 1997

- News
- Reference and resources
- IBM websites
- Web workshop

IBM **w3.ibm.com** INTRANET HOME PAGE

IBM stock: 4
\$ 172.5

News Reference Resources IBM web

Chairman's broadcast

e-business is new to our customers, but for IBM it's simply the next step on our journey back to industry leadership. Lou Gerstner explains more in his broadcast address.

LVG archive Dear colleague letter: Think Magazine, Fall 1997

Last updated on Tue, 14 Oct 1997 10:38:41

IBM news

NetObjects broadens distribution of NetObjects Fusion
IBM and CompuServe team-up to deliver web-based electronic commerce
IBM launches high-performance application integration solution
Lotus announces Lotus Messaging Switch 3.0
Lotus introduces fax servers for enterprise and ISP users

Industry news

Apple cuts prices on all products
Intel price cuts to boost sales
3Com cuts PalmPilot prices
Netcom, ICG to merge
Intel to deliver 64-bit microprocessor in 1999

Link of the day The Economist: telecommunications survey

[[Frame version](#) | [Text-only version](#)]

Search the intranet External search Support Feedback [www.ibm.com](#)

IBM stock quote was last updated at 4:00, 14 Oct, 1997 (20 minutes delayed)

IBM **w3.ibm.com** INTRANET HOME PAGE

IBM stock, 5.06a est \$178 3/8

SEARCH BLUEPAGES MYNEWS IBM WEBSITES SITE HELP CUSTOMIZE

Enter query above

Today's headlines Desktop news ticker
Last updated on Mon, Feb 22, 1999 08:00:32 AM EST

- IBM chip packs power, memory
- HP rethinks corporate PC market
- IBM to service Cisco products
- Interview: IBM's changing channel plan
- Linux: the rebel code (registration)
- Intel driving auto PC technology

LVG Archive
Speeches, Dear colleague letters, etc. from the Chairman

- 1999 worldwide employee broadcast

[[Home page text-only version](#)]

Features

Scorecard Fourth quarter earnings report, financial strength, competitive perspectives

- IBM's singular achievement: logic and memory on a chip
- IBM moves to establish Storage Area Network initiative, announces products

Support Feedback [www.ibm.com](#)

IBM stock quote was last updated at 5:06a, 3/08/1999 (20 minutes delayed)

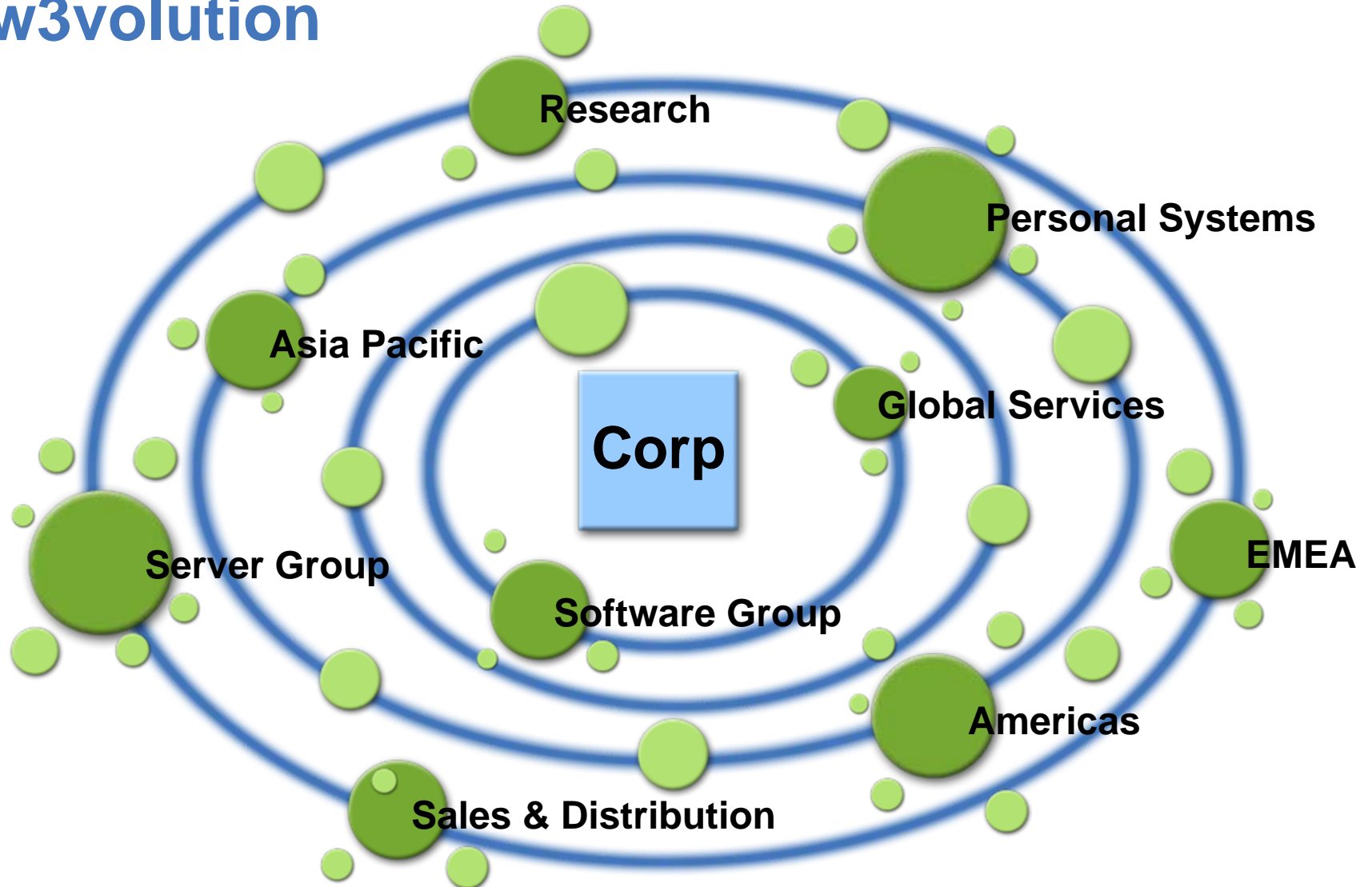
One Voice
Telling the IBM story to the world

Notes
BEST PRACTICES
Leap to network computing

EMEA

Americas

w3volution



w3volution

04 Aug 1999

w3.ibm.com

HOME BLUEPAGES SEARCH MYNEWS IBM WEBSITES ABOUT W3

Enter name e.g. Doe, J [Advanced](#)

Today's News

TOP OF THE NEWS

Windows NT/2000
Their platform, our business

- [Report: Dell passes HP](#) in US workstation market
- [Microsoft calls](#) AOL foes to confer
- [Motorola taps Linux](#) for embedded applications
- [Tax proposed](#) on e-commerce

[Messages from Lou Gerstner](#)

NEWS ABOUT IBM

- [IBM and 3Com sign](#) patent cross-licensing pact
- [IBM sets sights](#) on communications silicon
- [Sun, IBM eye](#) NUMA architectures to make servers sizzle
- [IBM adds Linux](#) to database software
- [Feature: Programming](#) in the Lotus position

YEAR 2000

- [Robust U.S. economy](#) seen unharmed by Y2K
- [Small firms](#) ignore Millennium bug
- [IBM Year 2000](#) website

SCORECARD

Focus on industry

Hewlett Packard

IBM: \$120 3/4 +1 3/8

HOW TO

[Speak before a group](#)
You talkin' to us?

BE THERE

[Fellows Tour '99](#)
Big thinkers hit the road

SMALL PLANET

[Saludos desde México](#)
A shout out from Mexico
Software Marketing Unit

INVENTED HERE

[Chump change could](#)
[bucks](#)
Micropayments: a Featured Project of IBM Research.

News About IBM

[Using the Net](#) to deal with the Scorcher [Interactive Week]

[Important: Updated virus](#) information

[IBM Serves Up Some Surprises](#) [Business Week]

[Review: IBM, Oracle database upgrades](#) [ComputerWorld]

[How Big Blue](#) plays D [Business 2.0]

Hello, Mike Wing

BluePages Search Help Now Feedback

August 10, 2001

Scorecard: IBM's Performance

IBM STOCK (IBM) **103.51** -0.57

Quoted at 11:04 am EST on Aug 10

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Green talent turns blue

103 students join Extreme Blue 2001 [READ](#)

IBM to build computing grids in Europe: A new front in the Internet revolution

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Perspectives

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[The "cows" come home](#): Gateway shuts door on EU; Asia next?

Other Articles

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[Strategy Scorecard](#): How is IBM addressing its priorities?

[Results of employee survey](#) now available: New format, greater

Search BluePages w3

know the business

[The IBM mainframe platform](#)
What the analysts are saying

[IBM Annual Report](#)
[IBM Strategy Website](#)
[Info about Competitors](#)

[EXPAND](#)

work with my team

[SBD, Americas and PCO join forces](#)
Reorganization will help customers

[Communications Team List](#)
[New Forums](#)
[Team Central](#)

[EXPAND](#)

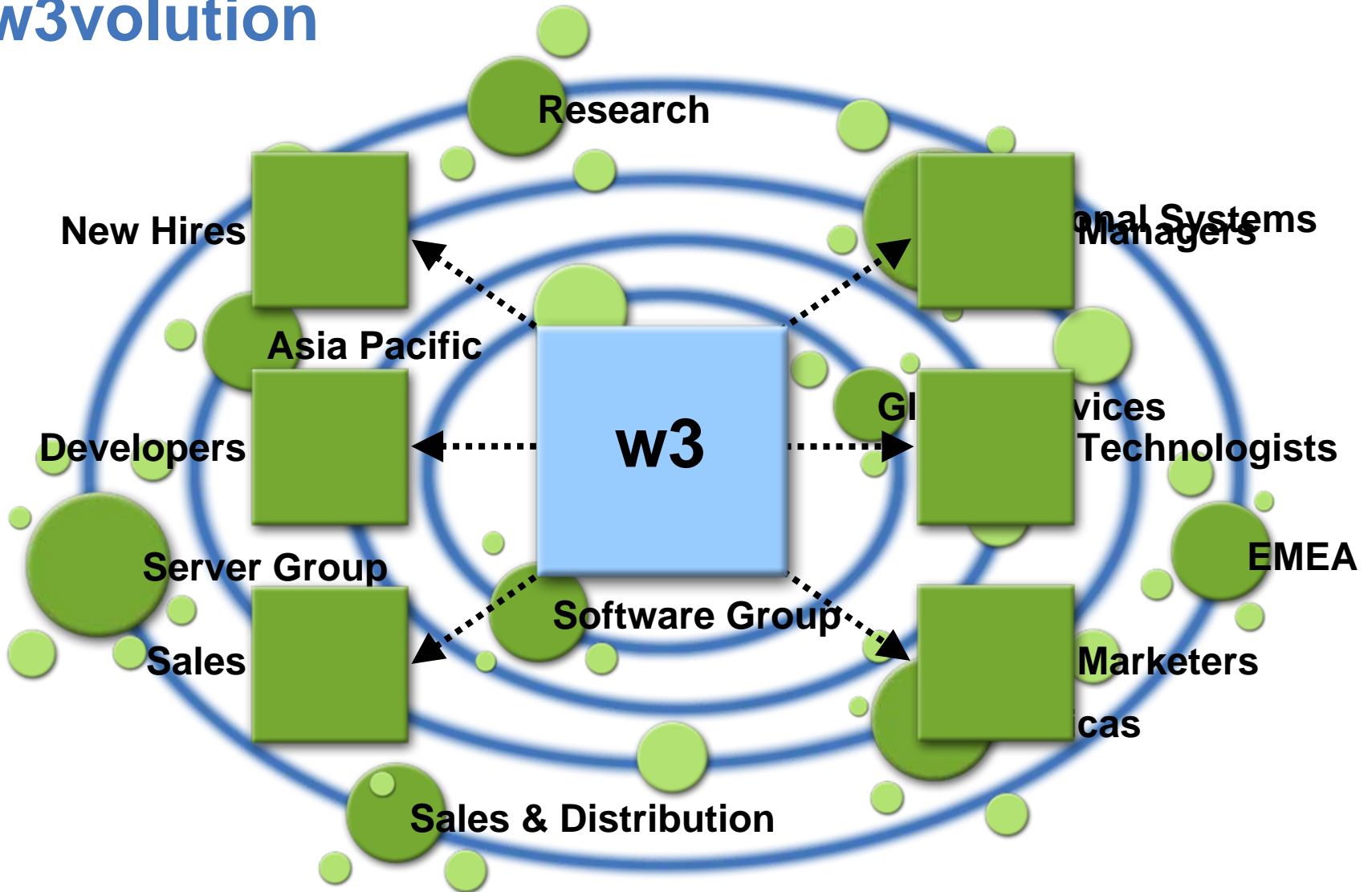
apply the tools

[Code Red Internet Worm update](#)
News for Windows NT, 2000 and XP users

[The Exchange](#)
[IBM Press room](#)
[e-business@IBM](#)
[The "How To" library](#)
[IBM Travel Website](#)
[Standard Software Installer](#)

[EXPAND](#)

w3volution



w3volution

Welcome to the IBM Intranet

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26 Sep 2002, Hello Teresa Yoo [Edit Homepage Layout](#) | [Profile Settings](#) | [Sign Out](#) | [Help](#)

Collaborate: improving international teaming across IBM [\[read\]](#)

NEWS

Top Stories

Johnson Controls takes the driver's seat with IBM's PLM solutions
[Selling for IBM] [\[read\]](#)

Venture capital: Looking for the next big thing
Emerging and competitive markets initiative races competitors to the next best business. [Selling for IBM] [\[read\]](#)

EMC: Competitive Profile
IBM and EMC have maintained intense, high profile rivalry since EMC's launch

Shaping IBM's corporate culture
A review of communications strategy as presented at the I&E team meeting on September 19-20. (Password sign-in required.) [Communications Exchange]

Check out how IBM and EMC upgraded employees IT in 2002.
The annual Global IT Survey is your chance to tell IBM what tools are important to you. See what progress the company made against 2001 input. [Transforming IBM]

Week in Review

Big Life Sciences win for IBM & EMC

News About IBM

IBM, EMC bump Hewlett-Packard at Celera
HP loses a key Compaq Life Sciences account [Reuters]

IBM to ship new blades in November
Entering a hot market quickly [CRN]

IBM to unveil "autonomic" Tivoli Risk Manager
A security "heartbeat" [InfoWorld]

Big Blue eyes CRM mid-market
Parrying Microsoft's thrusts [Internetnews.com]

IBM prepares to score with Allegro
New WebSphere hosting services on tap [CRN]

MyNews

SEARCH

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w3 - Advanced
ibm.com - Advanced

GO

Can't find what you're looking for? Go to the [Search help](#) page.

MARKET REPORT

Quoted at 4:09 PM, EDT on 27 Sep. [Refresh](#)

Symbol	Current	+/-
IBM	60.36	-1.66

[Market details](#)

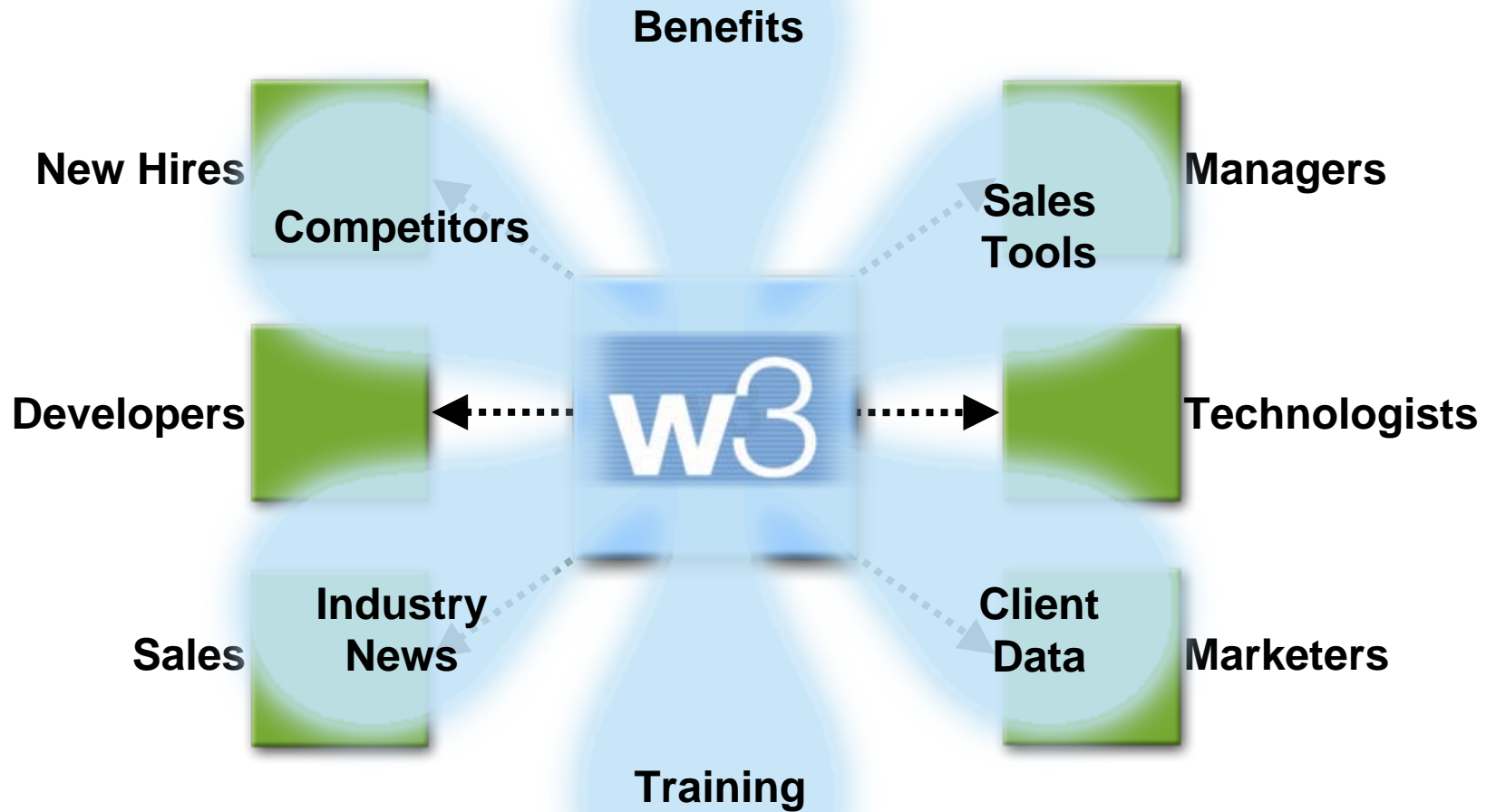
SCORECARD

IBM gaining share in storage market, reports confirm
IBM is gaining storage market share — in hardware, software and services

Worldwide disk systems Revenue Growth 1Q-2Q

Company	Revenue Growth 1Q-2Q (%)
IBM	~10
EMC	~-5
Hitachi	~-15
HPQ	~-25

w3volution



w3volution

IBM
w3 Home BluePages Help/How Feedback

Home Work Career and life

Market report [Edit](#) [?](#)

Quoted at 1:22 PM, EST on 10 Jan. [Refresh](#)

Symbol	Current	+/-
IBM	96.01	+0.23
Indices	Last	
DOW JONES	10,657.90	
S&P 500	1,194.27	
AMEX	1,402.11	
FTSE	4,840.70	
HANG SENG	13,531.39	
NIKKEI	11,451.59	
NASDAQ	2,110.22	

[View full market report](#)
[Go to the scorecard home page](#)

Essential links [Edit](#) [?](#)

- [BGS KnowledgeView](#)
- [BGS Learning & Knowledge](#)
- [Collaboration Central](#)
- [Customer Reference Materials](#)
- [Expense Accounts](#)
- [IBM Corporate Strategy](#)
- [IBM Global Campus](#)
- [IBM Standard Software Installer](#)
- [IBM Travel](#)
- [IT Tools](#)
- [Sam's w3 Pages](#)
- [Selling for IBM](#)
- [Transforming IBM](#)
- [w3 Directory](#)
- [w3 Research](#)
- [EMEA Business Transformation and Information Tech.](#)
- [Employee Purchase Program](#)
- [Buy on Demand](#)

[Terms of use](#)

News [Edit](#) [?](#)

Top stories [Part 7, data >](#)

It's for you
New brand effort establishes IBM as "the world's help desk." [Profiled for all IBM]

Relief support options expands:
IBMers can now contribute through payroll deduction.

Investing in innovation
IBM and partners place big bet on nanotechnology and semiconductors. [Profiled for all IBM]

Outside In: University relations programs fuel innovation
The merits of public-private alliances. [Software Group]

Top IBM stories for 2004
Making the news on w3. [Profiled for all IBM]

A perfect 10
Software Group celebrates a decade of success. [Profiled for all IBM]

IBM Communications Internship Program ... a year in review and a look ahead
The month of January marks the first year anniversary for the IBM Communications Internship Program. [Profiled for Communications]

In the news [Part 7, data >](#)

IBM troops pave path for Lenovo
Early effort helps IBM quell advances from rivals Dell and HP into its customer base. [eWeek]

IBM's future? Business Performance Transformation
Ginni Rometty talks about how IBM is moving beyond traditional outsourcing. [InformationWeek]

Next, Ellison will challenge king of business software
The real software smackdown is coming. [San Jose Mercury News]

Media Snapshot - January 10
IBM acquires SRD, HP's managed services business gets a new leader. Oracle looks to challenge SAP.

Fiorina unveils HP's consumer goods for 2005
HP CEO offers sneak peek at the products her company will try to insert into people's living rooms, as well as prototypes of other things yet to come. [cnet]

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Name

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Other searches

- w3 intranet
- IBM discussion forums
- IBM news articles
- ibm.com Internet
- IBM Learning (site search)
- Research
- HR
- Services
- Selling
- North America

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Sales and Distribution News [Part 7, data >](#)

[Resources for Client Teams: Planning and Last Week on Selling for IBM...](#) [MyPublish V3]

New Courses & Events from IBM Education [Part 7, data >](#)

[Learn WebSphere in Your Underweat!](#)
Now any developer can learn WebSphere right at the office or in the comfort and privacy of home! And you don't have to be dressed for success.... [MyPublish V3]

Transforming IBM [Part 7, data >](#)

[Paul Van Dyke to Represent CIO](#)
Paul Van Dyke to Represent CIO in Lenovo Transition...

Expérience utilisateur

■ On Demand Workplace (ODW)

▶ Visite guidée

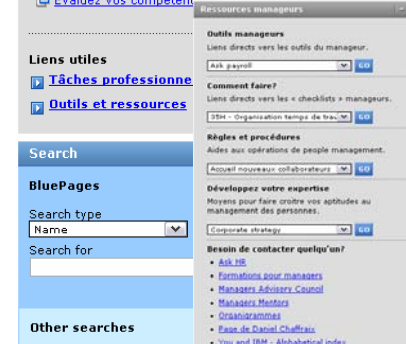
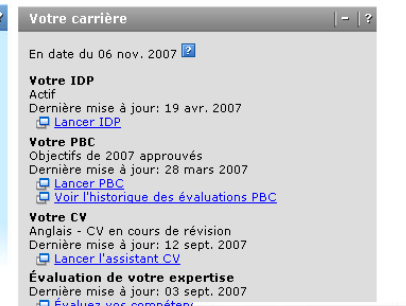
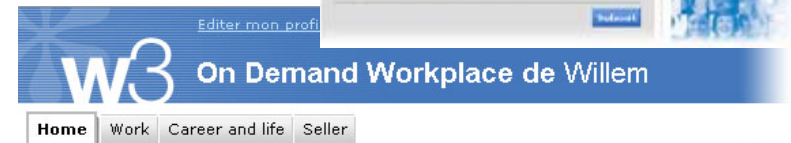
- Single Sign-on
- Portlets
- Onglets
- Personnalisation
- Awards

■ Outils et applications métiers

▶ Onglets et portlets spécifiques

- Seller's workplace, Finance
- Gestion personnelle
- Managers

■ Recherche, RSS, tagging



- IBM web pages (w3 and ibm.com)
- IBM forums, blogs, and wikis
- IBM news articles

Onglets

Actualités

Marché boursier

The screenshot shows the IBM w3 intranet homepage. At the top, there's a navigation bar with 'Home', 'Work', 'Career and life', and 'Seller's workplace'. Below this is a 'Du nouveau' section. The main content area is titled 'Nouvelles' and features a 'A la une' section with several news items, including 'IBM to acquire Cognos'. To the right, there's a 'État des marchés' section with a table of stock indices. At the bottom right, there's a search box labeled 'BluePages' and 'Other searches'. Callout boxes are overlaid on the page, pointing to the 'Onglets' (tabs) in the top navigation, 'Actualités' (news) in the main content, 'Marché boursier' (stock market) in the right sidebar, 'Liens essentiels Favoris' (essential links) in the left sidebar, and 'Recherche' (search) in the bottom right.

Liens essentiels Favoris

Recherche

Information métier
Centres d'intérêt

W3 On Demand Workplace de Willem

Home **Work** Career and life Seller's workplace

Liens essentiels

- IMT France NWA
- Communications
- Presse
- Montpellier
- IT tools and support
- Sales Learning
- IBM Business Controls
- New tool for infrastructure communication campaign planning
- Communiqués de presse
- About w3
- About IBM
- On Demand Community
- Client Reference Database
- Client Reference Program
- Concerns & Appeals
- Corporate strategy
- Globalization Central
- IBM SiteServ
- IBM Values
- Innovation and On Demand Business
- Sam's w3 page
- w3 Media Library
- WorkSmart
- STG Atlas
- STG Technical Communities
- Global Business Services intranet
- IBM Global Business Partners w3 page

Connaissances pratiques

Ce portlet fournit du contenu personnalisé en fonction de votre profil.

France Northwest Africa [Past 7 days >](#)
[Découvrez la CFO Survey 2008 menée par les équipes GBS !](#) Report
[Facilissimo 1H 2008](#) Offering Release
[Nouvelle délégation d'achat](#) Policy
[Concours vidéo "Energy & Environment" : visionnez les premiers clips !](#) Video

France Northwest Africa > Communications [Past 7 days >](#)
[Réflexions, veille et stratégies de gestion et marketing Internet : le point de vue de Michelle Blanc](#) Blog

France Northwest Africa > Marketing [Past 7 days >](#)
[Réflexions, veille et stratégies de gestion et marketing Internet : le point de vue de Michelle Blanc](#) Blog

Southwest Europe [Past 7 days >](#)
[IOT Internal Comms News](#) Newsletter

Global Technology Services [Past 7 days >](#)
[New CIO Program white paper introduces clients to the need for an information agenda](#) White Paper

Sales & Distribution [Past 7 days >](#)
[Security solution crediting for Managed Security Services \(MSS\) offerings through telcos](#) Guideline

Marketing [Past 7 days >](#)
[Rational Marketing News: Effective Software Delivery Program 2008](#) Newsletter
[Marketing Blue News 03/15/2008](#) Newsletter

Service Oriented Architecture [Past 7 days >](#)
[Kana, IBM expand open technology products agreement](#) Industry news
[MADE IN IBM LABS: IBM Cracks Web 2.0 Security Concerns With "SMash" \(IBM Press Release\)](#) Announcement

[Voir le contenu supplémentaire](#) | [Archives de A savoir](#)

Ressources managers

Outils managers
 Liens directs vers les outils du manager.
 Ask payroll

Comment faire?
 Liens directs vers les « checklists » managers.
 35H - Organisation temps de travail

Règles et procédures
 Aides aux opérations de people management.
 Accueil nouveaux collaborateurs

Développez votre expertise
 Moyens pour faire croître vos aptitudes au management des personnes.

Outils managers

IBM

Accueil w3 | BluePages | Help Now | Commentaires

[Editer la page](#) | [Nouvelle page](#) | [Afficher les outils](#) | [Aide](#)

Search

BluePages
 Search type: Name
 Search for:
[Advanced search](#)

Other searches

- IBM web pages (w3 and ibm.com)
- IBM forums, blogs, and wikis
- IBM news articles
- France intranet archives
- IBM Learning (site search)
- IBM World Wide Q&A
- IBM Sales (site search)

[Advanced search](#)

Mes nouvelles

Important Information for all IBMers [7 derniers jours >](#)
[More chances to win more prizes](#)
 New dates & expanded prizes announced for the 2008 Energy & Environment video contest.... [MyPublish V3]

Revue de presse quotidienne [7 derniers jours >](#)
[Revue de presse du 18.03.08](#)
 Revue de presse du 18.03.08... [MyPublish V3]

Sales and Distribution News [7 derniers jours >](#)
[IBM System Storage Education](#)
 IBM System Storage Education... [MyPublish V3]

[Retail Store Solutions - New Education!](#)
 Retail Store Solutions - New Education!... [MyPublish V3]

[Toutes mes nouvelles du jour](#)
[Index de mes nouvelles](#)

[Modifier l'abonnement et les préférences](#)

MyNews

Carrière

Actualités RH

Gestion personnelle

Formation

The screenshot shows the IBM On Demand Workplace (w3) interface. The main navigation bar includes 'Home', 'Work', 'Career and life', 'Finance', and 'Seller's workplace'. The 'Career and life' section is highlighted with an orange box and labeled 'Carrière'. The 'Actualités RH' section is also highlighted with an orange box and labeled 'Actualités RH'. The 'Gestion personnelle' section is highlighted with an orange box and labeled 'Gestion personnelle'. The 'Formation' section is highlighted with an orange box and labeled 'Formation'. The interface includes a sidebar with 'C'est personnel', 'Accès à vos comptes', 'Centre de planification', and 'Ressources sur les carrières et la formation'. The main content area features 'Vous et IBM - Nouvelles' with a profile picture and a list of news items, 'Learning@IBM Explorer' with a welcome message and links, and 'Mes flux de formation' with a list of training recommendations. The right sidebar contains 'Votre carrière' with a date and status, 'Liens utiles', and a search bar. The bottom of the page shows 'Terms of use' and 'Ajouter les éléments sélectionnés à "Mes activités"'. The footer includes 'L'intranet IBM' and '© 2008 IBM Corporation'.

Edit w3 profile

Use the links to toggle

Personal Profile |

Personal profile

The following informati

- Name:
- Email ID:
- Lotus Notes ID:
- Work Location:
- Country/region:
- Geography:
- Type of Employment:
- Manager/Regular Empl

[View your full BluePage](#)

Modify information preferences

Page 1 of 2

The information you enter below will be used to personalize the content delivered to portlets on your On Demand Workplace (e.g., News, Essential links: Web sites and applications. Make selections that represent your position and your interests.

There are several pages to this profile. To navigate to another profile page, click the Next or Previous links. Your selection will be retained when you go made all of your updates click "Finished" to save your saving any changes.

Business Unit & Job & Location | Industry & Int

Nickname:

Business unit

Business unit:

Business unit:
Secondary

Business unit:
Tertiary

Job category and Job role

Job category:

Primary Job role:

Job category:

Business Unit & Job & Location | Industry & Interests

Industry and Areas of Interest

Industry:

- Aerospace & Defense
- Automotive
- Banking
- Chemicals & Petroleum
- Computer Services
- Consumer Products/Wholesale
- Education
- Electronics
- Energy and Utilities
- Financial Markets
- General Business
- Government-Central/Federal
- Government-Federal/Central Defense
- Government-Federal/Central Homeland Security
- Government-State/Provincial/Local
- Healthcare
- Industrial Products
- Insurance
- Life Sciences/Pharmaceuticals
- Media & Entertainment
- Postal
- Professional Services
- Retail
- Telecommunications
- Travel & Transportation
- Wholesale Distribution & Services

Interests:

Business Subjects

- Accessibility
- Alliances
- Benefits & Compensation
- Business Governance
- Business Partners
- Business Strategy
- Business Transformation
- Channel Enablement
- Diversity
- Education & Learning
- Employee Services & Assistance

Competitors

- Accenture
- Advanced Micro
- Borland
- Caggemini
- Computer Associates
- Computer Sciences Corp
- Dell
- Deloitte Consulting
- EDS
- EMC
- Freescale

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IBM.

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Home | Work | Career and life | Seller's workplace
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Du nouveau Editer

Actuellement, il n'y a aucun nouvel élément


Liens essentiels Editer

- IMT France NWA**
 - [Pratique](#)
 - [Communications](#)
 - [Page de Daniel Chaffraix](#)
 - [Vivre et IBM](#)
- Communications**
 - [Intranet w3 - ODW](#)
 - [Team Comms](#)
 - [Dictionary](#)
 - [w3 Contact List](#)
 - [Web lecture scheduling](#)
 - [Media Contact List](#)
 - [Analyst Insights](#)
 - [Infrastructure Communication Campaign planning](#)
- Presse**
- Montpellier**
- IT tools and support**
 - [Sales Learning](#)
 - [IBM Business Controls](#)
 - [New tool for infrastructure communication campaign planning](#)
 - [Communiqués de presse](#)
 - [About w3](#)
 - [About IBM](#)
 - [On Demand Community](#)
 - [Client Reference Database](#)
 - [Client Reference Program](#)
 - [Concerns & Appeals](#)
 - [Corporate strategy](#)
 - [Globalization Central](#)
 - [IBM SiteServ](#)
 - [IBM Values](#)
 - [Innovation and On Demand Business](#)
 - [Sam's w3 page](#)
 - [w3 Media Library](#)
 - [Work Smart](#)
 - [STG Atlas](#)
 - [STG Technical Communities](#)

[Terms of use](#)

Nouvelles Editer

IBM to acquire Cognos



Acquisition to accelerate information on...

Energie nucléaire

Le haut commissaire à l'énergie atomique français en visite à La Gaudie. [Profiled for IMT France]

Insight: report on India-based competitors

Weekly highlights from IBM's Indian Champion Program. [Profiled for GBS, GTS, MBPS, S&D]

Steering in the right direction

IBM puts automotive clients in the driver's seat [Profiled for all IBM]

Vous êtes peut-être un inventeur !

Mark Bell sensibilise le personnel de MOP à faire part de ses idées innovantes. [Profiled for IMT France]

Le premier Executive IT Architect chez GBS

"Une carrière se construit au jour le jour", confie Jean-Christophe Bottraud, récemment certifié Executive architecte chez GBS. Il rejoint ainsi l'élite des professions techniques. [Profiled for IMT France]

When new won't do

RFG explains how companies can leverage used equipment from vendors like IBM for an effective IT strategy. [Profiled for IGF, IT financing, BP, Sales, SMB]

Give your clients financial agility

An Enterprise IT Financing Facility can grow an OIO and provide value for clients, sellers and IBM. [Profiled for IGF, IT Financing, Sales]

Media Snapshot - November 14
IBM releases second version of Lotus Symphony softwareDell On Dell: 'Steady Progress'Microsoft to ... [Communications]

Revue de presse - 13 novembre 2007
Revue de presse quotidienne - IMT France Northwest Africa

Media Snapshot - November 12 and 13
IBM Acquires Cognos...IBM Blue Gene Still the Fastest Computer....Infosys Plans to Buy European Software Developers...EDS to buy control of software firm Saber...Hp to buy consulting company EYP Mission Critical....Intel Unveils Its 'Penryn' Chip Lineup [Communications]

IBM To Buy Cognos For About \$5B
IBM will pay \$58 for each share of Cognos, an Ottawa-based software company whose products help businesses to manage their information flow and gauge their performance. [Dow Jones News Wire]

Revue de presse - 12 novembre 2007
Revue de presse quotidienne - IMT France Northwest Africa

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État des marchés Editer

Coté à 4:10 PM EST le 14 Nov. [Actualiser](#)

Symbole	Actuel	+/-
IBM	102.84	-2.43
CAJ	50.45	0.39
CGEMY	32.00	-0.75
CSCO	29.71	-0.43
DELL	27.61	-0.60
DT	21.47	0.08
FISV	52.88	0.09

Index **Dernier**

DOWJONES	13,223.93
NASDAQ	2,644.32

[Voir le rapport complet du marché boursier](#)
[Scorecard des résultats IBM](#)

Search Editer

BluePages

Search type
Name

Search for

[Advanced search](#)

Other searches

- IBM web pages (w3 and ibm.com)
- IBM forums, blogs, and wikis
- IBM news articles
- France intranet archives
- IBM Learning (site search)
- IBM World Wide Q&A
- IBM Sales (site search)

[Advanced search](#)

Espace de travail des vendeurs

IBM On Demand Workplace de Willem

Accueil w3 | BluePages | Help Now | Commentaires

Home | Work | Career and life | **Seller's workplace** | Afficher les outils | Aide

Quicklinks

Seller's Workplace
Find the sales information you want, when you want it, on the Seller's Workplace web site!

- My opportunities**
View your open opportunities
- My accounts**
Get a single view of your clients
- My quota**
Easy access to your quota information
- My requests** (Not available in all countries)
View, access, and collaborate on your service requests, or open a new service request.
- My prospects**
Search for prospects or work with targeting lists

Dashboards

- Reports**
Operations reports

Liens essentiels

- IMT France NWA
- Communications
- Presse
- Montpellier
- IT tools and support
- Sales Learning
- IBM Business Controls
- New tool for infrastructure communication campaign planning
- Communiqués de presse
- About w3
- About IBM
- On Demand Community
- Client Reference Database
- Client Reference Program
- Concerns & Appeals
- Corporate strategy
- Globalization Central
- IBM SiteServ
- IBM Values
- Innovation and On Demand Business
- Sam's w3 page

[Non disponible]

Note: All links in the table below will open in a new browser window.

Selling resources by sales cycle

Notice & identify	Validate & qualify	Propose	Win & support
AMS Pain Point Calculator	Competitive Info New	Configurator (Europe)	Firm Order Policy (Europe)
Attach Prospect	Create Client	Deal Hub Content	Integrated Order Status (IOS)
Product Availability			

W3 Seller's Workplace

Seller's resources | **My opportunities** | My accounts | My quota | My requests | My prospects | Opportunity actions | Help

My opportunities

IBM Confidential

Use the drop-downs below to filter your list of opportunities by industry or customer. [Send feedback](#) if you have questions, problems or comments. Please complete a [short survey](#) to tell us what you think.

Industry: Customer:

Total of My opportunities - All: 0 USD
(Data is updated once per day and is current as of 18 Mar 2008)

Sort by: View by:

No opportunities in EDM Stage 2 - 8 or Sales State 1 - 5. Please verify that you are listed as a member of an opportunity team in the system.

NOTE: If your opportunities are not being displayed now and you already know that you are on the sales team, then you might be currently under investigation. Please click the browser's [refresh](#) button and your opportunities should appear.

Teams and experts

As you browse opportunities by industry and account, applicable experts and team members are displayed.

Seller's connection - Quick access from dedicated Peer Advisors

LIOT (w3)	Informaplan (w3 Web)	Dashboards
Selling with Synchronicity	Worldwide Quality Assurance	Techline (Europe)
The CIO Program (Global Sales Portal)	Worldwide Gross Profit Estimator (WWGPE)	WW Contracts & Negotiations Contacts

Other selling resources

Account Planning	Analyst Insight	Client Satisfaction	Country Navigator
CRM Siebel (Europe)	GBS KnowledgeView	Global Financing (Europe)	Global Transaction Office
GTS SalesOne SW IOT	GTS WW intranet	ICM AssetWeb	Know Infrastructure Solutions
Know Your Industry	Manage Client Complaints	On Demand Innovation Services (IBM Research)	Print On Demand (InfoPrint)
Sales coverage	Sales Enablement Navigator (Seller's)	Sales Learning	SalesOne Solution Finder (formerly OAG)

Search

BluePages

Search type:

Search for:

[Advanced search](#)

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[Advanced search](#)

Outils et ressources
métier Finance

IBM On Demand Workplace de Willem

Home | Work | Career and life | **Finance** | Seller's workplace | SWG Development

Switch to ODW Next

Éditer la page | Nouvelle page | Afficher les outils | Aide

État des marchés

Coté à 4:10 PM EDT le 20 Mar. Actualiser

Symbole	Actuel	+/-
IBM	118.33	1.39
CAJ	45.62	1.18
CGEMY	25.35	-0.20
CSCO	24.77	0.30
DELL	20.01	0.50
DT	16.97	0.09
FISV	48.70	0.62

Index Dernier
DOWJONES 12,361.32
NASDAQ 2,258.11

Voire le rapport complet du marché boursier
Scorecard des résultats IBM

Search

BluePages

Search type Name

Search for

GO

Advanced search

Other searches

- IBM web pages (w3 and ibm.com)
- IBM forums, blogs, and wikis
- IBM news articles
- France intranet archives
- IBM Finance (site search)
- IBM Learning (site search)
- IBM World Wide Q&A
- IBM Sales (site search)

GO

Advanced search

Announcements

There are currently no announcements posted to your selected settings. [View/modify your settings.](#)

Post announcement
View all recent announcements

My Documents

You currently have no documents or action items awaiting your attention.

Create finance document

Finance resources

Current as of 10:47 PM, GMT on 20 Mar. Refresh

Tools and applications

Name	Status
Expense Reimbursement	
FEAT	✓
FI-UI	✓

View all system status

Content updates

Name	Updated
Expense Reimbursement	28 Jul 2005
FEAT	28 Jul 2005
FI-UI	25 Oct 2005

Add/Remove

Liens essentiels

- IMT France NWA
- Communications
- Presse
- Montpellier
- IT tools and support

Getting Started on w3 Guide
Sales Learning
IBM Business Controls
New tool for infrastructure communication campaign planning
Communiqués de presse
About w3
About IBM
On Demand Community
Client Reference Database
Client Reference Program
Concerns & Appeals
Corporate strategy
Globalization Central
IBM SiteSrv
IBM Values
Innovation and On Demand Business
Sam's w3 page
w3 Media Library
WorkSmart
STG Atlas
STG Technical Communities
Global Business Services intranet
IBM Global Business Partners w3 page

Terms of use

Ressources SWG

IBM. On Demand Workplace de Willem

Accueil w3 | BluePages | HelpNow | Commentaires

Home | Work | Career and life | Finance | Seller's workplace | **SWG Development** | Editer la page | Nouvelle page | Afficher les outils | Aide

SWG events

Upcoming events of interest to the SWG Community

[QSE Tech Talk: Transition to Agile](#)
2 Apr 2008: One WebSphere team's experiences, challenges, and lessons learned. Presentation open to all IBMers!
[Impact 2008](#)
6-11 Apr 2008, Las Vegas, USA: Unparalleled technical education on SOA, WebSphere, and IBM thought leadership.
[Web 2.0 and Beyond Summit](#)
15-18 Apr 2008: Help define how the Web will drive innovation for IBM and its customers. Attend remotely, or check for a local event.
[Spring 2008 QSE Global Leaders Meeting](#)
28 Apr-1 May, SVL, San Jose, USA: Software leaders explore ways to create quality software. Experience agile, lean, and more!
[WebSphere Services Technical Conference 2008](#)
5-9 May 2008, Las Vegas, USA: Deep technical content for the WebSphere family, SOA, and related products. Register now!
[IBM Pulse 2008](#)
18-22 May 2008, Orlando, USA: The latest developments in Service Management, Autonomic Computing, and more.
[Rational Software Development Conference 2008](#)
1-5 Jun 2008 Orlando, USA. 300+ technical sessions, hands-on technical workshops, complimentary certification classes, and more!
[IBM Information On Demand 2008](#)
26-31 Oct 2008, Las Vegas, USA: The premier information management event for business and IT professionals. Register now!

SWG labs

Learn about what's happening at SWG development labs around the world.

Visit SWG development sites worldwide:
Select a site...

[SWG SE US lab cluster kickoff](#)
The SE US lab cluster kicks off the year with keynote presentations, webcasts, and info booths. Drop by and get connected!
[Bangalore ERC: One year, one hundred briefings!](#)
The SWG Executive Briefing Center (EBC) at

SWG development spotlights

Updated 20 Mar 2008

 **SWG Development Community**
This SWG Development tab contains technical information, tutorials, education, and collateral from across SWG and IBM. To collaborate with your SWG peers, visit the [SWG Development Community](#) Web site! [Join the SWG Development Community](#) to get notified of new content, and stay current on the latest SWG initiatives. Use our [RSS feed](#) to get the latest content.
[\[How to use RSS feeds\]](#)

 [Getting agile, 24x7](#)
Agile practices are taking hold across SWG. Are you ready to make the switch? Books24x7 contains a wealth of agile resources available to you around the clock. Get moving, and get agile!

 [Improve the consumability of product combinations](#)
Two new SWG Clearing House analysis reports, Cross-Deliverable Operating System and Cross-Deliverable End of Service, will help you improve consumability and avoid potential conflicts.

 [Podcast: New support policies for IBM software](#)
IBM has enhanced its software support policies. Listen to Kelly Ryan, Director, SWG Technical Support, as she explains the changes at the Cross-SWG Interlock meeting.

 [Understand IBM's strategy](#)
Can you explain the three pillars of IBM's strategy? What about Software Group? Get the information that will help you understand IBM's strategy based on your unique role.

["Disciplined Agile Development" -- this class is everywhere!](#)
A 2-day workshop that explores ways to transform to an agile software development environment. More than 1,000 people have attended in 12 locations, with more to come. Sign up today!
[4007 SWG Consumability Excellence Awards](#)
Recognizing individuals or small teams who are making a difference in consumability while living the IBM Values. Read the winners' stories here!
[alphaWorks Services: My IBM Redbooks](#)
An application that enables you to create a customized IBM Redbooks publication by merging chapters from various existing IBM Redbooks.
[developerWorks space: Jazz](#)
The focal point for all things Jazz, including Jazz-based products. Tune in to Rational's next-generation technology platform for collaborative software delivery.
[No more SOA SOS!](#)
Get the SOA resources you need from the SOA Testing wiki. Tools, best practices, case studies, even solutions to the top 10 SOA and Web services issues -- they're all here!
[IBM announces SOA solution for the healthcare industry](#)
IBM collaborates with nine business partners to help healthcare providers, clinics, and hospitals improve productivity, increase quality, and reduce costs. SOAWorld magazine has the story.
[SWG development spotlight archive](#)

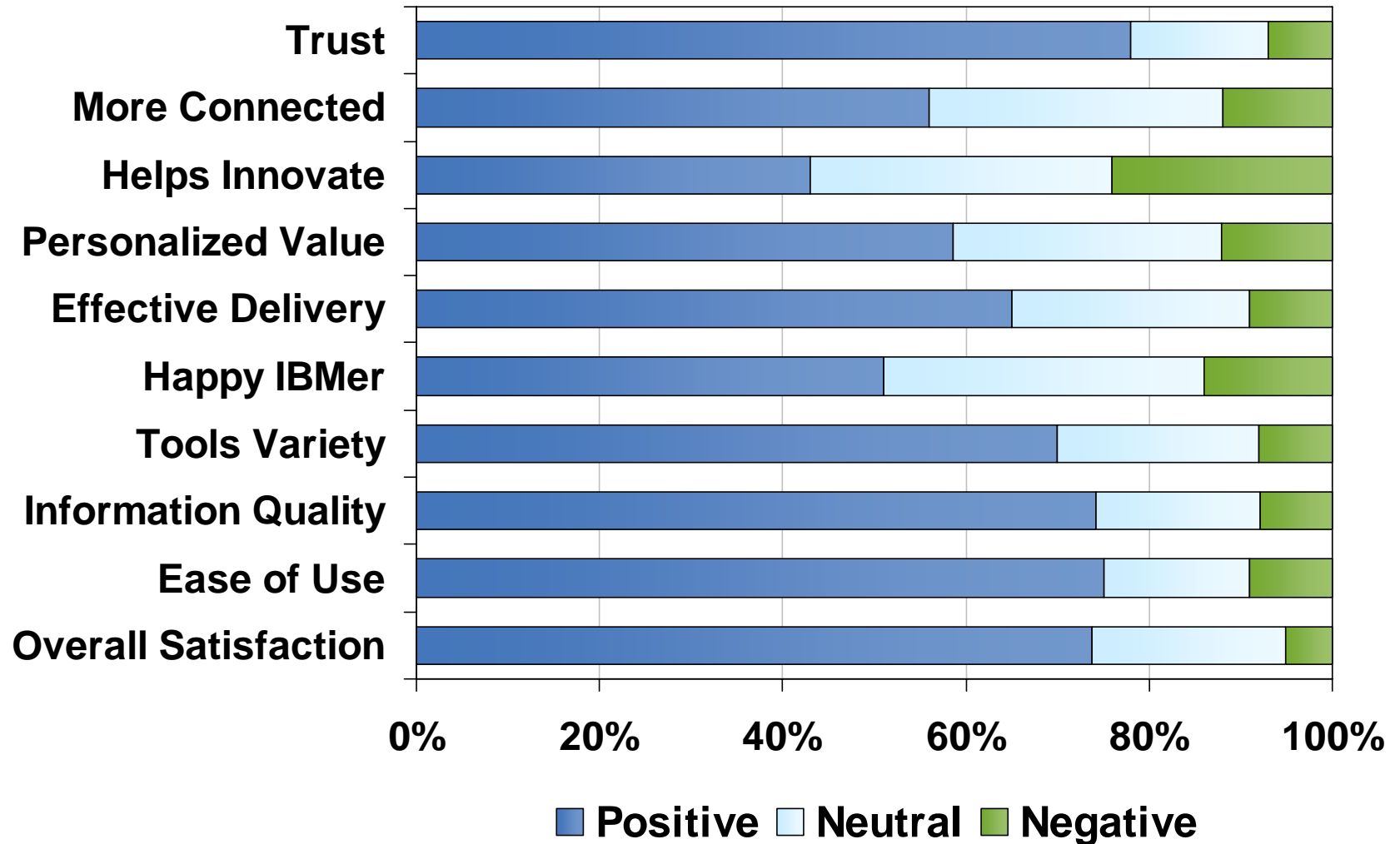
SWG products

SWG product announcements, overviews and technical information of interest to the development community.

[Tivoli green data centers](#)
Tivoli provides asset management and monitoring to the data center and help customers make energy-efficient decisions.
[IBM invests heavily in "unified communications"](#)
Unified communications tools like Lotus Sametime are becoming "critically important" for business. Read more at internetnews.com.
[Announcing Lotus Quickr 8.1](#)
Team software that helps you access and share information and make better, more informed decisions.
[DB2 demo program](#)
This newly updated program demonstrates the functionality of DB2 9.5 for Linux, UNIX, and Windows.
[WebSphere Premises Server V6.1: Create and manage enterprise-class sensor solutions](#)
Delivers new and enhanced services supporting sensor integration solutions leveraging an SOA foundation.
[developerWorks article: Generate a Web service client using Rational Application Developer and WebSphere Service Registry and Repository](#)
Upload a WSDL document to WebSphere Service Registry and Repository and import into Rational Application Developer.
[SWG products archive](#)

SWG development navigator

w3 Perceptions



ODW Industry Recognition

“Designers took an aggressive yet realistic approach, creating and enforcing meticulous intranet design standards to maintain a consistent design, and using personalization to ensure the right information reaches the right people.”

