



LOTUS COLLABORATION SUMMIT

September 2007



Notes / Domino 8

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Messaging & Collaboration Sales Leader

UK, Ireland & South Africa



Today's agenda: all about real business value

IBM Lotus Notes® and Lotus® Domino® 8 software offers you the opportunity to:

- Increase employee productivity
- Reduce your admin costs
- Extend and integrate your existing applications
- Use products and capabilities that are included at no additional cost
- Implement complete e-mail solutions from IBM



Lotus Notes & Domino 8 software is a lot more than just another pretty [inter-] face

IBM Lotus collaboration strategy



Rich client



Browser



Portal



Mobile

Interaction and client services (online or offline)

Lotus Domino

Mail, calendaring and collaborative applications

Lotus Sametime

Unified communications and collaboration services

Lotus Quickr

Collaborative content and team services

Lotus Connections

Social software for business

WebSphere Portal

Composite application and integration services

Composite application framework

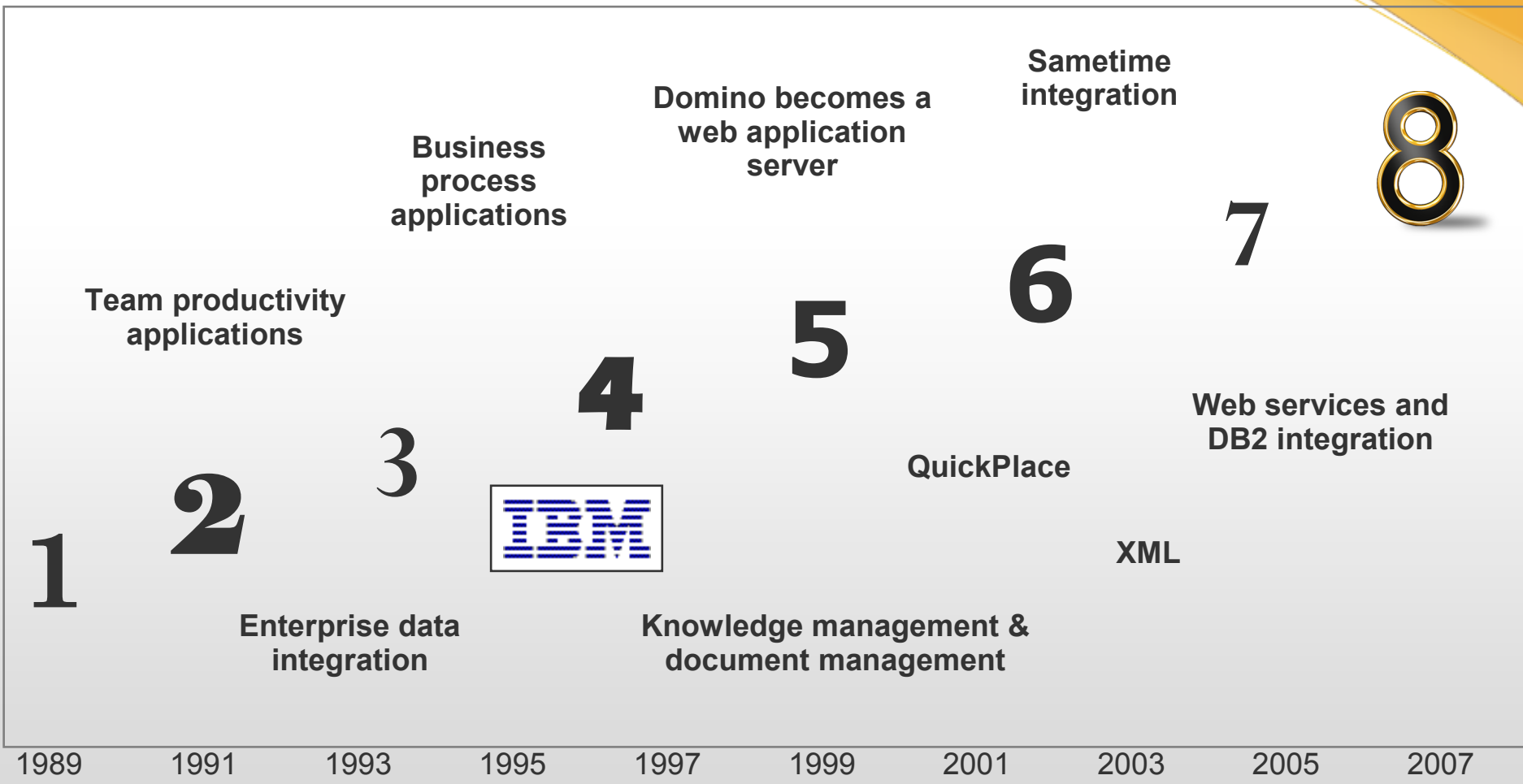


Business process

Information



Notes / Domino - a history of innovation

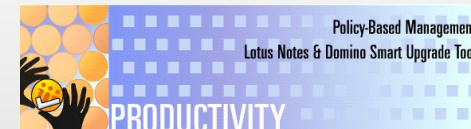


2006 highlights for Notes / Domino

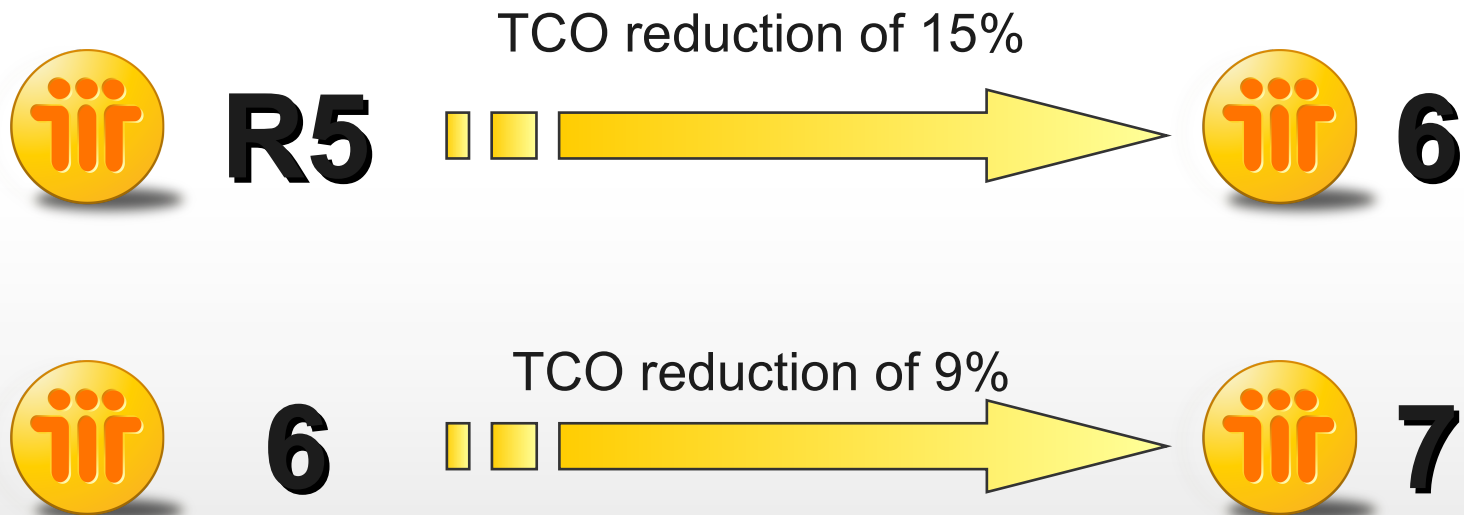
- **User base announced as 130 million**
 - Up 3 million on last year
- **913 competitive wins during 2006**
- **30% year-on-year growth for Q4**
 - 23% growth for the full year
- **15% increase in active Notes / Domino customers**
- **Released 7.0.2 in Q3**

Summary of Notes / Domino 7

- **Reduced cost of ownership**
 - Server scalability and performance
 - Domino Domain Monitoring
 - Activity trend analysis
 - Extended control through policy-based management
- **Improved user productivity**
 - Numerous productivity features and innovations
 - Improved real-time collaboration
 - Improvements to Domino Web Access
- **Build a broader scope of applications**
 - Expose Domino capabilities as web services
 - Use DB2 as a data store
 - Extend Domino's functionality and reach



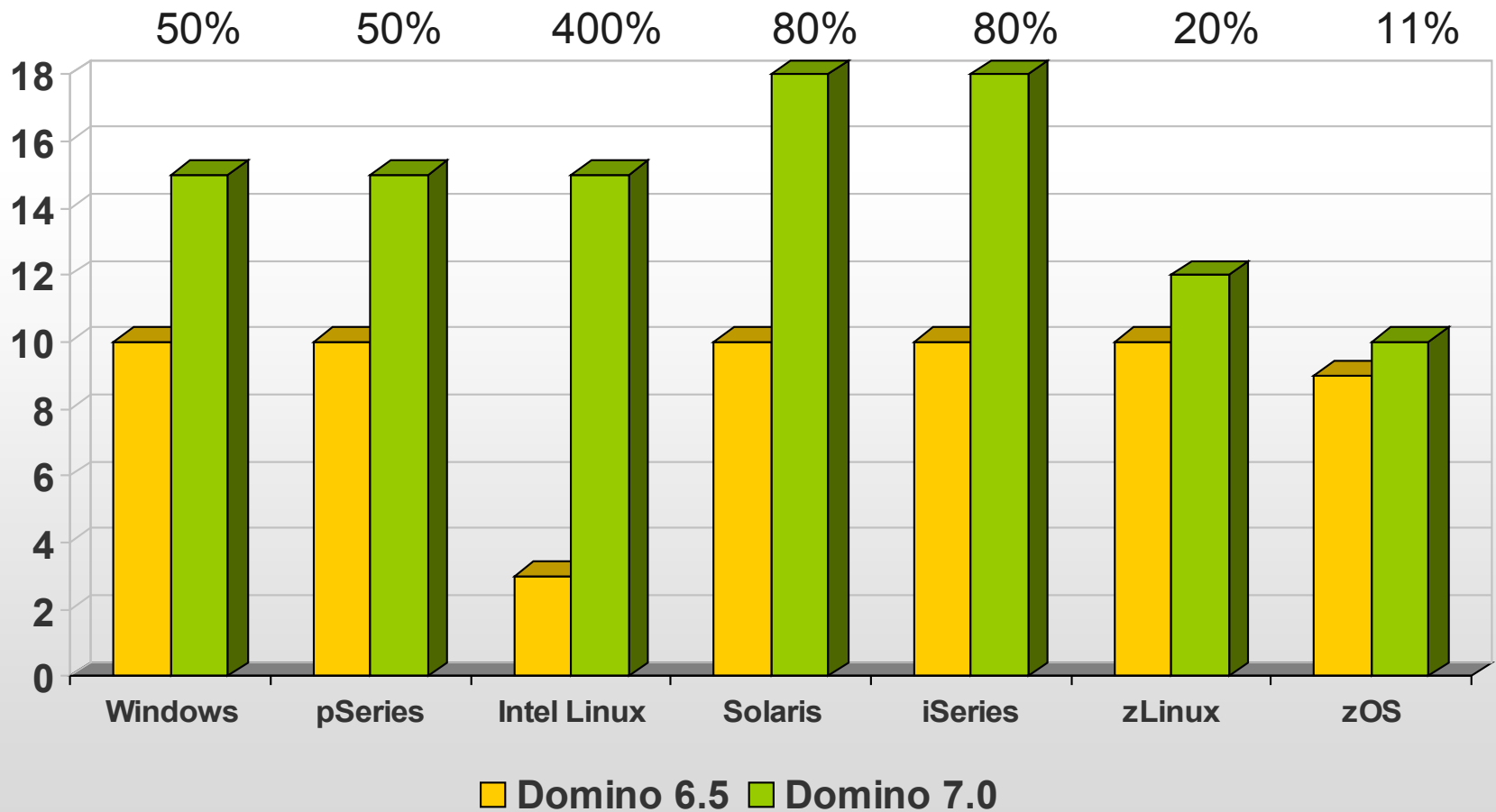
Lotus Notes / Domino tackling cost of ownership



Upgrading from Notes / Domino R5 to version 7 provides an overall reduction in TCO of **22% ***

* Source: Ferris Research

Domino 7 scalability improvements



IBM Lotus Notes Access for SAP Solutions

- Extends Domino / SAP integration
- Client templates
 - Vacation / leave request
 - Time reporting
 - Contact management
 - Report generation
 - Employee self-service / manager self-service
 - Meeting scheduling
 - Workflow driven by Notes pushed into SAP

Lotus Notes



Peter Brown - Calendar - IBM Lotus Notes

File Edit View Create Actions Window Help

Workspace Peter Brown - Inbox Peter Brown - Calendar Corporate Customers - All... Action items from Jan 17th consi...

Calendar
for Peter Brown

Schedule a Meeting New Owner Actions Participant Actions Copy Into New Chat Tools Filter Report Time

Day Week Month All Calendar Entries Formatting January 2006

← January 2006 →

Su	Mo	Tu	We	Th	Fr	Sa
1	2	3	4	5	6	7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30	31	1	2	3	4

Today is January 19, 2006

PST	23 Monday January 2006	24 Tuesday January 2006	25 Wednesday January 2006	26 Thursday January 2006	27 Friday January 2006
8 am - 5 am					
9 am - 6 am	Team Performanc Chair: Ron Espino Project: SRM Bud			Dentist	
10 am - 7 am		Mortgage Rates a Chair: Peter Brow Project: Inv.Kst.12	Renovations Closi Location: @Renov Project: Inv.CCtr.22		Mandatory All Har Location: Auditori Chair: Frank Adarr
11 am - 8 am	Updated Pipeline Chair: Peter Brow Project: Sales Tra				
12 pm - 9 am			Lunch w/customers		Lunch w/Ron
1 pm - 10 am		Customer Debriefi Location: Briefing Chair: Minh Li Project: Inv.Kst.22		Review Michigan Location: Rm 247 Chair: Peter Brow Project: Inv.CCtr.21	
2 pm - 11 am	Project Review Location: Conf Rm Chair: Lukas Geig Project: Inv.Kst.42				New Rates - Briefi Location: Rm 152 Chair: Minh Li Project: Inv.Kst.22
3 pm - 12 pm			Prepare for Michig Location: Peter's o Chair: Peter Brow Project: Inv.CCtr.21		
4 pm - 1 pm					
5 pm - 2 pm				Pick up Laundry	

Week 4 48 weeks left

Local Preview

Disconnected Office

Report Time Wizard - Step 2 - IBM Lotus Notes

File Edit View Create Actions Text Window Help

Workspace Peter Brown - Inbox X Peter Brown - Calendar X Corporate Customers - All... X Report Time Wizard - Step 2 X

Report Time 1 Time Period 2 **Hours** 3 Confirm and Submit

Back Next Cancel

The time entries that meet the criteria you specified are displayed below. You can remove entries from your report, or make changes to the subject, project code, or hours for any entry. When you're finished, move to the next step for a final review before submitting.

Time Period: Monday, January 23 -- Friday, January 27 2006
 Project: ALL
 Sorted by: Date

Include in Report?	Date	Time	Subject	Project Code	Hours
<input checked="" type="checkbox"/> Yes	01/23/2006	02:00:00 PM - 03:30:00 PM	Project Review	Inv.Kst.4210 (1-4210/P)	1.50
<input checked="" type="checkbox"/> Yes	01/23/2006	09:00:00 AM - 10:00:00 AM	Team Performance Review	SRM budget check project (1	1.00
<input checked="" type="checkbox"/> Yes	01/23/2006	11:00:00 AM - 12:00:00 PM	Updated Pipeline Meeting	Sales Tracking System (IS1E	1.00
<input checked="" type="checkbox"/> Yes	01/24/2006	10:00:00 AM - 11:00:00 AM	Mortgage Rates and Business	Inv.Kst.1200 (1-1200/P)	1.00
<input checked="" type="checkbox"/> Yes	01/24/2006	01:00:00 PM - 04:00:00 PM	Customer Debriefing	Inv.Kst.2200 (1-2200/P)	3.00
<input checked="" type="checkbox"/> Yes	01/25/2006	03:00:00 PM - 05:00:00 PM	Prepare for Michigan proposal review	Inv.CCtr.2100 (3-2100/P)	2.00
<input checked="" type="checkbox"/> Yes	01/25/2006	10:00:00 AM - 12:00:00 PM	Renovations Closing	Inv.CCtr.2200 (3-2200/P)	2.00
<input checked="" type="checkbox"/> Yes	01/26/2006	01:00:00 PM - 03:00:00 PM	Review Michigan Proposal	Inv.CCtr.2100 (3-2100/P)	2.00
<input checked="" type="checkbox"/> Yes	01/27/2006	02:00:00 PM - 04:00:00 PM	New Rates - Briefing	Inv.Kst.2200 (1-2200/P)	2.00

Disconnected Office

Domino 8

- **Domino server release to accompany Notes 8**
- **Messaging enhancements**
 - SPAM Guru
 - Message recall
 - Immediate 'Out of Office' reply
- **Continued focus on reducing the cost of ownership**
 - Lots of new and improved admin capabilities
- **Further performance and scalability improvements**
 - Streaming cluster replication
- **64-bit versions**
 - But we're keeping the 32-bit versions too
 - Availability planned for 8.0.1 (Windows and pSeries)... Linux to follow later
 - Customer choice as to when to make the move
- **Further focus on web services and Services Orientated Architecture**
- **DB2 integration made generally available**
- **Updated Domino Web Access**



Domino Web Access 8

- Updated 'Notes 8' user interface
- More performance enhancements
 - Further to huge leaps made in version 7
- Single, merged mail template
 - Domino Web Access and Notes users served from the same template (Mail8.ntf)
- Preview pane
- Portal integration improvements
- Integrated instant messaging contacts list user interface
- Feed enabled mail files (RSS / ATOM)
- Enhanced spell check engine and dictionary integration
- Customisation - logos, colours, branding
- LTPA2 token support

Mail - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Back Forward Stop Home Search Favorites Refresh Print Mail Stop Mail Stop Bluetooth

Address [http://venice.notesdev.ibm.com/mail/jdumont.nsf/Notes/Mail/?OpenDocument&PresetFields=s_ViewLabel;Inbox,s_ViewName;\(%24Inbox\)&KIC&UNH=if1786ve89pa0mgt](http://venice.notesdev.ibm.com/mail/jdumont.nsf/Notes/Mail/?OpenDocument&PresetFields=s_ViewLabel;Inbox,s_ViewName;(%24Inbox)&KIC&UNH=if1786ve89pa0mgt) Go

Welcome, Jason Dumont I Am Active Preferences Online Logout Help

Welcome Mail Calendar To Do Contacts Notebook Lotus Domino Web Access IBM

My Mail **Inbox**

Inbox
 Drafts
 Sent
 Follow Up
 All Documents
 Junk
 Trash
 Views
 Mail Threads
 Folders
 Tools

New Reply Reply To All Mark As... View Print More

Sender	Subject	Date	Size
John Immerman	Team Outing	12/17/06 09:07AM	5K
Chip Faulkner	Team Breakfast	12/17/06 09:01AM	5K
Chip Faulkner	will be out of the office next week <more>	12/17/06 09:00AM	1K
Chip Faulkner	Status Reports due tomorrow </>	12/17/06 08:58AM	1K
John Immerman	Re: New DWA Product Page	12/17/06 08:56AM	2K
Rahul Garg	New DWA Product Page	12/17/06 08:55AM	2K
John Immerman	pictures from holiday party	12/17/06 08:53AM	175K
John Immerman	funny joke	12/17/06 08:51AM	1K
Vinod Seraphin	Invitation: DWA UI Walkthru (Dec 18 09:00 AM EST)	12/16/06 02:35PM	2K
John Immerman	Re: Does anyone have a blank CD I can borrow. Please let me know -	12/12/06 10:43AM	2K
Chip Faulkner	Test results of today's build	12/12/06 10:42AM	3K
John Immerman	Vacation Photos - enjoy	12/12/06 10:39AM	105K
Chip Faulkner	Does anyone have a blank CD I can borrow. Please let me know - than	12/12/06 10:37AM	1K
John Immerman	Rescheduled: Discuss new build process (Dec 15 04:00 PM EST)	12/12/06 10:34AM	2K

Meeting: Invitation

From: Vinod Seraphin/Shimmer8
Chair: Vinod Seraphin/Shimmer8
Invite: Jason Dumont/Shimmer8@Shimmer8

Subject: Invitation: DWA UI Walkthru (Dec 18 09:00 AM EST)
Location:
Resource:

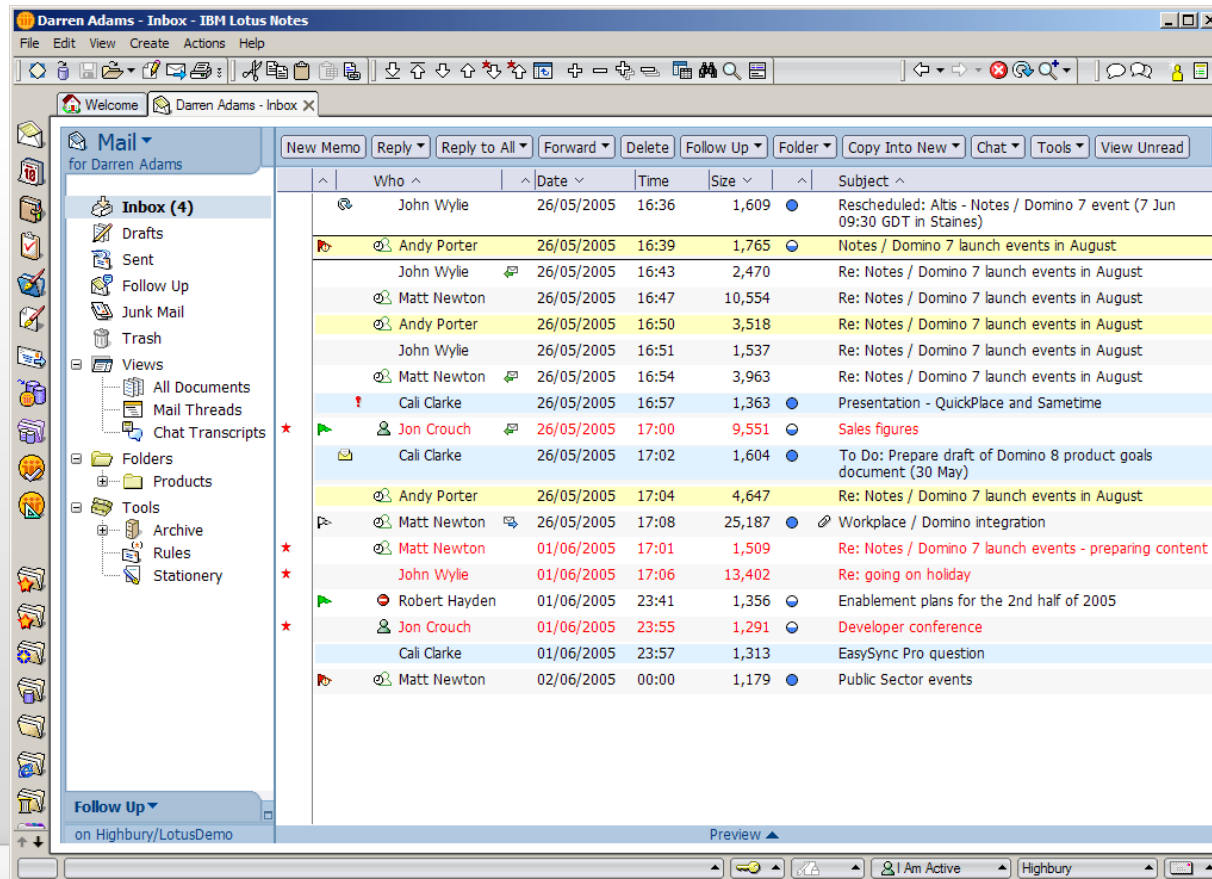
4 Thursday Jan 4, 2007 04:41PM
 Trash

Lotus Notes 8



Our customers have told us...

- ...we need to improve the Notes user interface and usability



How have we gone about improving Notes?

- More usability testing than ever before
 - User feedback labs at Lotusphere 2006 and 2007
- Elected customer design partners to provide input throughout design and development cycles
- Hired some professional design consultants and artists
- Head user interface developer (Mary Beth Raven) has publicly blogged on issues and ideas and requested feedback
- Taken advantage of the Eclipse framework
 - Advanced tools for building user interface elements
 - Offers better integration with operating system
 - Windows, Linux, Mac



Focus on user types through personas

- Every implemented feature has been designed with different users in mind
 - For example, secretaries managing multiple diaries and inboxes

The screenshot displays the IBM Lotus Notes 8.0 Home page. The window title is "Home - IBM Lotus Notes". The menu bar includes "File", "Edit", "View", "Create", "Actions", "Text", "Tools", "Window", and "Help". The toolbar contains icons for "Open", "Home", and several mail folders: "Darren Adams - Mail" (2), "Keith J Orchard - Mail" (3), "Ross Reith - Mail" (5), and "Ross Reith - Calendar" (3). Below the toolbar is a search bar labeled "All Calendar" and a "Search" button. The main content area features a blue header with the Lotus Notes logo, "Lotus. Notes. 8", "Home", and the IBM logo. A link "Click here for Home Page options" is visible. The main area is divided into two columns of buttons, each with a "New" button: Mail, Calendar, Contacts, To Do, Presentations, Spreadsheets, Documents, and Personal Journal. On the right side, there is a "Sametime Contacts" panel, an "Activities" panel, and a "Day-At-A-Glance" calendar for Tuesday, May 29, 2007. The calendar shows three events: "Flight to Glasgow (BD2) From Heathrow" (08:50 - 10:10), "Executive briefing for NAG Teacher Centre, St Enoch Square, Glasgow Craig Durham" (11:00 - 14:00), and "Flight to Heathrow (BD11) From Glasgow" (17:20 - 18:40). At the bottom right, there is a "Today" panel for May 25, 2007, with a calendar grid showing the days of the week (S M T W T F S).

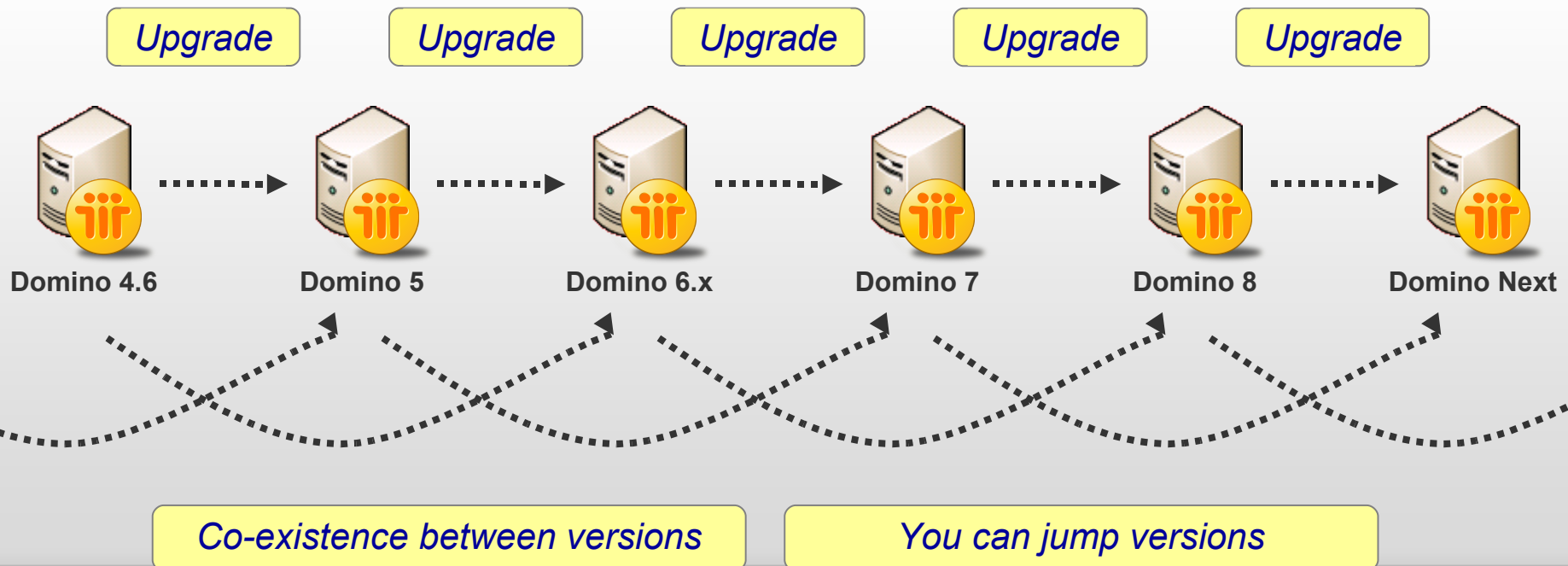
What else has driven the Notes 8 development?

- **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**



Protection of investment

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



Evolution



R3

Forms
Views
Agents
ODBC



R4

Forms
Views
Agents
ODBC
LotusScript



R4.5

Forms
Views
Agents
ODBC
LotusScript
HTTP



R5

Forms
Views
Agents
ODBC
LotusScript
HTTP
HTML pages
Frame sets
JavaScript
Java
XML



6

Forms
Views
Agents
ODBC
LotusScript
HTTP
HTML pages
Frame sets
JavaScript
Java
XML
JSP tags
SOAP
Policy-based management



7

All previous elements
Provision of web services
WSDL
DB2 as an optional data store
Notes Access for SAP
Client lock-down via policies
Domain monitoring



8

All previous elements
Improved consuming of web services
Provisioning of Eclipse plug-ins

Connectors for:

- DB2
- Oracle
- SQL Server
- ODBC
- SAP
- PeopleSoft

...and many more

Choice

- **Server platforms** - to suit skills, size, strategy, integration requirements, existing hardware
- **Client platforms**
 - Windows / Mac / Linux
 - Mixed environments - capabilities delivered to all communities of users
 - Suits an open source / open standards strategy
- **Development strategy**
 - Supporting open standards - Java, JavaScript, XML, web services, and more
 - Continued evolution of rapid application development environment
 - Composite applications (see later)



Integrated productivity editors

Sametime Contacts - IBM Lotus Notes

File Edit View Create Actions Text Tools Window Help

Open Home Darren Adams - Mail Darren Adams - Calendar Darren Adams - Contacts QuickPlace_prospecting

100% Bullet list

Lotus software

COLLABORATING WITH IBM LOTUS QUICKPLACE 7

QuickPlace value propositions

Instant creation of a collaborative team space

- QuickPlace allows users to instantly create their own team space, modify it for their purpose, and add their own team members... without waiting for action from the IT department.
- Templates (known as PlaceTypes) allow users to create new team spaces which fit their business requirements.

QuickPlace fits into YOUR infrastructure

- QuickPlace is accessed via a web browser, and tightly integrates with Microsoft Office... and not just

- Every item of QuickPlace content can be controlled for reader and editor access, thus providing the content to the right audience.
- A QuickPlace can contain 'rooms' – secure areas which require named access, thus protecting all of the content within.
- QuickPlaces can be used off-line, and the off-line data is fully encrypted.

Collaboration beyond the enterprise

- The pervasive nature of QuickPlace means that partners, suppliers and customers can join the collaborative process. A web browser, a connection to the QuickPlace server and membership in the QuickPlace is all that is required.

Text Properties

Font

Font: Arial Size: 10

Style: Regular Font color: Default

Background color: Default

Effects

Underlining: None Color: Default

Strike through: None Options: Sentence

Emphasis mark: None Position: Above text

Style Options:

Normal Outline

Embossed Shadow

Engraved

Position

New Spreadsheet - Spreadsheet - IBM Lotus Notes

File Edit View Tools Create Manipulate Layout Window Help

Getting Started Darren Adams - Mail Darren Adams - Calendar New Spreadsheet

100%

B2 Sales - Q3

	A	B	C	D	E	F	G	H
1								
2		Sales - Q3						
3			North	South				
4		Sametime	\$2,000	\$3,000				
5		QuickPlace	\$1,500	\$1,200				
6		Document Manager	\$1,700	\$900				
7								
8			\$5,200	\$5,100				
9								
10								

Text and Cell Properties

Font

Font: Arial Size: 10

Style: Bold Font color: Default

Effects

Position

Appearance

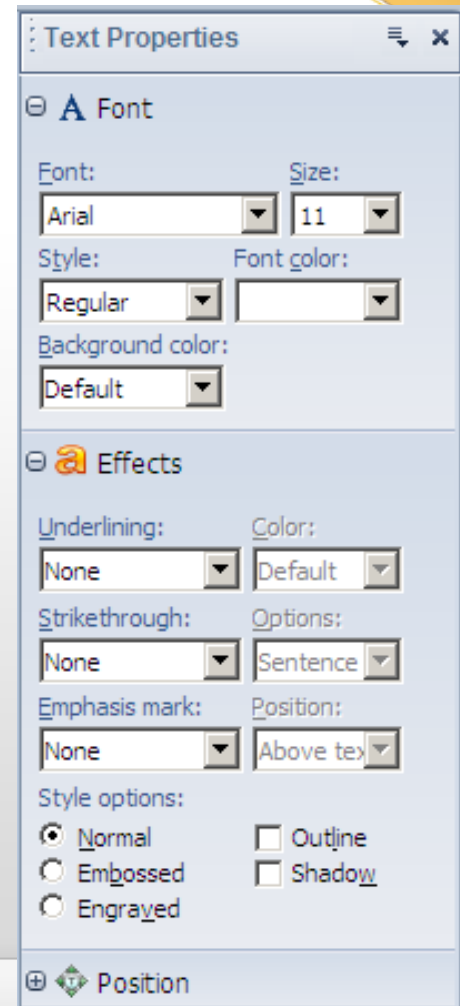
Productivity editors



- **Free** for licensed Notes users
 - Saving on acquisition of expensive office productivity suites
- **Productivity editors support Microsoft Office and Open Office formats**
- **And also the Open Document Format (ODF)**
 - This open format provides an assurance of being able to access, retrieve and use critical records, now and in the future, and decreases an enterprise's risk of being locked into a proprietary format
- **Support for multiple document formats ensure that existing content can be accessed and maintained, and that content can be shared with and received from contacts in the extended enterprise**
- **Windows, Linux, Mac (8.5) - consistent capabilities**

Productivity editors - rich functionality, easy to use

- The most common tasks (e.g. formatting text and objects) are displayed on an always-accessible panel in the Notes client, ensuring that users can work quickly and effectively with an intuitive business tool
- Productivity editors provide rich functional capabilities suitable for basic and power users - there is no reason for an enterprise to increase its cost of ownership by deploying multiple sets of tools



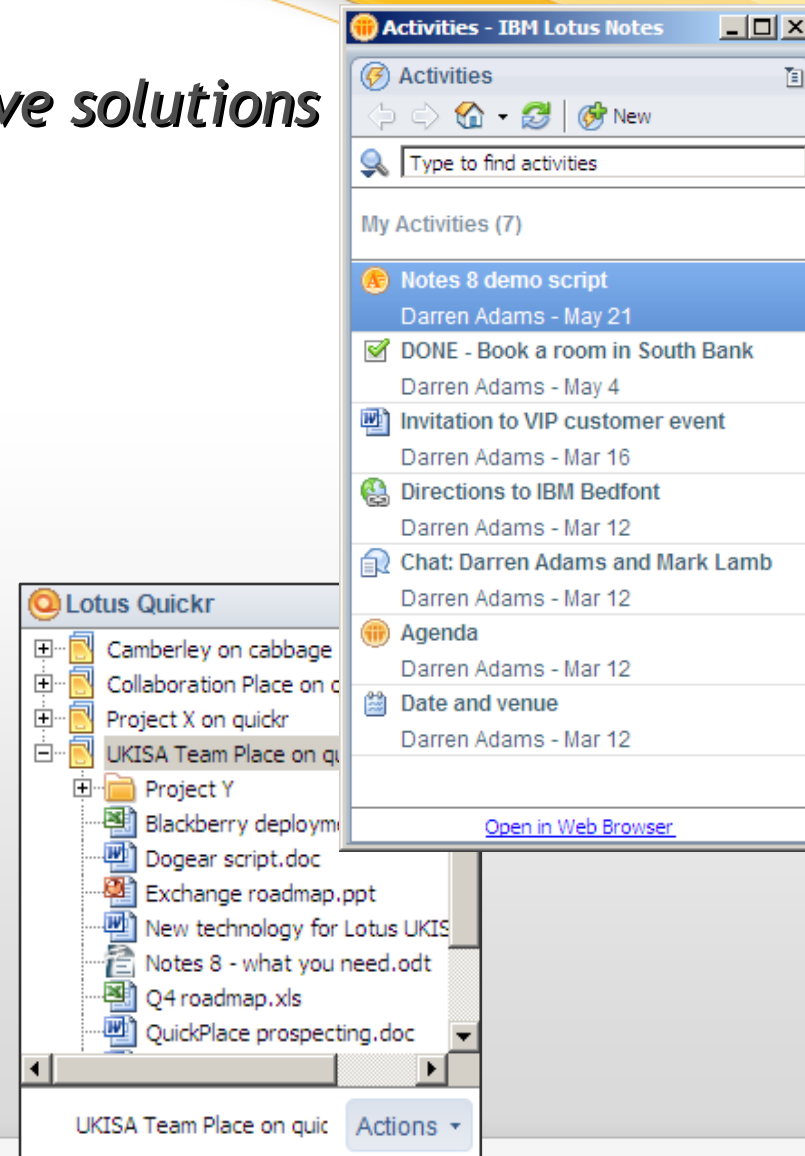
Integrated Sametime

- Now a single client experience
- Sametime is plugged-in, drives presence-awareness and instant messaging for the Notes client
- It's essentially the Sametime 7.5.1 code base
- You get a base level of functionality
 - Which is much better than you get in Notes 7
 - Paying for Sametime 7.5 allows you to switch on all the features
- Integration with Sametime paves the way for other converged technology
 - Telephony integration, VoIP, integrated voice mail, video conferencing



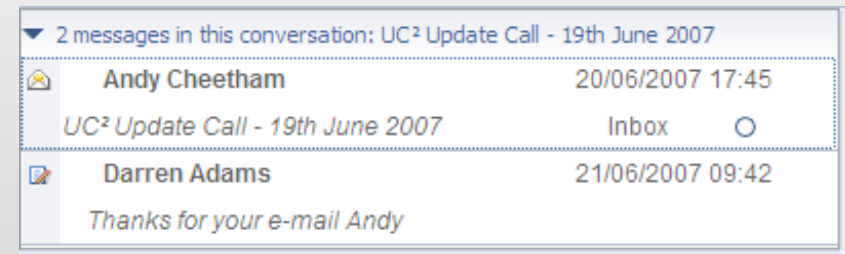
Integration with other collaborative solutions

- **Integration with 'Activities'**
 - Activities are part of Lotus Connections (due Q2 2007)
 - Activities plug-in provides integration with Notes 8
 - Drag and drop of Notes content and file attachments
- **Integration with Lotus Quickr**
 - Drag and drop of file attachments (e.g. from e-mail) into a document library
 - When sending an e-mail, publish attachments into a library and send the link instead



Message threads (conversation mode)

- Allows user to better manage the volume of e-mail and thus be more productive
- Allows user to deal with a volume of e-mails as one business issue
- Allows user to be better informed of entire situation contained within an e-mail thread
- Large volumes of new e-mail are more easy to manage and process, thus saving users time, allowing them to be more efficient, and make decisions quickly and with the correct information



Intelligent type-ahead

- Saves time by populating address field with the most likely-intended recipient name
- User does not waste time by searching for names
- Names of recent external collaborators are suggested, allowing the user to better collaborate with the extended enterprise - user is not penalised for forgetting to store the address or a recent e-mail

The sidebar - access to plug-ins

- Demonstrates Notes' flexibility and extensibility
- Enterprises can deploy further business applications which integrate with the Notes client and satisfy business requirements
- Plug-ins may provide new functionality or integrate Notes with existing business applications
- Plug-ins may provide a convenient access point for information (e.g. customer details, product information, order history, employee information)
- Eclipse plug-in model reduces cost of ownership - updates can be deployed from the server
- Plug-in model is open - it provides a wider scope to integrate with existing applications and protect an existing investment

The screenshot displays the IBM Lotus Notes interface. The sidebar on the left contains several plug-in sections: 'Sametime Contacts', 'Activities', 'Notes 8 demo script' (with a list of entries like 'Darren Adams - May 21'), 'Day-At-A-Glance', and 'Feeds'. A window titled 'VoiceRite Client Trial - IBM Lotus Notes' is open, showing a call log table and a 'Call History' section.

Caller	Time	Sec
	07-13-07	44
	07-05-07	42
	07-04-07	4
	06-27-07	43
Bill_Graham@uk.ibm....	06-15-07	16

Caller	Time	Activity
	02:35 p	Left Voice Msg.
	02:04 p	No Msg. Left

Customer Trial Total Msg. 4 / 30

Business flexibility

- **Notes 8 is a client not just for Notes applications**
 - Now Java, Eclipse... even .NET
 - Surface content from multiple systems
 - Aggregate and integrate different component types as ‘composite applications’
- **Maintain investment in Notes applications - extend and evolve**
- **Take advantage of other enterprise applications**
- **For example:**
 - Customer-centric application - view all customer details (contacts, meetings, order history) as one composite application
 - Human resources application - single view of employee

Composite applications

- Notes 8 provides the ability to aggregate components from multiple systems into a single context for the end user
- Provide choice of application development strategy - not tied in to proprietary technology, use existing skills
- Provide business flexibility through re-use of existing enterprise applications
- Maintain investment in Notes applications and other enterprise applications - don't rip and replace, evolve and integrate to provide further value
- Rapid application development provides a shorter cycle to derive business value and a reduced cost of ownership
- New functionality derived from integrating previously siloed applications, joining previously disconnected business processes
- Ability to store data locally and work off-line provides greater productivity for mobile users

Manager Workbench

- My Employees
- Compensation
- Development
- Hiring
- Onboarding
- Travel
- Resources

People Planner

Set Top/Bottom
 Set Increase
 Set Promotion
 Help

Employee	Position	Band	Band Mos	Pos Code	Job Family	Work Location	PBC History
Caitlin Garfield	Media Specialist	07	70	499A	24A	Chicago	-2-2
Herb Medway	Copy Writer	08	40	499A	24A	New York	-2-2
Lan Trung	Media Specialist	08	58	499A	24A	Paris	-3-2
Mali Vo	Promotions Coordinator	09	26	499A	24A	Chicago	-2-2
Sabra Mazar	Media Specialist	08	70	499A	24A	New York	-1-1

Management Solutions

VO, Mali

Company	Renovations	EmpID	1234567	Hire Date	01/31/2000
Business Unit	Corporate	Job Code	PrCoord	Department	93
Department	Marketing	Location	Chi	Country	USA

Personal Business Commitment

Employee information and assessment dates

Employee information

Employee name: Vo, Mali

Owning manager: Misawa, Dan

Position title: Promotions Coordinator

Assessment dates

Assessment period*: 2005/01/01 to 2005/12/31

My PBC goals

Business goals

Contact Record

Report-to Chain Recent Collaborations Additional Info



Mali Vo
Renovations-Promotions Coordinator
 Active

Work 773-863-8888

Mobile 773-476-1836

E-mail mvo@renovations.com

Address Building 8, Room 334 3109
10352 Renovations Way
Chicago, IL 60603

Company: Company A
 Business Type: Assisted Living
 Contact: Jeff Johnson

Company Details

Annual Revenue:	\$10-100 million	Street Address:	5 Willing Way
Legal Structure:	Corporation	City:	Little Lake
Authorized Buyers:	Fred Davis	State:	MA
In Business Since:	1968	Zip:	00009
Stock Symbol:	COA	Phone Number:	978-000-0009
Web Site:	www.companyA.com		

Company A (NYSE: COA)
 Quoted at 3:58 pm on 10 Apr.

Current:	90.22
Change:	↑ 0.29 (0.31%)
Previous Close:	99.06
Open:	98.00
Month Range:	105-92
52 wk Range:	110-94
2 yr range	70-105
Market Cap:	1.5B

[View full stock report](#)

[Refresh](#)

Name ^	Company ^	Owner ^	Size ^
Great Lead 1	Company J	Jane Jones	\$10-100 million
Lead 2	Company J	Ambika Rao	\$1-5 million
Lead 3	Company J	Jane Jones	\$1-5 million
Lead 4	Company J	Ambika Rao	\$1-5 million
Lead 5	Company J	Jane Jones	\$1-5 million
Lead 6	Company J	Jane Jones	\$1-5 million

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

- Over 130M licenses have been sold worldwide; over 46K companies around the world use Lotus Notes and Domino
- Lotus Notes and Domino has seen ten consecutive quarters of growth from 1Q05 - 2Q07
- Lotus data indicates that approximately 97% percent of Lotus Notes and Domino 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 & defense 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



The future of Lotus Notes & Domino software is...

Lotus Notes

+

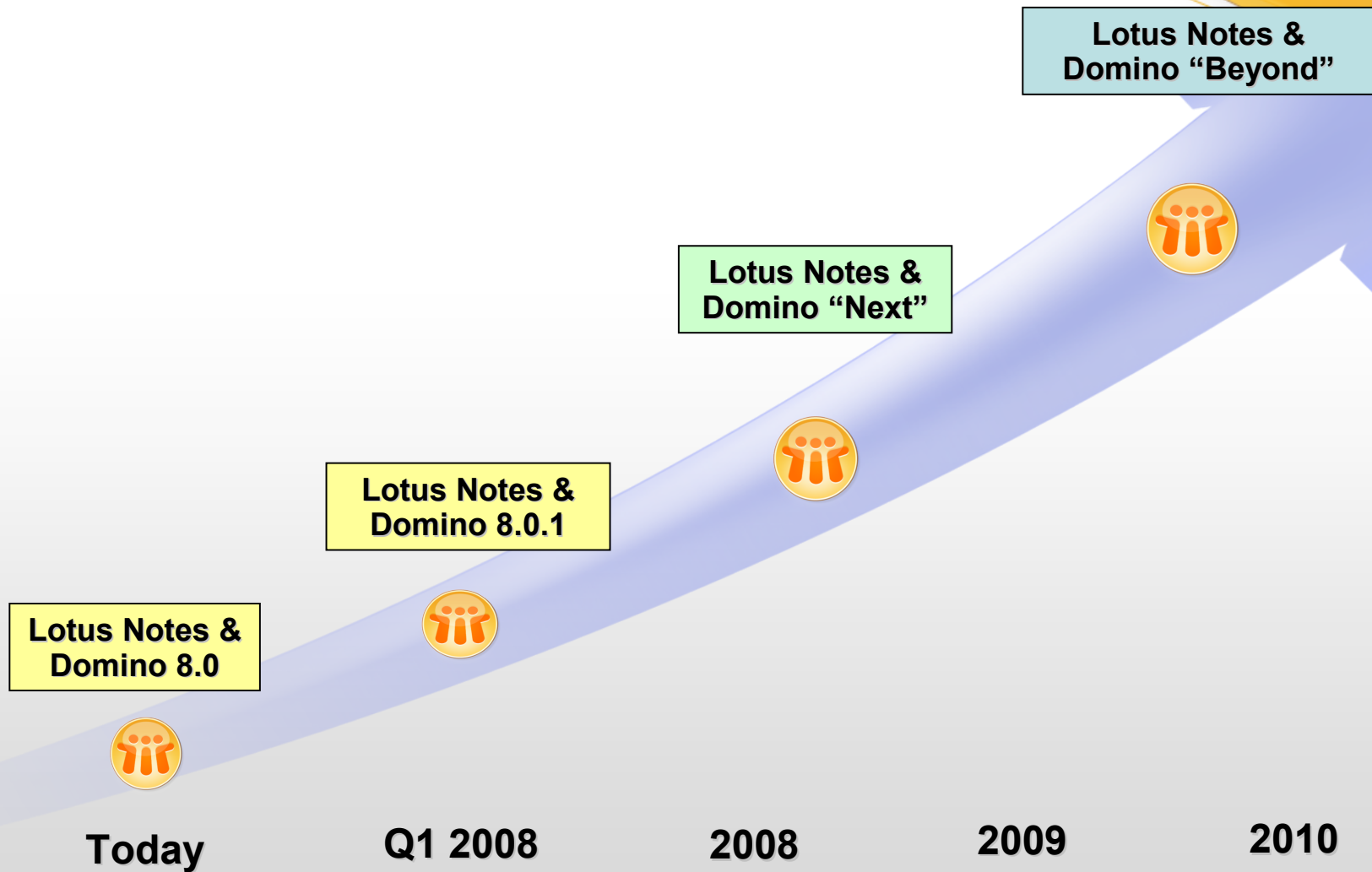
Lotus Domino

Plans beyond Lotus Notes and Domino 8.x



- Boring consistency
- Releases every 12-18 months
 - No waiting for 'mega' release every 4 years
- Alternating between client and server focus
- Release-to-release compatibility
- No rip-and-replace overhauls

Roadmap for Lotus Notes & Domino: 2008 and beyond



What's next for Lotus Notes & Domino software?

For Users

- Continued user innovations
- Extended access options
- Integrated collaboration tools

For IT

- Reduce running costs
- Higher quality of service
- New platform exploitation

For Developers

- Domino Web 2.0 applications
- Expanded business mashups
- Modernize development tools

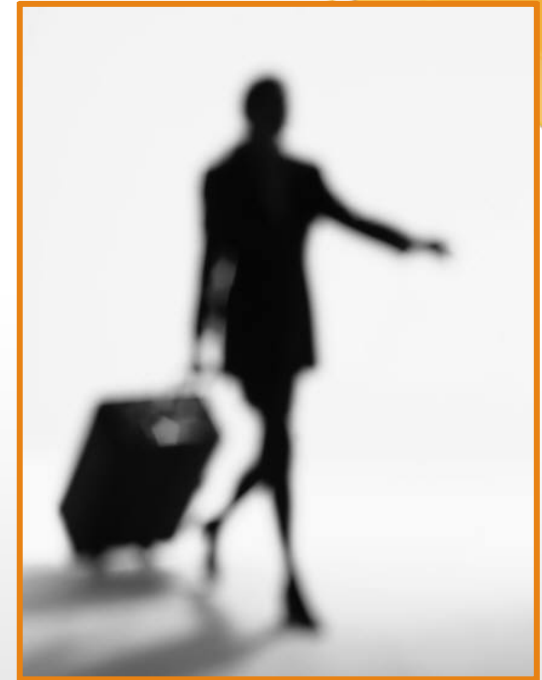
Lotus Domino 64-bit plans

- **Native 64-bit Lotus Domino**
 - Larger memory address space
 - Improved I/O
- **Microsoft Windows & IBM AIX 64 bit support is planned for Lotus Domino 8.0.1 release**
 - Other 64 bit platforms are planned for follow on releases
- **Timeline:**
 - Design partner beta targeted for August 2007
 - General availability currently planned for 8.0.1 release
- **32-bit platforms support continues**

Lotus is seeking nominations for beta sites to test 64 bit Lotus Domino server

Domino Web Access 'Next'

- **Dynamic interactive web client**
 - Modernised user experience
 - Further exploits our AJAX based capabilities
 - Web 2.0 design framework
- **Ideal for travelling users**
 - Low bandwidth UI option
- **User tools to help manage “email overload”**
- **Initial release planned for 8.0.1 will provide...**
 - Secure mail, Contacts, Day at a glance calendar
 - More features coming in subsequent releases



“Lite”
DWA

Mail, Contacts

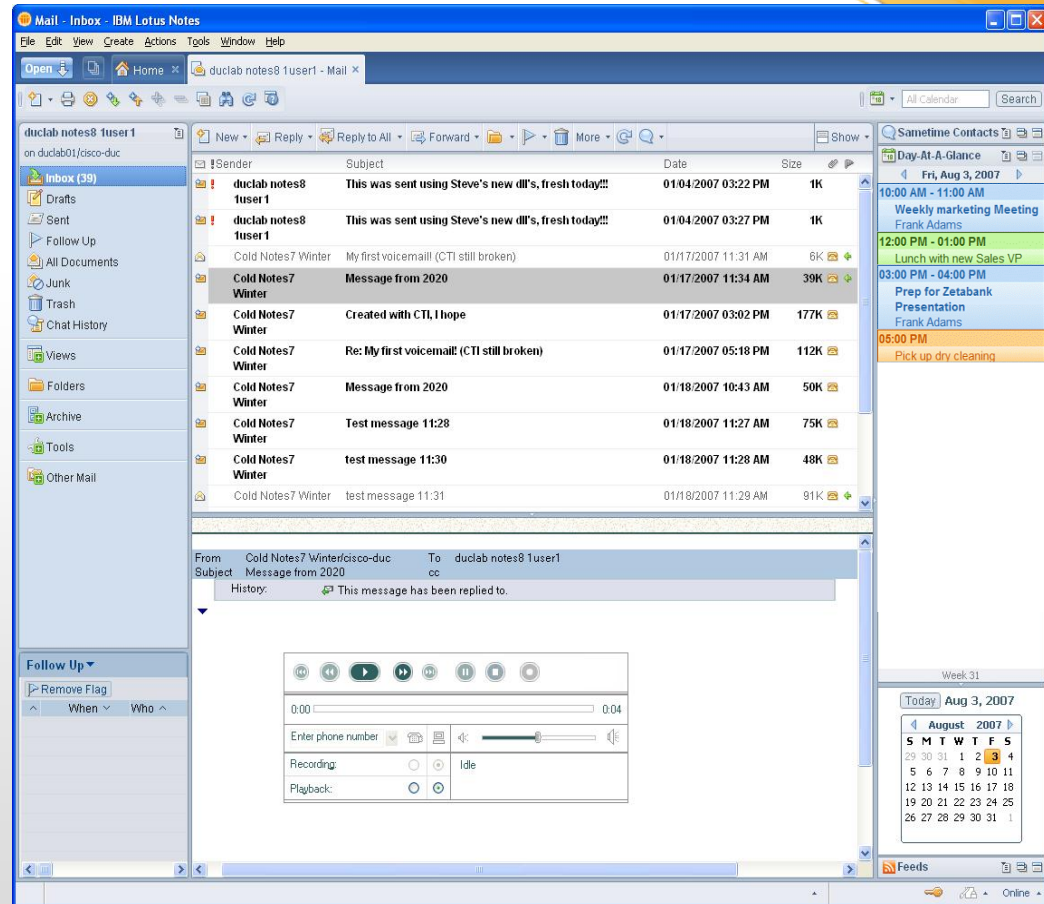
Day-At-A-
Glance

Full DWA
Calendar

Full DWA Calendar

Lotus Notes Unified Messaging roadmap

- Added unified messaging support in 8.0.1 timeframe
- Convergence of voicemail, email and fax available within Notes mail
- Text to speech email access
- Working with key business partners
- Complements UC2 capabilities available with Lotus Sametime



Lotus Domino “Next” plans

- **Reduce complexity of managing Lotus Notes identities**
 - Eliminate need for Lotus Notes password for authentication
 - Simplify Lotus Notes ID management
 - Allow names to be managed in Microsoft Active Directory / LDAP
- **Address storage costs**
 - Reduce duplicate attachment storage
 - Reduce database size via new compression algorithms
 - Address I/O bandwidth
- **Improve quality of service**

Lotus Notes**Lotus** Domino***Collaboration beyond Email******Protect your information******Increase business agility******Protect investments***

Bringing it all together...

Notes 8



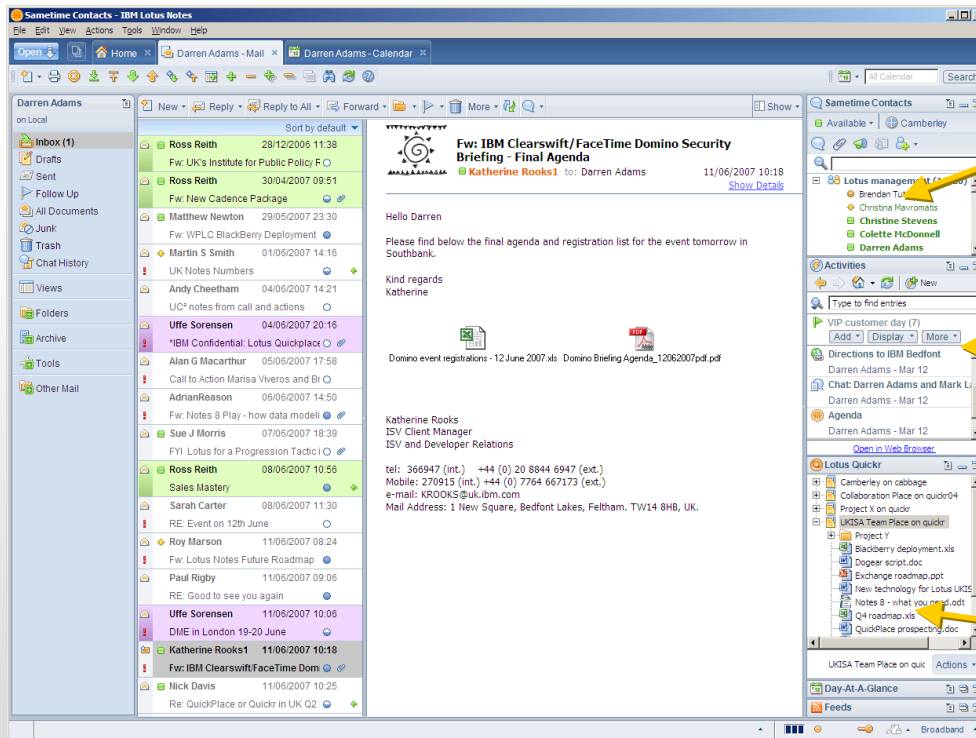
Sametime plus UC²
(telephony, video, voice, etc)



Activities



Quickr



Thank you

Darren Adams

Messaging & Collaboration Sales Leader

UK, Ireland & South Africa

