



The Future of Collaboration

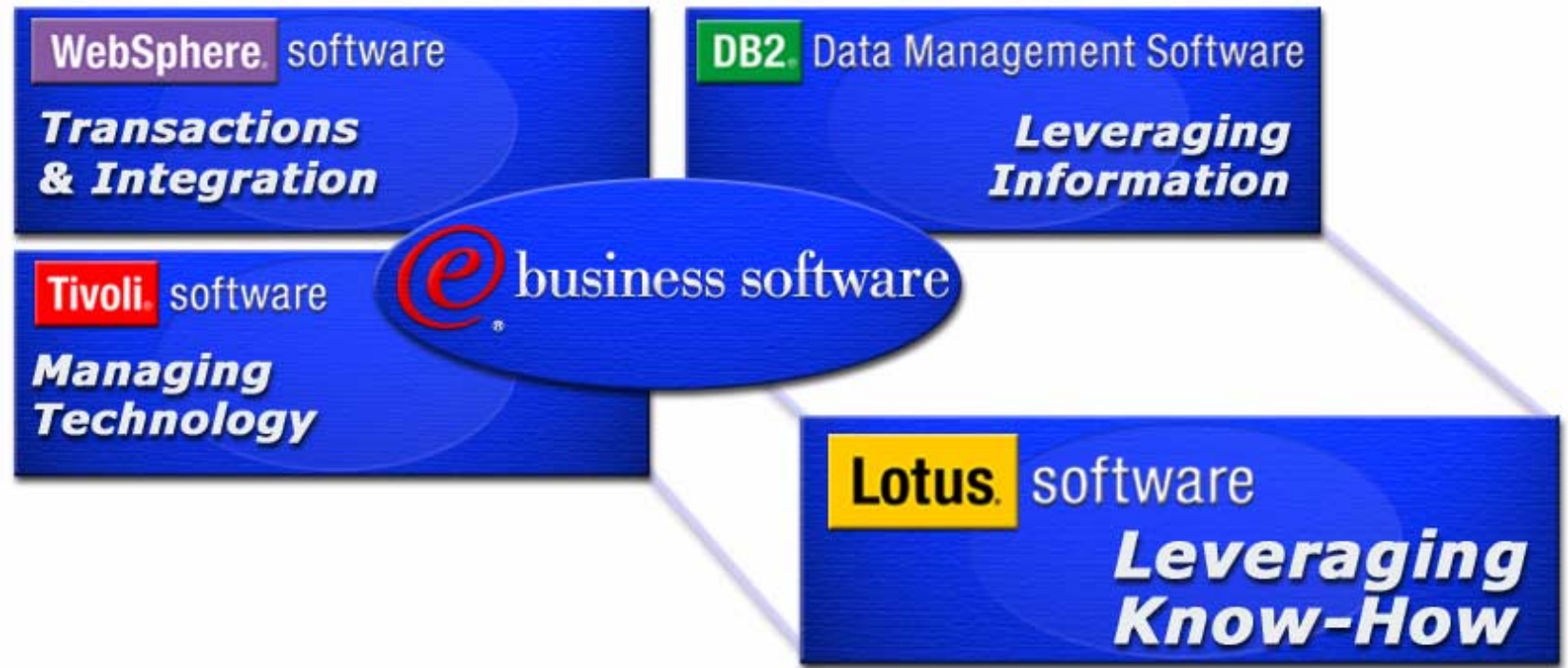
Craig Hart

Technical Lead - Lotus Software

Agenda

- Lotus Technology Strategy
- Collaboration Continuum
- Real-Time Collaboration
 - ▶ Customer Examples
 - ▶ IBM Uses
 - From Yellow Box and Beyond
- QuickPlace
 - ▶ Customer Examples
- Contextual Collaboration
- Future

IBM Software Group and Lotus Software



- Business Process Improvement through
 - ▶ Messaging & Mobility
 - ▶ Advanced Collaboration
 - ▶ eLearning

Lotus Technology Strategy

IBM Lotus is engaged in a managed evolution of existing products, from freestanding infrastructure applications to mix and match capabilities that add collaborative power to J2EE/multi-tier applications

Modularize products to
sustain leadership in the emerging
'contextual collaboration' era

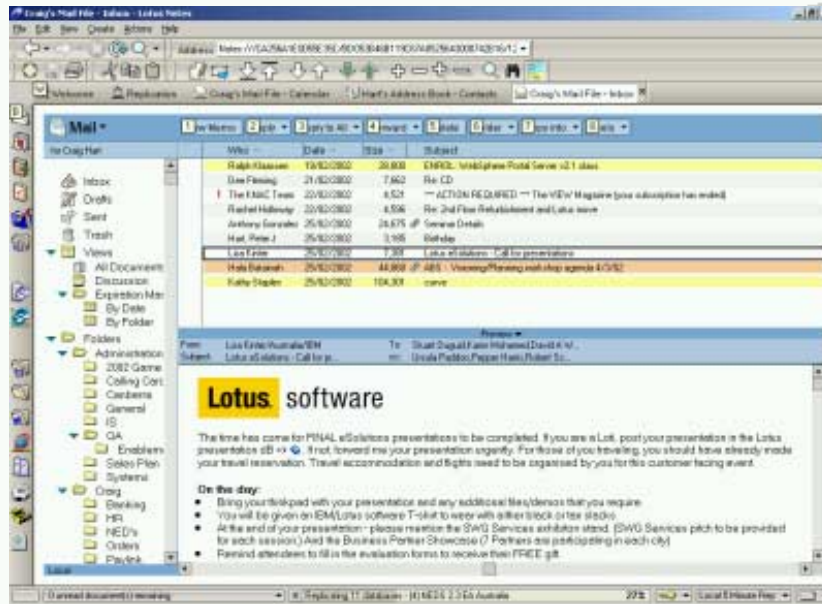
Support current customer
investments while
providing a path
to new application models

Exploit **J2EE** and **Web services**
as technologies for
collaboration components

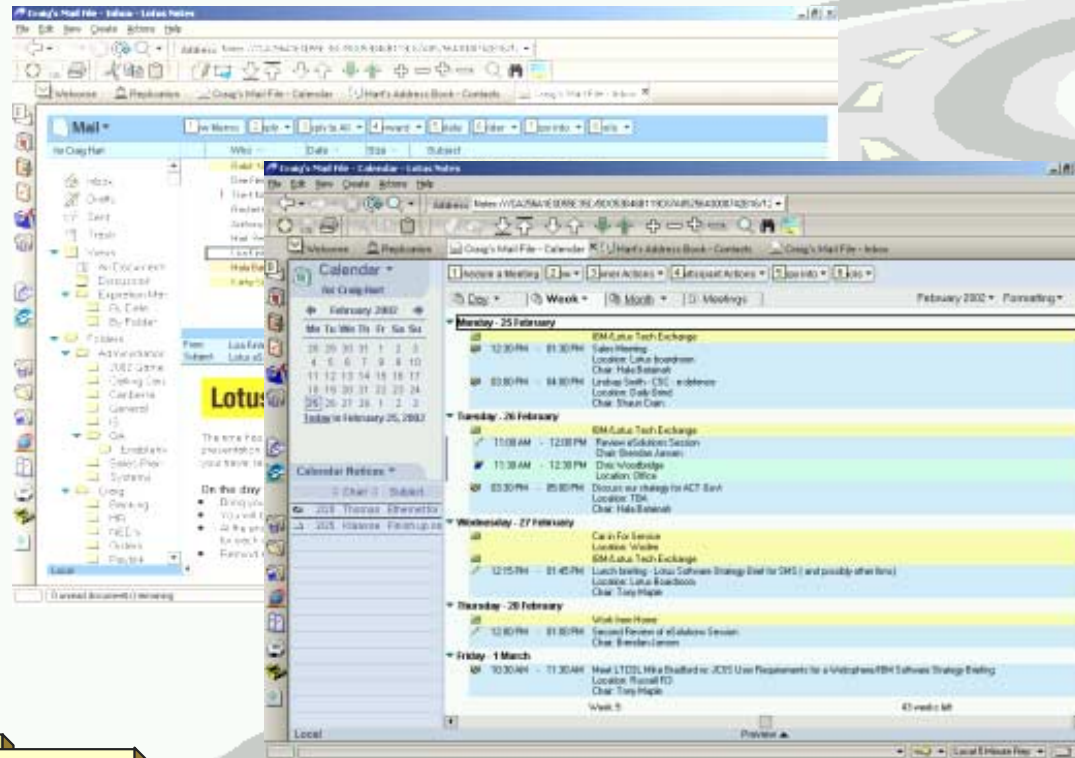
Collaboration Continuum



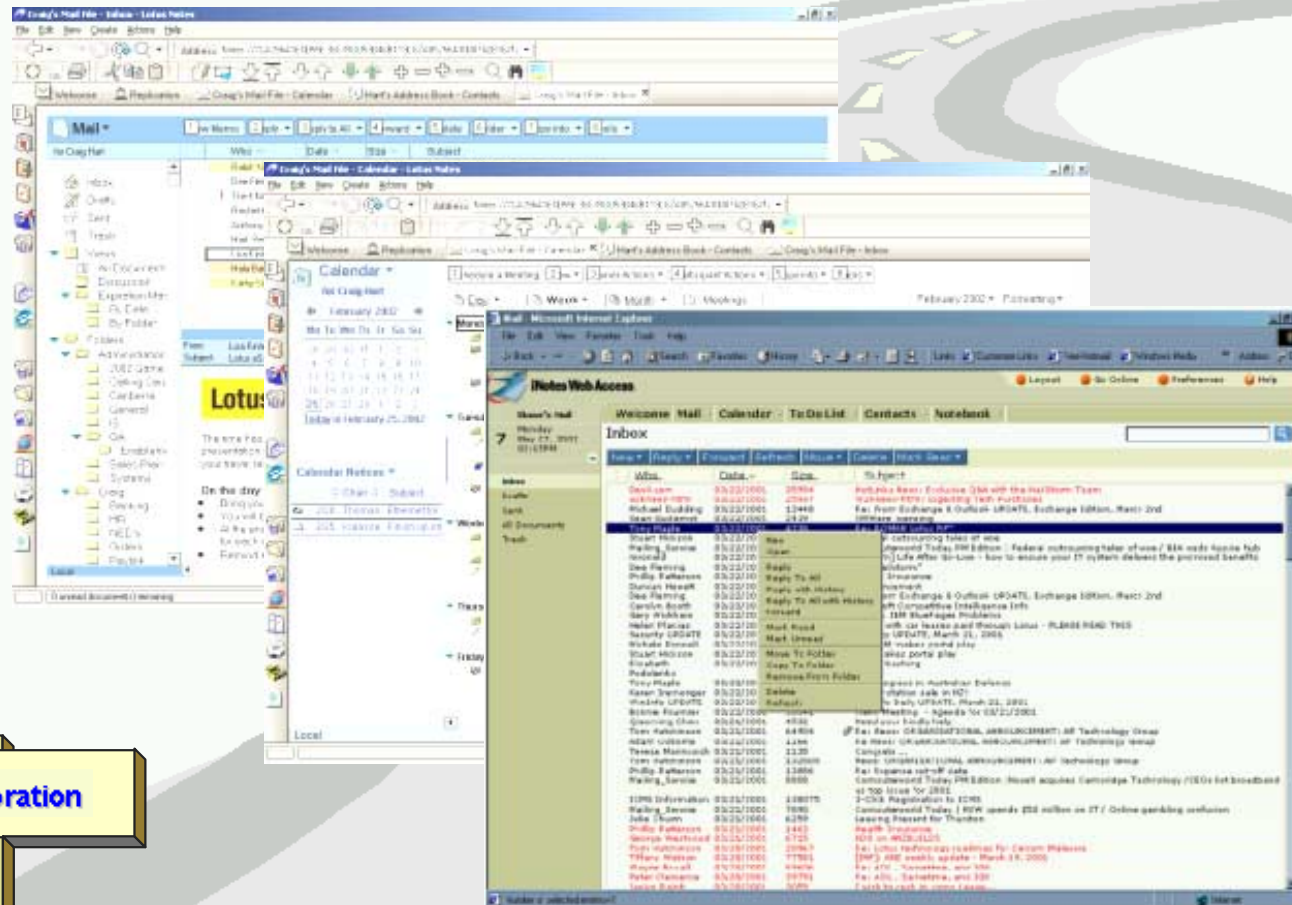
Collaboration Continuum



Collaboration Continuum



Collaboration Continuum



Collaboration Continuum



Collaboration Continuum

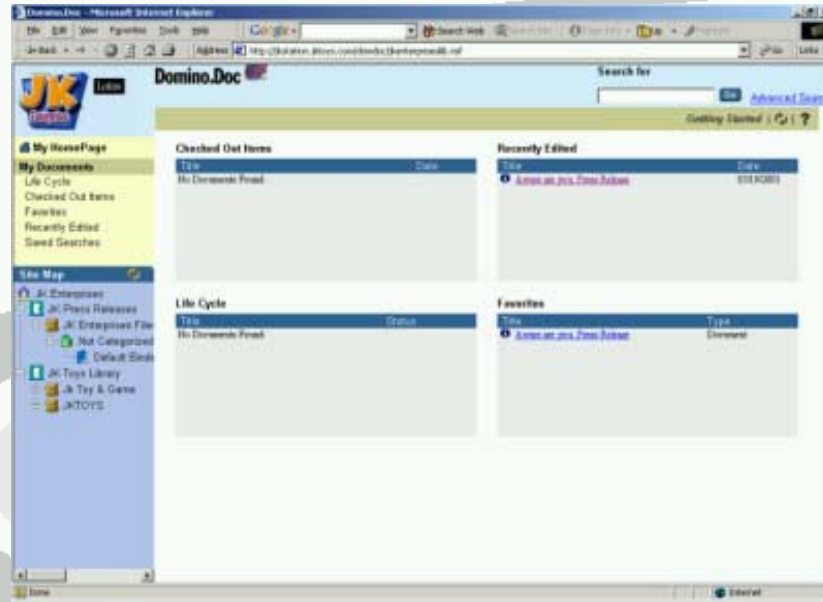


Collaboration Continuum

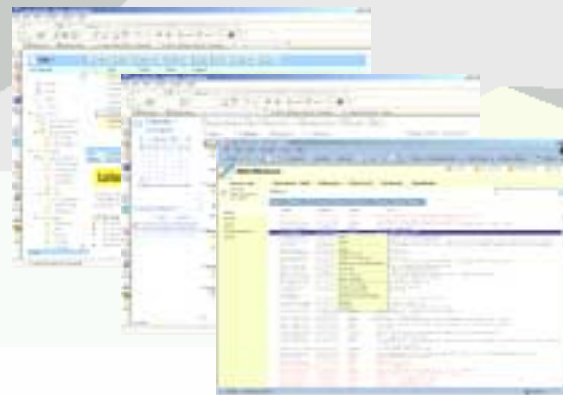


Collaboration Continuum

Advanced
Collaboration



Collaboration

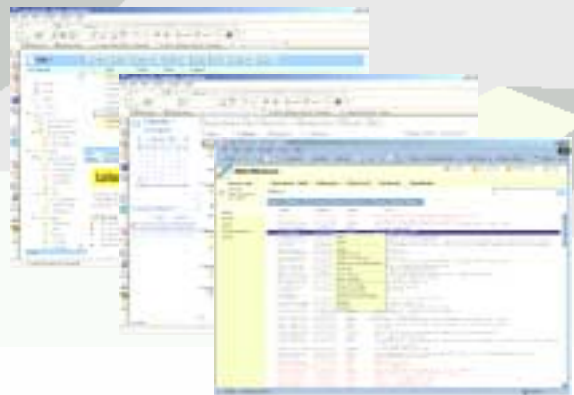


Collaboration Continuum

Advanced
Collaboration



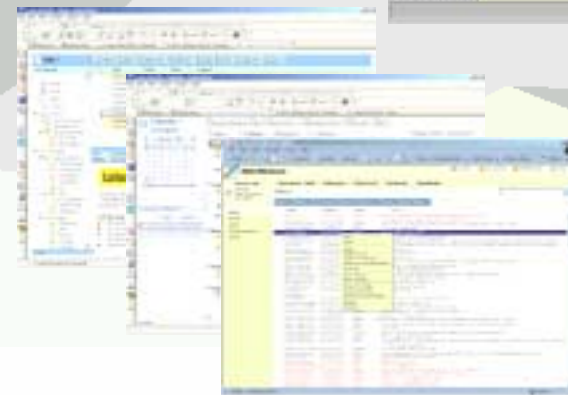
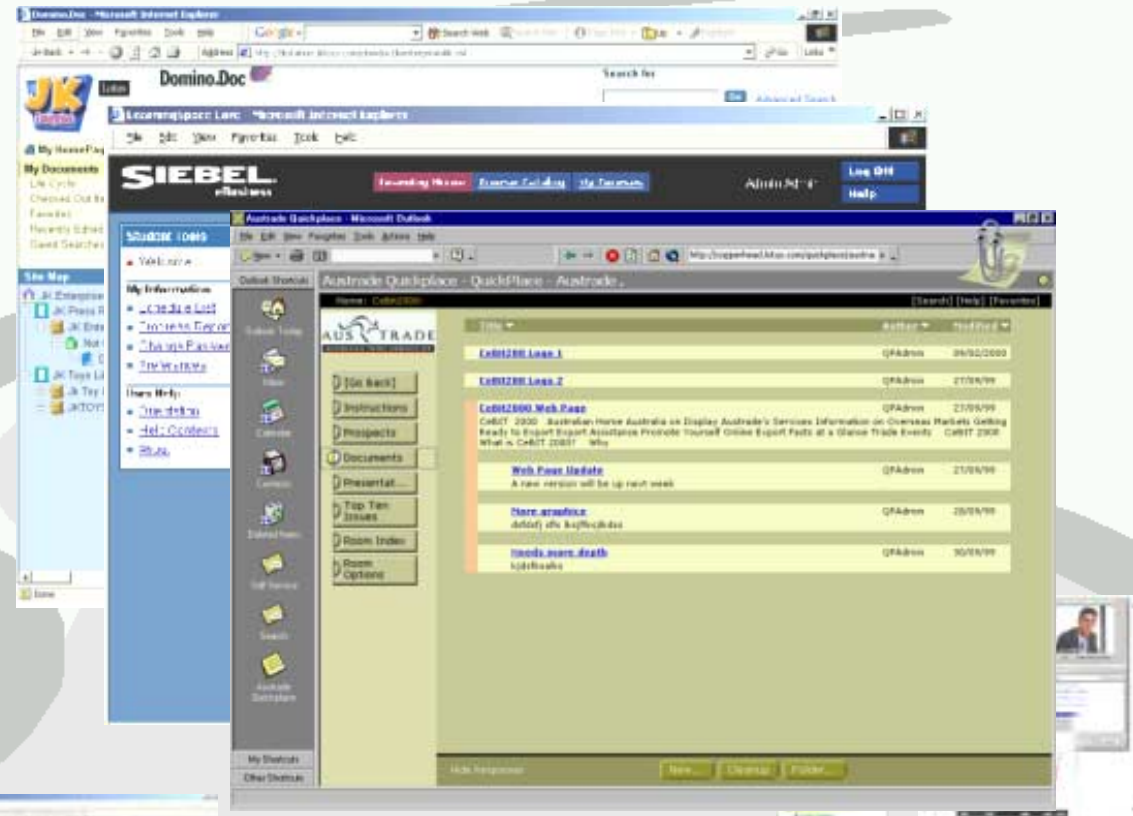
Collaboration



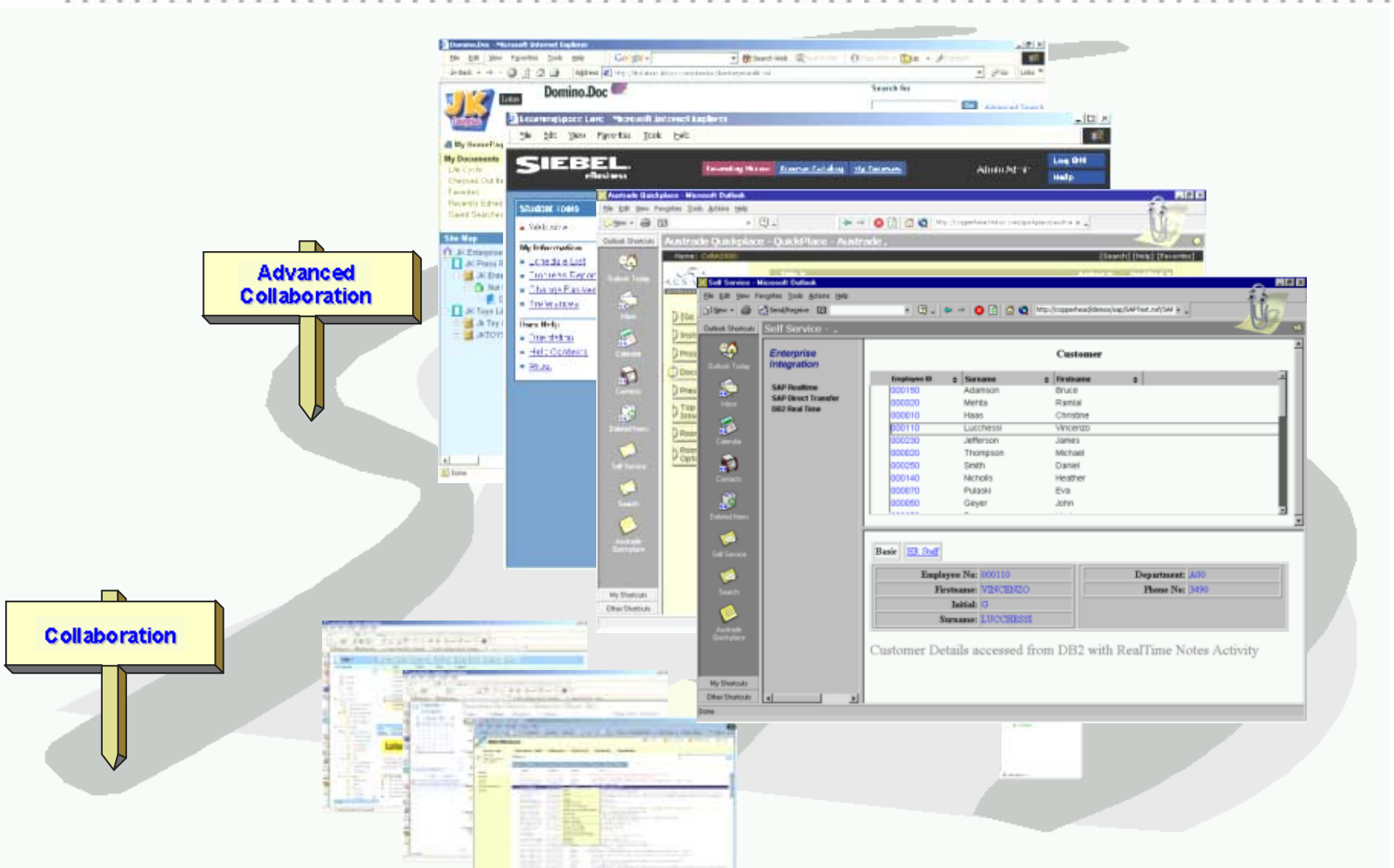
Collaboration Continuum

Advanced
Collaboration

Collaboration



Collaboration Continuum



Collaboration Continuum

Advanced
Collaboration

Collaboration

Collaboration Continuum



Collaboration Continuum

Contextual
Collaboration

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Collaboration

Collaboration

The screenshot displays the IBM W3 portal interface. At the top, it shows the date 'April 10, 2001' and the user's name 'Welcome, Kenneth Ford'. The main content area is divided into several sections:

- Tasks, Apps & Links:** Includes 'Skills and Learning' (Global Campus, Americas Procurement Guide), 'Team Tools' (Saratoga meetings, Saratoga Connect, QuickPlace, Meeting Wizard, AudioVideo Conferencing, IBM Teamrooms), 'Business Resources' (Contact IBM Product, Events and Alerts, Manager services), 'Download Center' (Test software in new satellite of IBM website, System Check, IBM Standard software installer, alphaWorks, developerWorks), and 'Global and Corporate' (CA 2000 Openair central server, Expense Account Status, Online Travel Agency, Open online statements, Travel website, Disturbance website, Gallery (IBM locations), Hertz car rental reservations).
- IBM Stock (IBM):** A line graph showing stock performance with a table below it:

Symbol	Last	Change	Volume
MSFT	56.70	-0.55	40,712
CGOQ	13.62	-1.21	87,969
CPG	18.28	-0.58	11,234
DELL	24.81	+0.36	48,208
- Calendar:** A calendar for April 2001 with a 'Schedule Meeting' button.
- IBM Discussion Center:** Lists 'Agendas' (Hardware, software, services), 'Weblogs' (IBM news, programming, languages, software, hardware, IBM), and 'News and Articles' (IBM internal resources, IBM news articles, IBM news articles, IBM news articles).
- Learning Resources:** Includes 'Global Campus' (Global campus releases, IBM WebSphere courses), 'Global Campus' (Global Campus), 'Learning Centers' (IBM University Connection), and 'Weblogs'.
- My Team:** Lists team members: 'Doris Robinson' (IBM - IBM), 'Anjanjan Panigrahy' (IBM - IBM), 'Anil Kumar' (IBM - IBM), 'Mark Manivannan' (IBM - IBM), and 'IBM Working'.
- My Documents:** Lists 'To do list', 'Recent', 'Send email', 'New Address book', and 'My Documents'.

Collaboration Continuum

Contextual
Collaboration

Advanced
Collaboration

Collaboration

The screenshot displays the SAP 'Display Change Master' interface. The main window title is 'SAP: Display Change Master - Microsoft Internet Explorer'. The browser address bar shows 'http://w3.yourcompany.com/SAP'. The SAP header includes 'Change master: Edit, Ods, Entries, Settings, Environment, System, Help' and the SAP logo. The main content area is titled 'Display Change Master: Object: Overview' and shows 'Change number: PM-1000' and 'Exchange drive: 40S with 42S'. Below this is a table with columns 'Object type', 'Object', and 'Description'. The table contains one row: 'MatBOM', 'PM-1000 -E3R03', and 'Description'. To the right of the table is a 'People' sidebar listing team members with their names and contact information.

Object type	Object	Description
MatBOM	PM-1000 -E3R03	Description

Collaboration Continuum

Contextual
Collaboration

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Collaboration

Collaboration

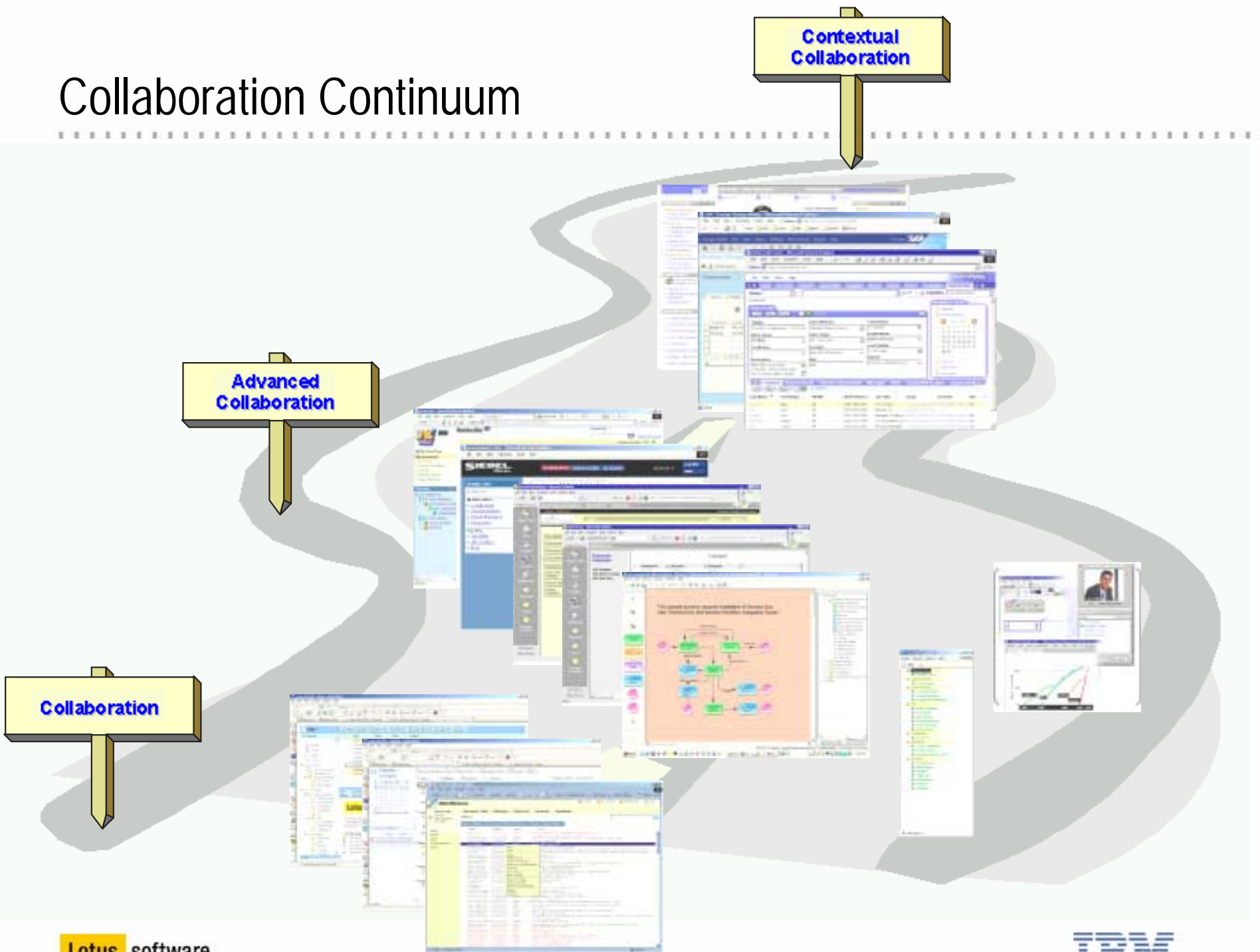
The screenshot displays a web browser window with multiple tabs. The active tab is titled "SAP: Display Change Master - Microsoft Internet Explorer". The address bar shows "http://localhost:8080/sap". The main content area displays the SAP "Display Change" interface, which includes a "Change number" field and a table of objects. The table has columns for "OBJECT", "CLASS", and "STATUS".

OBJECT	CLASS	STATUS
MAI00M	PM-100	
Freuling	105003	

Below the SAP interface, there is a "Siebel Call Center - Microsoft Internet Explorer" window. The address bar shows "http://localhost/start.wwe". The main content area displays the Siebel "Opportunity" form, which includes fields for "Name", "Sales Method", "Sales Stage", "Territories", "Description", "Close Date", "Organization", "Lead Quality", and "Source".

Last Name	First Name	Mr/Ms	Work Phone #	Job Title	Email	Account	Site
Carlson	Mike	Mr.	(301) 380-5008	VP of Sales	mcarlson@merit01.com	Merit International HQ	
Ellis	John	Mr.	(301) 555-3459	Director, IT	jellis@merit01.com		
Legiers	John	Mr.	(301) 555-3459	Manager, Lodging S	jlegiers@merit01.com	Merit International HQ	
Manning	James	Mr.	(408) 477-2006	VP, Information Sys	jsmanning@merit01.com	Merit International HQ	
Metz	Curtis	Mr.	(301) 555-5367	Program Manager	cmetz@merit01.com	Merit International HQ	

Collaboration Continuum



Collaboration Continuum

Portals &
Lotus Discovery

Contextual
Collaboration

IBM WebSphere Portal - Microsoft Internet Explorer

Address: http://fnac55001.lotus.com/ncps/myportal/.../LoggedIn

Lotus Discovery Search Results

Search results for: **everything about demo** Lotus Discovery

View: Documents People Last search: 11/15/2001 4:56pm

Documents Displayed: 1 - 4 of 4

Score	Title	Date	Author	File Type
77	How to demo LRM V1.0	1/10/01	Megan Moyer/CAM/Lotus	Lotus Notes
How to demo LRM 1.0 created by: Sara Weber on 21-Jun-00 When demoing LRM 1.0 it important to understand who you are demoing to. If they are Records Administrators they will want a demo which focuses on the Administrative aspects of setting up t				
76	2000/01/14 ***HEADS UP*** New Sametime & LearningSpace Demo Environment	1/15/01	Philip Monson/CAM/Lotus	Lotus Notes
IBM/LOTUS CONFIDENTIAL New Information The Details: New Sametime and LearningSpace Demo Environment in Cambridge TO: The Worldwide Salesforce Lotus IS e-business Services & Technologies and the Sametime & LearningSpace teams are proud to announce the ne				
76	Calendar & Scheduling for Rnext	7/27/01	Jill Jones/CAM/Lotus	Lotus Notes
This is the Rnext C&S presentation that was given at Lotusphere 2001. It contains full speaker notes as well as an outline for a product demo. Please note that you will need to set up your demo data ahead of time, including a server, if you want to dem				
76	getting DOLS to work in a demo environment	4/25/01	Matthew Engstrom/MSP/Lotus	Lotus Notes
getting DOLS to work in a demo environment				

Collaboration

Unleashing Collaboration

Messaging & Wireless

Scheduling

Mobile Access

Messaging

IM and Screen Sharing

Lotus software

Knowledge & Content

Expertise Location

Meeting Centers

Portals

Online Learning

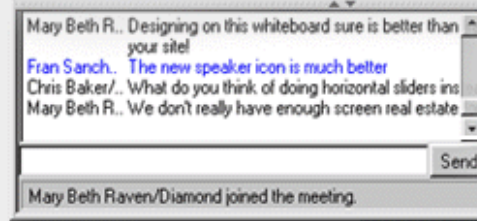
Advanced Collaboration

eLearning

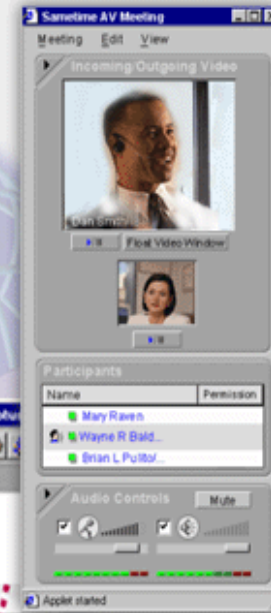
Lotus Sametime



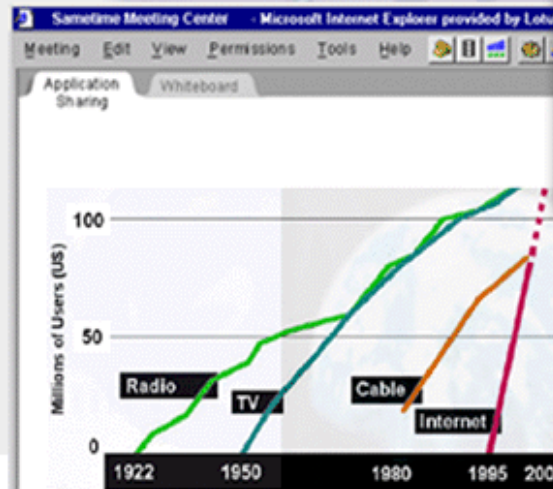
Instant Messaging



Online Meeting

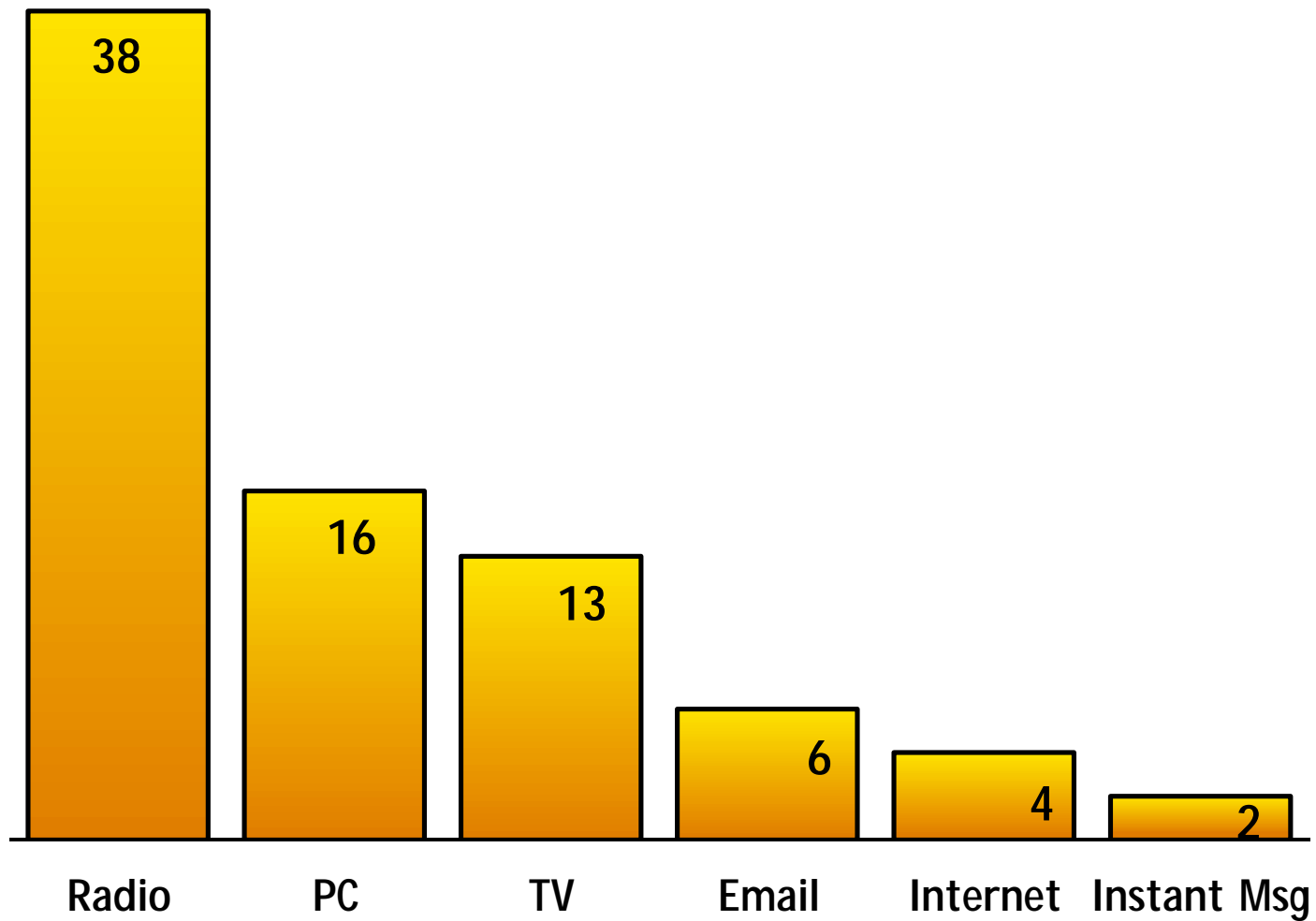


Share Applications



Rapid Adoption of Instant Messaging

Number of years to 50 Million Users

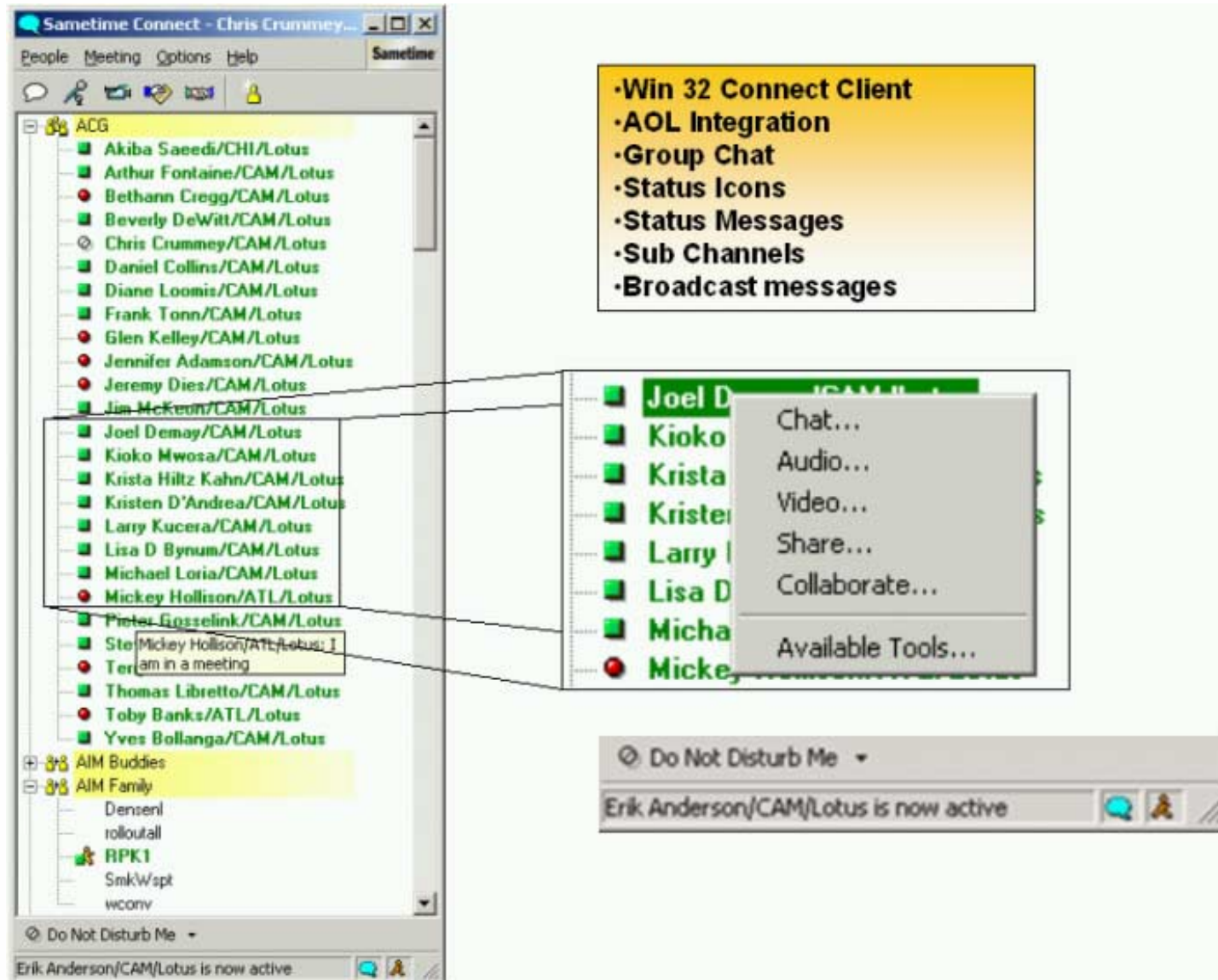


Lotus software

Source: IBM Analysis based on Industry Reports/Market Research



Sametime Connect



Sametime Meeting

Meeting Edit View Tools Permissions Help

Screen Sharing Whiteboard

Microsoft Excel - sales.xls Stop Sharing Allow Control

File Edit View Insert Format Tools Data Window Help

Arial 10

	A	B	C	D	E	F	G	H	I
1		Q1	Q2	Q3	Q4	Total			
2	North	3,627	6,837	2,212	5,999	18,676			
3	South	1,002	7,428	3,689	4,533	16,653			
4	East	9,252	2,855	5,206	8,271	25,584			
5	West	3,453	9,588	8,741	9,356	31,138			
6		17,334	26,709	19,848	28,159	92,050			
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18									
19									

Jeremy Dies/Cambri.. Hi, can you share your spreadsheet?
Stephen Londergan.. sure
Stephen Londergan.. hold on

Chat Web Pages Poll

Ready.

Speaker's Video My Video

Mute Mute

Name
Jeremy Dies/Ca..
Stephen Londerg..

You are the meeting moderator.

0 2 Participants 00:10:06

Sametime EveryPlace

Instantly reach your extended team while traveling



Desktop users can see if their mobile colleagues are online and use the best way to communicate with them

Victorian e-Government

- Sametime has become part of Victorian Governments online software

"Initially people who use it thought it was going to be a very intrusive tool, But it is actually less intrusive than the telephone"... " with Sametime.. you then decide whether you need to answer them straight away" Jim Benson, MMV Victoria.

- Sametime is a core part of the Victorian Government Lotus portfolio across 40,000 users



Web Collaboration @ Family Court of Australia

- The Family Court has a dispersed jurisdiction covering all states except WA and is responsible for the resolution and determination of family disputes
- Sametime Usage
 - Used by Associates in court to collaborate with staff outside -
 - Assistants use Sametime to coordinate counseling, obtain release dates for family reports & advise on orders
 - Miscellaneous requests and communications between staff

"The advantages of Sametime are that collaboration is faster and more like a conversation than e-mail. Within the Court system it's obviously better than phone as it doesn't interrupt the court proceedings"

Australian Defence Force

"The more aware of situations we are, the better decisions we will make, instant messaging can enable us to compress a decision making cycle, so we can be more nimble and responsive" Lieutenant Commander Andrew James, Navy Systems command.

Sametime is used to coordinate across the allies



US Navy

Collaboration in the war against terrorism.

"Collaboration at Sea" - US Navy deploys in 2000

"Operation Enduring Freedom"

Extends to ships from Canada, Britain and Germany

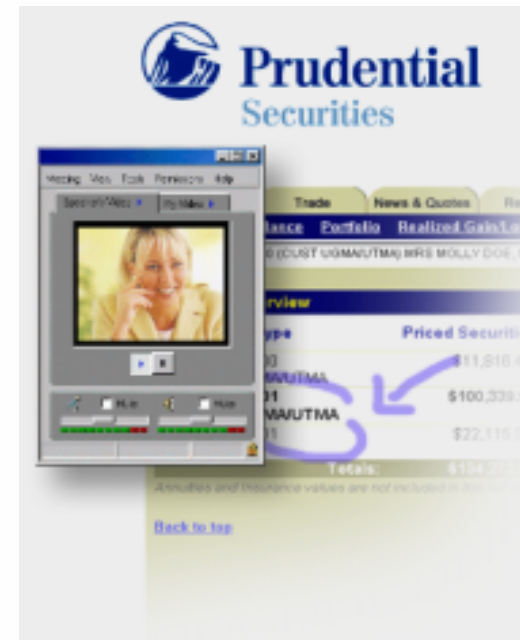
Prudential Securities...Leveraging expertise.

> Challenge

- The financial services industry thrives on relationships... individuals and institutions look to financial advisers for investment guidance.
- The Web has emerged as a means of communication but lacks the immediacy and impact of face-to-face meetings.
- Strengthening customer contact over the web.
- Combining transactional capabilities with collaborative elements.
- Improving human touch while delivering online services, & responsiveness, service quality.
- Getting rid of too much phone and US mail interaction.
- Improving support/ adviser interactions via Sametime.

> Web collaboration solution

- Prudential Securities is leading the pack in the Web-enabled financial services sector by creating real-time collaborative connections with its 7,000 financial advisers and their support staff in 300 offices in 22 countries.



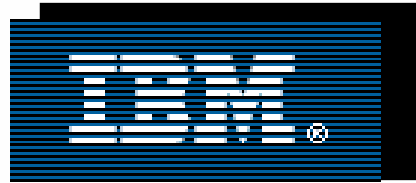
" We are creating a complete community, with the proper security of course, for the clients and financial advisers."

**Padmini Chittipeddi VP,
Prudential Securities**

GE



- 340,000 users
- 300 lines of business
- not a Domino / Notes user
- \$1.5 billion savings
- sustainable collaborative network inside and outside

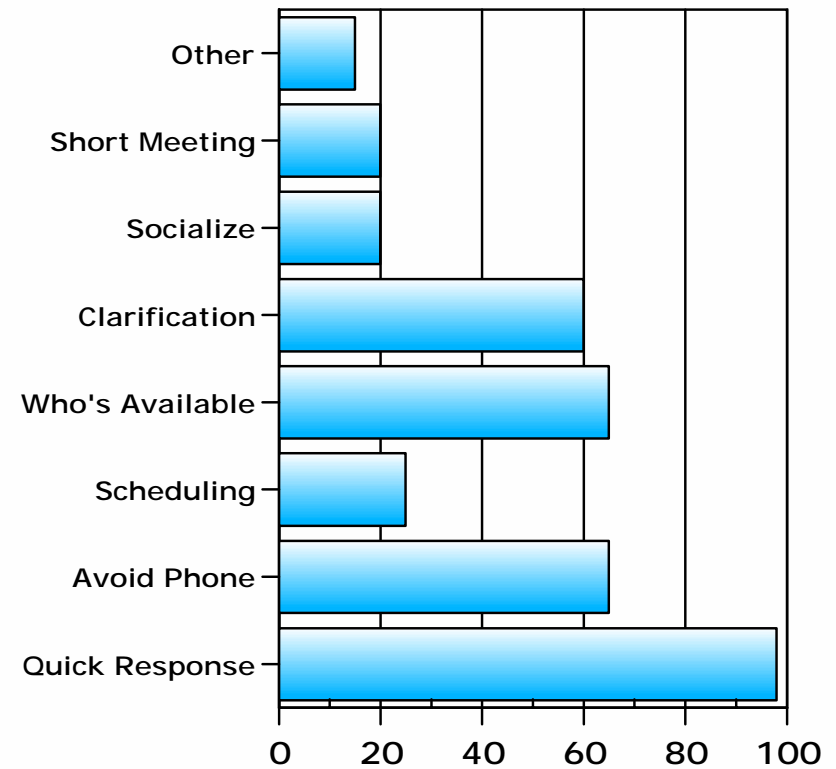


■ IM has decreased the following:

- ▶ Phone - 72%
- ▶ Voice Mail - 69%
- ▶ E-mail - 85%
- ▶ Pager - 45%
- ▶ Face-to-face Meetings - 54%



IBM Uses of IM



* 96% of respondents say they IM with Team Members

US\$4m savings a month !!

Think - More than Just Instant Messaging

■ Functions

- ▶ Event Triggers – Presence, Status, etc...
- ▶ Real time delivery
- ▶ Presence as a event trigger or for workflow control
- ▶ Routing other content types beyond text
- ▶ Forms, files, images, (rich content)

■ More than just People to People

- ▶ People to People - Standard Chat
- ▶ People to Applications - Sametime BOTS
- ▶ Applications to People - Approve Expense Report
- ▶ Applications to Applications - Coordination (Web Services)

AI's Place

The screenshot shows a Microsoft Internet Explorer browser window displaying the Lotus Software Intranet page. The browser's address bar shows the URL: <http://w3.lotus.com/home10.nsf/0/E7DAF7E290FAD58B85256B090005E51C7open>. The page title is "Lotus Software Intranet - AI's Place Home".

The page content includes a navigation menu on the left with links such as "v3 Home", "SWG Home", "Lotus Software Home", "Sales", "Services", "Marketing", "Communications", "Marketing & Solutions", "Human Resources", "Development & Support", "Early Deployment", "Regions", "Collaboration Tools", "About Lotus Software", "About W3 Lotus Software", and "About W3 Lotus".

The main content area features a "w3" logo and the text "Lotus Software Intranet". Below this, there is a "BluePages" search bar and a "Help Now" link. The date "June 7, 2002" is displayed, followed by a link to "W3 Lotus Home".

The section "AI's Place" is highlighted in orange. It includes a small portrait of a man and the text: "Welcome to AI's Place -- see what AI Zollar's been up to lately. Read his recent press coverage, review recent communications to the Lotus Software team and see where AI is heading next. [".

Below this, there is a section titled "Where Can I Find AI?" with a list of dates and corresponding events:

Date	Event
Jun 10-13, 2002	Lotusphere Europe at IBM Software Symposium, Vienna
Jun 17, 2002	Sametime Office Hours, 10-11 a.m. EST
Jun 26, 2002	Keynote speaker at Collaborate East, 9-10 a.m. EST, Boston
Jul 1-3, 2002	Lotus Fusion at IBM Software Universe, Sydney
Jul 16, 2002	Sametime Office Hours, 3-4 p.m. EST
Sep 23, 2002	Sametime Office Hours, 10-11 a.m. EST
Oct 23, 2002	Sametime Office Hours, 3-4 p.m. EST
Nov 18, 2002	Sametime Office Hours, 10-11 a.m. EST
Dec 10, 2002	Sametime Office Hours, 3-4 p.m. EST
Jan 26-30, 2003	Lotusphere 2003 in Orlando, Florida

Below this, there is a section titled "Where's AI Been?" with a list of dates and corresponding events:

Date	Event
May 28, 2002	Sametime Office Hours Transcript, 10-11 a.m. EST
May 5-8, 2002	IBM Multicultural People in Technology Conference, MA
May 7, 2002	IBM DeveloperWorks Live, San Francisco
Apr 23, 2002	Host at IBM Women in Technology Conference Banquet, CT
Apr 22, 2002	Sametime Office Hours, 3-4 p.m. EST


The page footer includes a "Community Login" link and the "Place Owner: Terri Sambrano".

Moderated Chat - Customized Java Client

Guest - Microsoft Internet Explorer

Lotus software AI Zollar Office Hours via Sametime Moderated Chat Status: Chat In Session

Speakers


AI Zollar
General Manager of Lotus Software
[Biography](#)
[BluePages Info](#)

Chat Help

AI Zollar *ROI convincing customers to go ahead:*
yes, from an roi standpoint, customers see the need to reduce the number of independent intranets, lower the cost of delivering capabilities like employee benefits, and save money on travel and lost productivity (e.g. sitting in traffic or on airplanes) with e-meetings....

Guest 14 *Hey AI...now that you're in Boston, are you a Red Sox fan? ;-)*

AI Zollar *having lived in so many places with so many great teams, i find myself rooting for everybody.....but if it comes down to yankees vs red sox, i'll be pulling for the sox!*

AI Zollar *apologies to our non-us, non-sports fans.....*

Terri Sambrano *Well that wraps it up. Thanks everyone! Join AI on July 16 for his next office hours moderated chat.*

AI Zollar *Thanks for all the great questions.....See you next time!*

Terri Sambrano *Tell us what you think! Please give us your feedback on this chat by going to this page: <http://w3.lotus.com/home10.nsf/feedback?openform>*

Terri Sambrano *Today's chat transcript will be available on w3.lotus.com within the hour.*

Type your questions here

Send Question Clear

Posted Transcripts

The screenshot shows a Microsoft Internet Explorer browser window displaying the Lotus Software Intranet. The address bar shows the URL: <http://w3.lotus.com/home10.nsf/0/B4352CF164302093852568C7004DF473?opendocument>. The page title is "Lotus Software Intranet: Al Zollar's May Office Hours Transcript".

The page content includes a navigation menu on the left with links such as "w3 Home", "SWG Home", "Lotus Software Home", "Sales", "Services", "Marketing", "Communications", "Marketing & Solutions", "Human Resources", "Development & Support", "Early Deployment", "Regions", "Collaboration Tools", "About Lotus Software", "About W3 Lotus Software", and "About W3 Lotus".

The main content area shows the date "June 7, 2002" and a link to "[W3 Lotus Home](#)". The title of the transcript is "Al Zollar's May Office Hours Transcript".

The transcript text is as follows:

Al Zollar, GM of Lotus Software, recently hosted his monthly "Office Hours." Following is the transcript of this Sametime Moderated Chat event.

Terri Sambrano : Welcome Everyone!
Terri Sambrano : Thank you for joining us today!
Terri Sambrano : Al will try to answer as many of your questions as possible today, time permitting.

Al Zollar : hello everyone.....thank you for joining the moderated chat.....

Guest11 : You've said that we have considerable presence in companies with more than 5,000 employees. Is it more difficult for us to penetrate companies with less than 5,000 employees?
Al Zollar : it has been more difficult for us.....it primarily has to do with resources covering partners, and offerings.....we've increased our resources, and we have a renewed commitment to mid-market offerings...

Guest8 : How were our messages received at Developerworks?
Al Zollar : based on the [press reports](#), i think our messages were well received.....i think our "loyalists" wanted more lotus specific content.....but they really appreciated our added clarity around future domino releases....

Guest9 : Given the increasing diversity of operating systems throughout the corporation - and our customers - when will we see Lotus solutions such as Notes and Sametime running on Linux natively?
Al Zollar : we are building our support for linux incrementally, but within the next 18 months, especially with our next gen offerings, we will have more offerings...
Al Zollar : we continue to look for signs of real customer interest in deployment, not just pilots.....

Guest16 : Al -- this a comment more than a question. thanks for hosting these chats. i read the transcripts on the intranet and find them very informative!

Customized Actions

The screenshot shows a Microsoft Internet Explorer browser window displaying the Lotus Software Intranet. The browser's address bar shows the URL <http://w3.lotus.com/>. The page features a navigation menu on the left with categories like Home, Sales, Services, and Marketing. The main content area includes a scorecard for IBM's performance, a 'PartnerWorld 2002' announcement, and a list of news coverage items. A right-hand sidebar contains search and site index options, as well as sections for 'AI's Place' and 'Internal Announcements'. A 'People here' list is visible in the bottom left, and a context menu is open over it.

Lotus Software Intranet

February 20, 2002

Scorecard: IBM's Performance

IBM STOCK (IBM) 98.60 -0.94

Quoted at 10:06 am EST on Feb 20

[EXPAND](#) [REFRESH](#)

PartnerWorld 2002

[READ](#)

Quotes From Lotusphere 2002

[READ](#)

Lotus QuickPlace Drives Hyundai Business

[READ](#)

Zollar on Technology and Black Families

[READ](#)

News Coverage

[Spam: An Unholy Mess](#)

[100 Companies that Matter in Knowledge Management](#)

[Best Little Bakery in Texas Embraces E-Commerce](#)

[Soft Disputes Study Comparing it With Lotus](#)

[Points: Microsoft Faces Uphill Battle](#)

[E-learning Tools: Sean Ginnin Wilder Announces](#)

AI's Place

- [AI's Place Home](#)
- [Lotus Software 40/Year-End 2001](#)
- [Performance and Results](#)
- [Press Coverage: Boston globe --](#)
- [Back to Boston](#)
- [Press Coverage: South China](#)
- [Morning Post](#)

Internal Announcements

- [Lotus Software Policies](#)
- [Lotusphere 2002 General Session](#)
- [Webcast Now Available](#)
- [February - Black History Month](#)
- [Variable Pay and 401K](#)
- [Lotus Procurement Resources](#)
- [Web Services Summit](#)

Sales Enablement

- [Register: 7th Annual IBM/Lotus Technical Forum](#)
- [Customer Reference](#)

People here: 3

- Ralf Pflizer/Germany/IE
- Terri Sambrano/Cambrid
- Chris Crumney/Cambrid

Place Owner: **Terri Sambrano**

Subject Matter Experts

Lotus Software Intranet: Did You Know You Could Do This? - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Back Forward Stop Home Search Favorites Links Home Page for Portal Extend Demo Portal Zone Fleet User Advcollab

Address http://w3.lotus.com/home10.nsf/0/8FCD2DA05AC901E1852568C9006C6A07?open Go

w3 Lotus Software Intranet IBM

BluePages Search HelpNow Feedback

w3 Home
SWG Home
Lotus Software Home
Sales
Services
Marketing
Communications
Marketing & Solutions
Human Resources
Development & Support
Early Deployment
Regions
Collaboration Tools
About Lotus Software
About W3 Lotus Software
About W3 Lotus

June 7, 2002

[W3 Lotus Home](#)

Did You Know You Could Do This?

We are pleased to announce a new weekly feature on w3.lotus.com where we will highlight a different feature of Lotus Notes and Domino 6. Our goal is to illustrate the tremendous improvements and evolution that has taken place with the development of our next release of Notes and Domino. We would like you to explore each one of the 1,000 new features included in Notes and Domino 6. To get you started, we will highlight three features each week that are especially exciting. Please check out the sections below and remember to come back every week to learn more about Notes and Domino 6.

Don't forget! As you're reading about these exciting features of Notes and Domino 6, make sure to visit the Early Adopter Web Site and [download Notes Pre-Release 2](#). You'll be able to experience these improvements first-hand and spread the word about upgrading to Notes and Domino 6!

More info

- [Lowering TCO](#)
- [Get Notes 6 Pre-release 2 Today](#)
- [Notes 6 QuickStart](#)

- ▶ **Color-Coding Entries**
- ▶ **Unread Indicators**
- ▶ **File Attachments**

Author: [Terri Sambrano](#)
Subject Matter Experts: [Jill Jones](#), [Steven Preston](#)

Printer Friendly Lotus Software Intranet-Feedback

People here: 1
Chris Crumney/Canbris

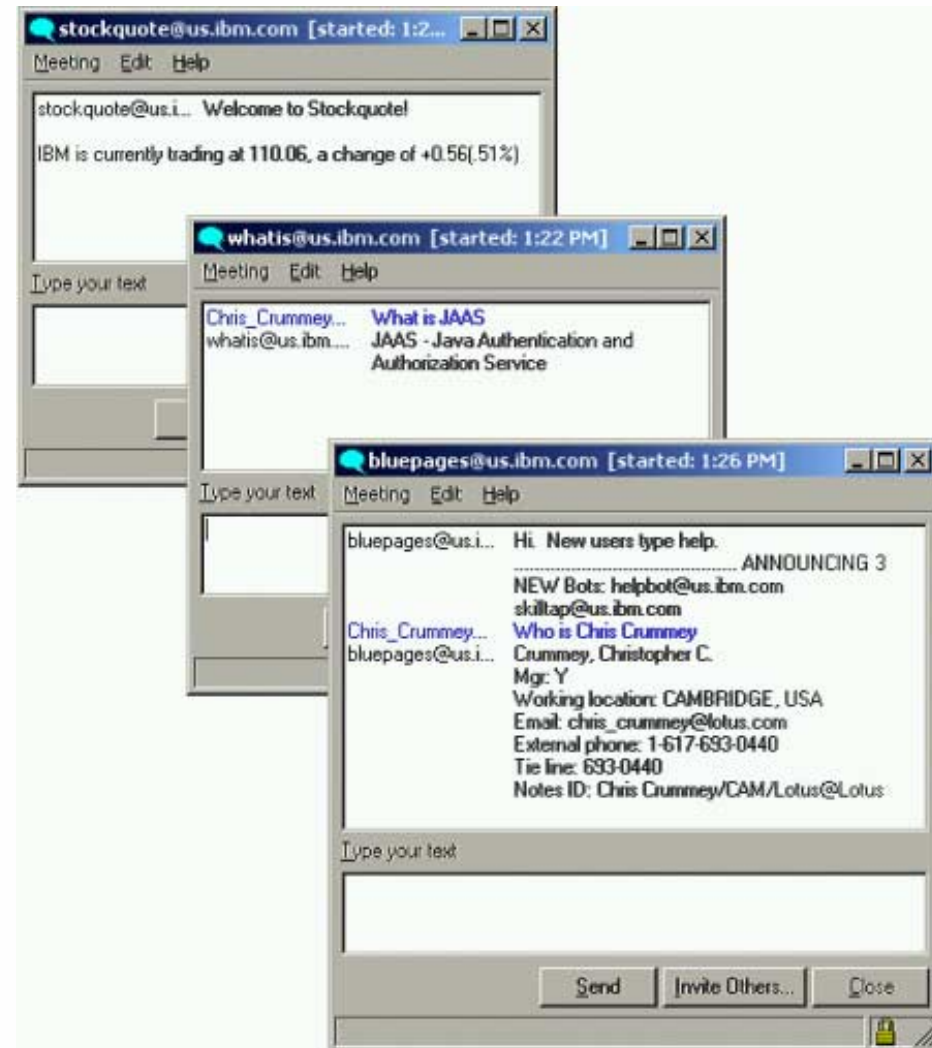
Applet started Internet

Custom Client Example

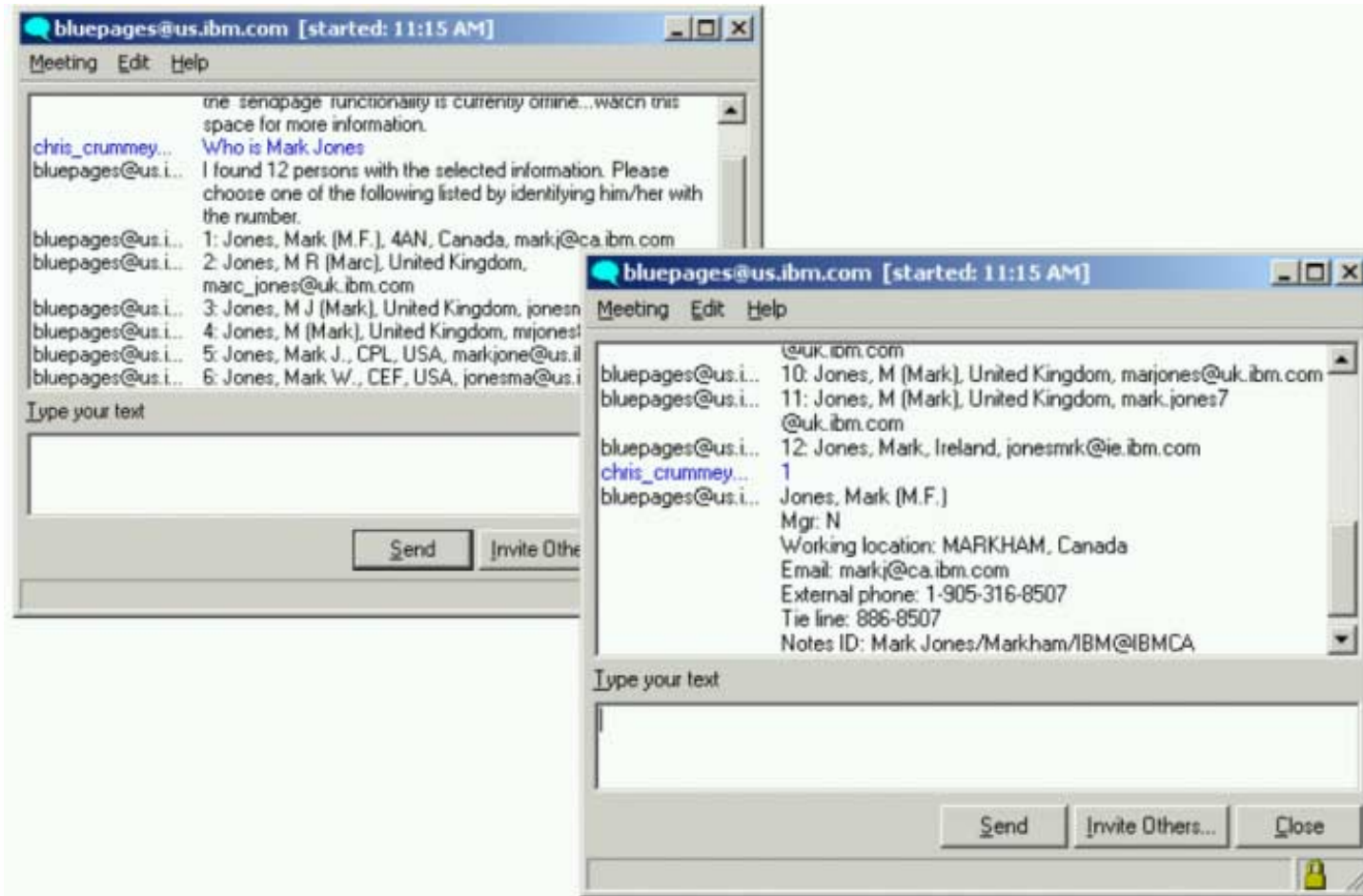
- Integration with Blue Pages
 - ▶ HTML & JavaScript
 - ▶ Built with C++ Toolkit



Sametime BOTS



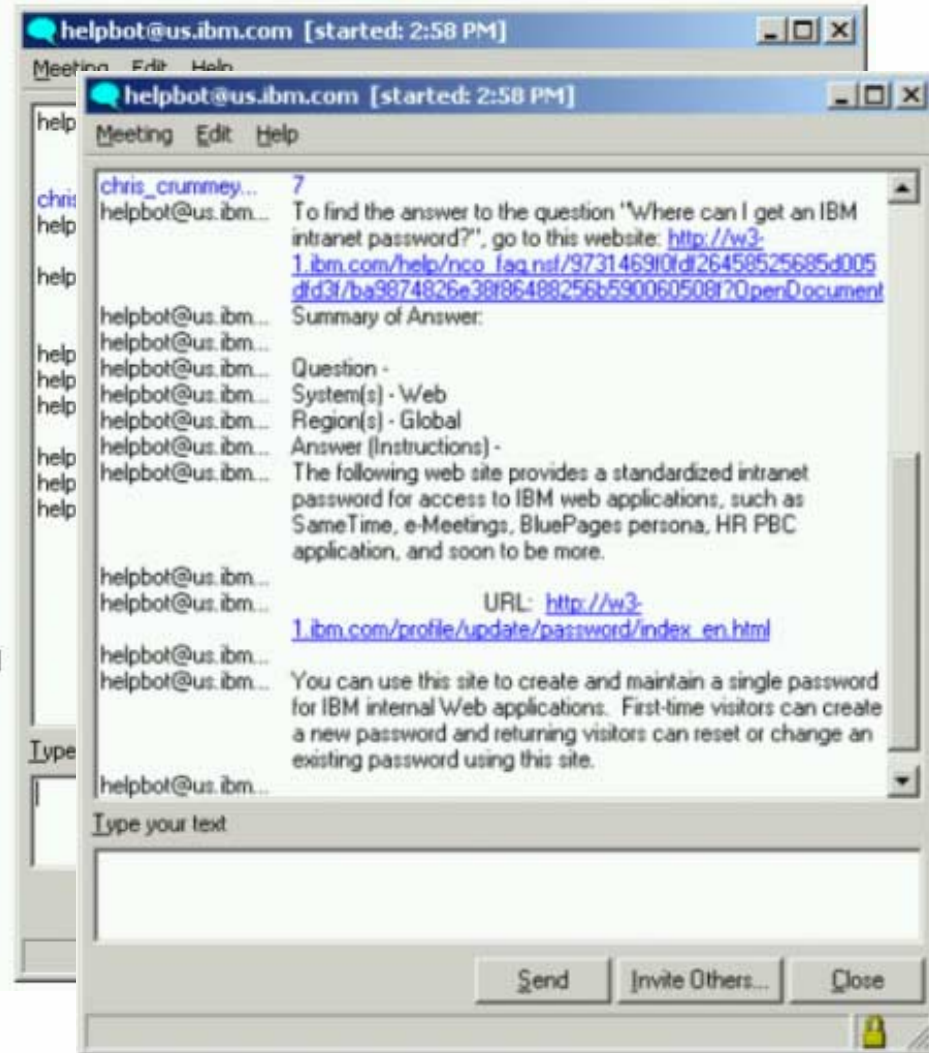
Sametime BOTS - BluePages



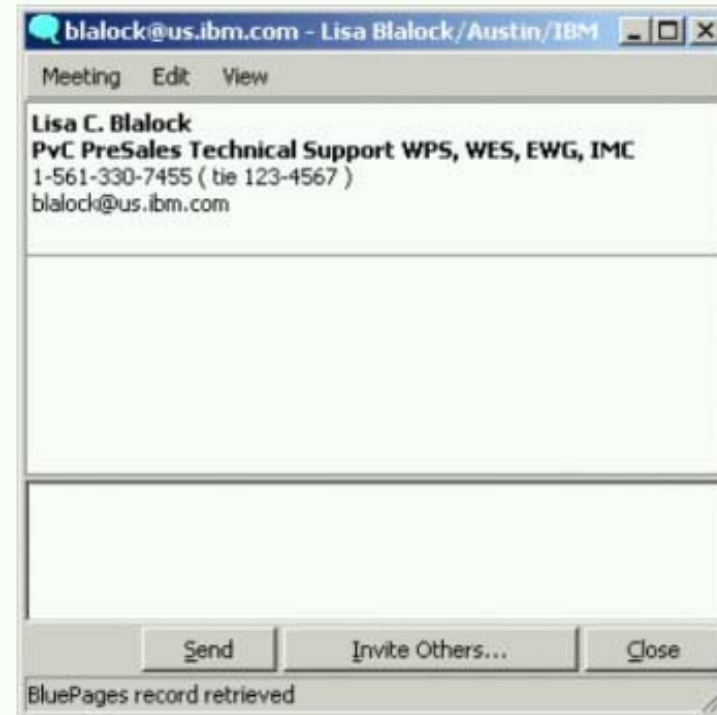
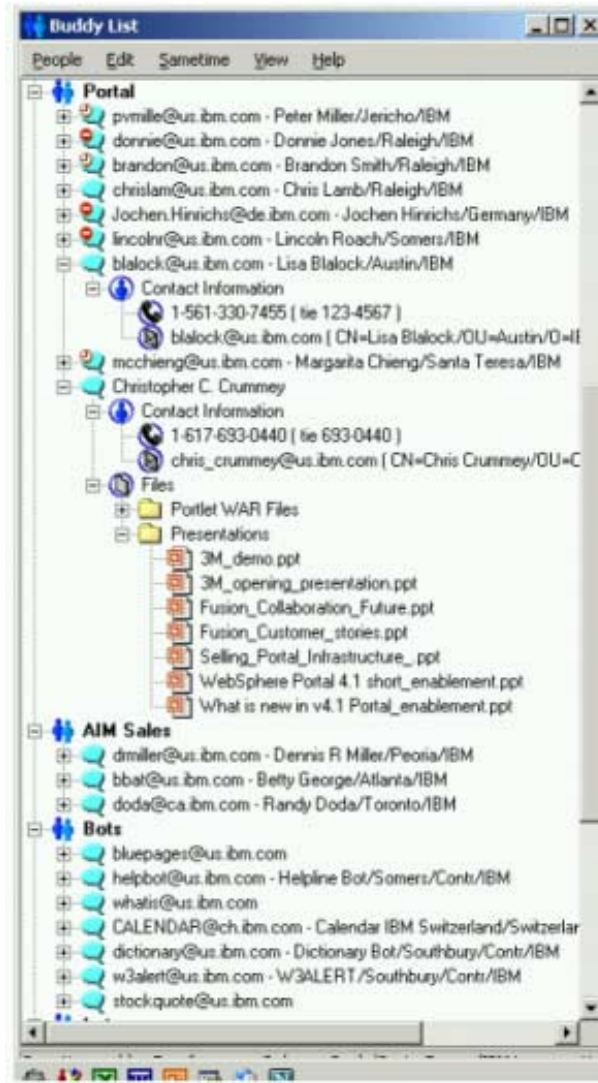
Sametime BOTS - HelpLine



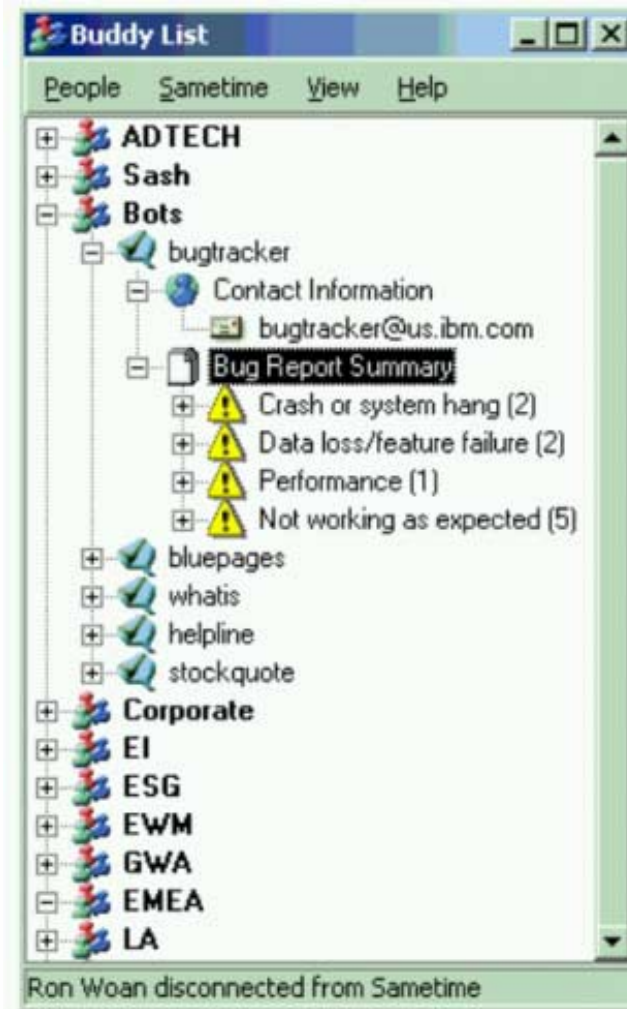
- Allowing IBMers to enter new questions and answers into HelpLine's knowledge base (and to edit if necessary)
- Allowing IBMers to enter their unanswered questions into the database for other IBMers to provide answers to (which will then be added to the Knowledge base)



Customized Buddy List



Integrate with Applications



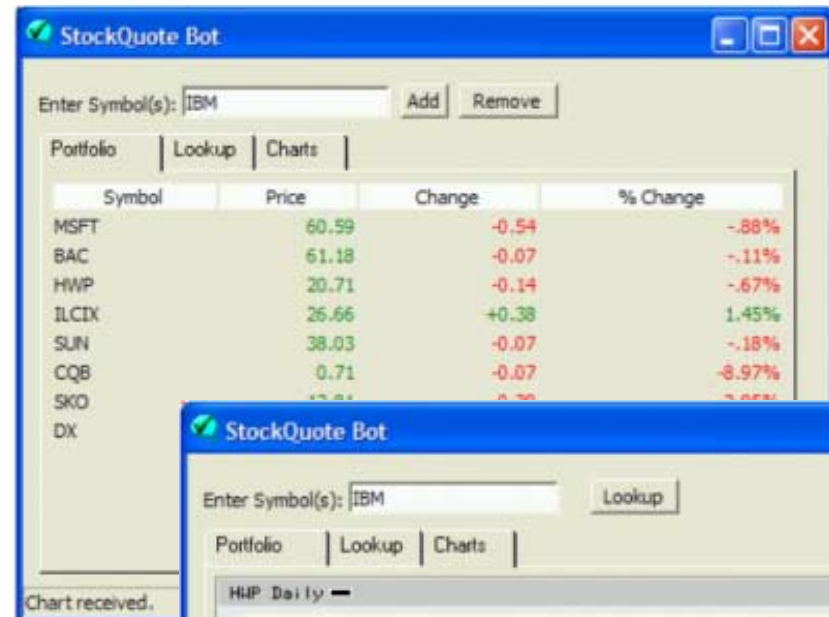
Sametime Chat as Rich Text

- "VAL" BOT

- ▶ Department Virtual Assistant
- ▶ Pushed info based on profile
- ▶ Stocks, News about IBM, Unread mail, etc.

- Content can be RICH CONTENT

- ▶ Push HTML version of stock portfolio



Lotus QuickPlace

- An IBM offering designed to help a team, or teams, succeed in today's ever-changing business environment.

- Lotus QuickPlace
 - ▶ Is a business-ready self-service Web tool specially designed for team collaboration;
 - ▶ Enables instant user-based creation of a secure workspace(s) on the Web;
 - ▶ Also, is a platform enabling "deep customization" for "horizontal" (industry and specific business process) application;
 - ▶ Integrates with Lotus Sametime's presence awareness, instant messaging and Web conferencing capabilities;
 - ▶ And integrates with Lotus Notes & Microsoft Outlook e-mail and calendar;
 - ▶ Is structured for immediate participation within and/or beyond Enterprises.

- Lotus QuickPlace is built for business

QuickPlace 3.0

Discussion - demo - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Back Forward Stop Search Favorites History

Address

W3 Search Blue Pages HR IBM Help Desk Americas Marketing ICI 0.00 HIG Expenses Alerts

demo Home > Discussion

Chris Crumme | Sign Out New Page New... Cleanup Folder Options

Welcome Discussion Library Calendar Tasks Index Customize Members Chat Search What's New Room Map Work Offline My Places Help

Discussion [Notify](#) [Print](#)

Title	Author	Modified
Does Anyone have the Marketing specs?	Amy Currie	05/30/2002
Publishing the new Product Specs Here are the links to the different product announcements http://products.lotus.com/Products/2002 http://new.lotus.com	Chris Crumme	05/30/2002
Re: Publishing the new Product Specs I have the latest stuff posted here. Take a look. Thanks, AMC	Amy Currie	05/30/2002
More Sales reports New Sales reports are now posted to this QP.	Chris Crumme	05/30/2002
Re: More Sales reports Moved to the new folder	Chris Crumme	05/30/2002
Re: More Sales reports Jim sent me more details. Thanks, AMC	Amy	05/30/2002

Items 1 - 6 out of 6 (including hidden items) [Hide responses](#)

New Page New... Cleanup Folder Options

QUICKPLACE

- Sametime Integration with Names
- Author
- Change status
- Place based awareness

javascript:CurrentUsers_Menu.showMenu(); Internet

QuickPlace 3.0

Microsoft Internet Explorer window: Edit Page - demo - Microsoft Internet Explorer

Address: bc90047c351/7/EditDocument&Form=h_PageUI

demo Help

Chris Crumney | Chat

Edit Page [Cancel] [Save As Draft] [Publish As...] [Publish]

Meeting Name: Show the title, author and date on page?

Meeting schedule information.
Times shown are: Eastern Daylight Savings Time (GMT -5:00)

Start now

Schedule for:

Date:

Start time:

Duration:

Meeting Password. To protect this meeting, you can optionally give it a password.

Password:

Re-enter password:

Meeting tools

General

- Screen sharing
- Meeting Room Chat
- Send Web Page
- Polling

Audio/Video

- None
- Computer audio
- Computer audio and video

Description

QUICKPLACE
eMeeting integration with Calendar

QuickPlace 3.0

The screenshot shows a Microsoft Internet Explorer browser window with the title "Members - demo - Microsoft Internet Explorer". The address bar contains "c3006e2dbe/?EditDocument". The browser's menu bar includes File, Edit, View, Favorites, Tools, and Help. The toolbar shows Back, Forward, Home, Search, Favorites, History, and other icons. The page content includes a form for user information and preferences.

You can change your own sign-in information by filling in the fields below.

User name: Chris Crummey
First name: Chris
Last name: Crummey
Email address: chris_crummey@us.ibm.com
Phone number: 617.693.0440
Other information: [Empty text area]

Preferences

Send a periodic summary of recent changes to my email in-box:
 Yes
 No

Subscribe to calendar events:
 Yes - Calendar: Lotus Notes
 No

Enable Accessibility Mode. Displays a high-contrast theme and enhances keyboard/screen
 Yes - Color scheme: Default
 No (standard experience)

Offline Password
To work offline in this place, you must first define a password to use with your offline plac
Offline Password: [Empty text field]

Back Next

QUICKPLACE

- Calendar integration with Mail (Exchange & Lotus Notes)
- Support for Folder triggers

QuickPlace examples

Welcome - xboards - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Back Forward Stop Home Search Favorites History

Address [Http://swgarz1/QuickPlace/xboards/Main.nsf/h_Toc/730e6a20d9ee6e35ca2569300041281e?OpenDocument](http://swgarz1/QuickPlace/xboards/Main.nsf/h_Toc/730e6a20d9ee6e35ca2569300041281e?OpenDocument) Go Links

home


xBoards

Go

- Welcome
- Company Summary
- Market Analysis
- Executive Summary
- Financials
- Discussion
- Calendar
- Tasks
- Index
- Customize
- Members

Welcome to our Business Plan

xBoards specializes in hand crafting snowboards to match the specific requirements of the customer. Through its state-of-the-art web site xBoards customers supply precise specifications for the building of their snowboards. Customers can track the exact state of their board as it is being manufactured.



Snowboarding has become one of the most popular winter sports in the world. However, the quality of the snowboards has not changed much since they were first introduced in 1952. xBoards will change it in 2001.

Overview

This is the business plan for xboards, a maker of high-tech custom snowboards, featuring complete customization and ordering over the Internet.

Plan Highlights

Growth in sales; xboards projects profitability in year 3 after start-up, on gross sales over \$250,000/yr

Reading the plan

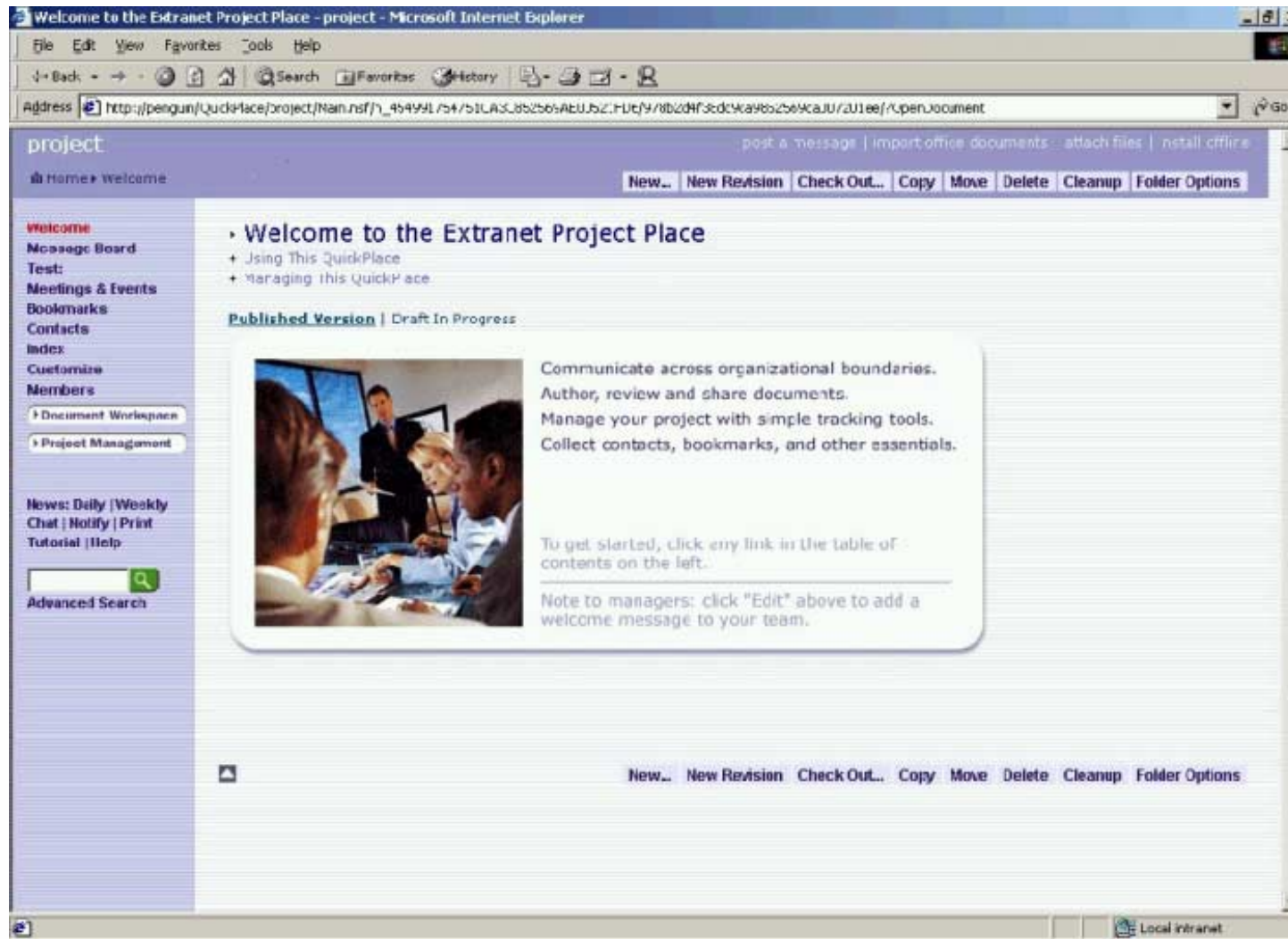
Simply click on the **blue tabs**. Then scroll down the page to see the entire document. If you want to chat with us, feel free to click on **chat** in the upper left corner. Also if you need to search for a word, type it in the search box and click on the green magnifying glass

Copyright 2000 xBoards

go to top new... | copy | move | delete

Done Local intranet

External Customer Interaction - KPMG, PwC



GE Capital

GE Capital - Microsoft Internet Explorer provided by Lotus/IBM

File Edit View Favorites Tools Help

Address <http://www.gecapital.com/> Go Link

GE Capital

Go Directly to a GE Capital Business... GE Capital: [Home](#) | [About GE Capital](#) | [Careers](#) | [Contact Us](#)

Business to Business
Services in North America

- Business Finance
- Commercial Real Estate
- Transportation
- Equipment
- Insurance
- Commercial Credit Cards
- Communications and IT
- Small Business Solutions

Quick Access
to frequently requested information

- Customer Account Information
- Business Productivity Solutions
- Off-Lease Equipment for Sale
- Six Sigma and GE
- Customer Solution Stories

Welcome to GE Capital

Europe Asia

Ask GE Capital

Enter search word(s)

Advanced Search

Personal Finance
Enjoy increased savings and security with the [GE Financial Network](#).

GE Small Business
Leverage the tools that can give your company a [financial advantage](#).

Corporate Finance
[Financing solutions](#) for companies with revenues of \$20MM and above.

GE Trucking Solutions
GE Trucking Solutions features a [comprehensive selection](#) of truck financing and services.

Careers at GE Capital
There are no limits to the possibilities and potential of a [GE Capital career](#).

GE Responds
[GE responds](#) to the tragic events in NY, Washington and Pennsylvania

GE ERIC
GE Capital [ERIC's message](#) to its customers in the wake of these events

GE ERC
Statement from [GE ERC](#) regarding September 11.

GE Capital Service Finder

Start here to find the GE Capital Service that best suits your needs.

Select a Country

Industry Solutions

Find services specific to your industry

QuickPlace, Sametime

Done Internet

The future....IBM Dynamic™ Workplaces

Self-service HR

Filtered internal/
external content

Messaging

Portals

Search

Collaboration

e-Learning

Document/Content
Management

People Finding

Workflow

Application Integration

An e-workplace allows companies to achieve value by integrating capabilities into a new work environment.

The Goal:
Integrated and configurable e-workplace

Contextual Collaboration

The screenshot displays the Lotus software interface for 'w3' on April 10, 2001. The interface is organized into several panels:

- Header:** 'w3' logo, date 'April 10, 2001 - 1:30pm (White Plains)', and user 'Welcome, Sandesh Bhat'. Navigation links include 'BluePages', 'Search', 'Help Now', and 'Feedback'.
- Tools, Apps & Links:**
 - Skills and Learning:** Global Campus, Americas Procurement Guide.
 - Team Tools:** Sametime meetings, Sametime Connect, QuickPlace, Meeting Wizard, Audio/Video Conference, IBM Teamrooms.
 - Human Resources:** Contact and Phone list, Forms and apps, Manager services.
- Download Central:** Test software is now available at ISSI website. Includes System Check, IBM Standard software installer, alphaWorks, and developerWorks.
- Travel and Expenses:** EA2000 (expense reimbursement), Expense Account Status, Online Travel Itinerary, Amex online statements, Travel website, Disbursements website, SiteServ (IBM locations), Hertz car rental reservations.
- Messaging & Calendar:** Calendar view for April 2001, Schedule Meeting, To-do list, Read email, Send email, Notes Address book, My Documents.
- IBM Discussion Groups:**
 - Hardware:** Hardware info, using, developing, ... (links to discuss.hardware.server.m80, discuss.hardware.thinkpad.600)
 - Software:** Software info, programming, languages, ... (links to discuss.software.html, discuss.software.java.ejb)
 - News and Articles:** News about IBM Internal Discussions ... (links to discuss.news.announce, discuss.news.articles, discuss.news.wheris)
- Learning Resources:** Global campus releases new WebSphere courses. Includes Global Campus, eLearning Services, IBM University Connection, Redbooks.
- Scorecard:** IBM Stock (IBM) quoted at 2:37 PM EST. Includes a line graph and a table:

Symbol	Last	Change	Volume
MSFT	56.19	-0.58	46,312
CSCO	13.62	-1.31	97,996
CPQ	18.30	-0.86	11,324
DELL	24.81	-0.38	46,238
- My Bluepages:** My Team section listing:
 - Peter Rodriguez:** 1-415-694-64593 (Tie 473), peter@us.ibm.com
 - Aroonraton Pandya:** 1-945-436-7647 (Tie 295), apandya@us.ibm.com
 - Anthony Inzolia:** 1-914-766-2543 (Tie 820), inzolia@us.ibm.com
 - Murali Narasimhadevara:** 1-212-745-7118 (Tie 243), murali@us.ibm.com
 - IGS Hosting:**
 - Roy Lucchese:** 1-203-486-7467 (Tie 376), lucchese@us.ibm.com
 - Jerry Lieberman:** 1-945-433-2815, jlieberm@us.ibm.com
 - Vincent Pawlowski:** 1-516-340-3129 (Tie 403), vpawl@us.ibm.com

Contextual Collaboration

Siebel Call Center - Microsoft Internet Explorer

Address: http://localhost/start.swe

File Edit View Help

Home Accounts Contacts Households Employee Service Assets Orders Campaigns Opportunities

Show: All Opportunities

Opportunity:

Opportunity

Name: Incentive Compensation - 2500 Sea Sales Method: Standard Sales Process Close Date: 11/30/2001

Sales Team: CCHENG Sales Stage: 06 - Short List Organization: Siebel Americas

Territories: Account: Marriott International Lead Quality: 2-Very High

Description: Marriott is an existing customer with a critical need for a compensation solution. Site: HQ Source: Inbound - eMail Response

Messaging & Calendar

Calendar

Schedule Meeting

April 2001

To-do list

Read email

Send email

Contacts Decision Issues Estimate Compensation Messages Notes Organization Analysis Organization

Last Name	First Name	Mr/Ms	Work Phone #	Job Title	Email	Account	Site
Carlson	Mike	Mr	(301) 380-5001	VP of Sales	mcarlson@marriott.com	Marriott International	HQ
Ellis	John	Mr.	(301) 555-3459	Director, IT	jellis@marriott.com		
Legters	John	Mr.	(301) 555-3459	Manager, Lodging S	jlegters@marriott.com	Marriott International	HQ
Manning	James	Mr.	(408) 477-2006	VP, Information Sys	jmanning@marriott.com	Marriott International	HQ
Metz	Curtis	Mr.	(301) 555-5387	Program Manager	cmetz@marriott.com	Marriott International	HQ

Contextual Collaboration

SAP: Display Change Master - Microsoft Internet Explorer

Address: <http://w3.yourcompany.com/SAP>

Change master Edit Goto Extras Settings Environment System Help

Function **SAP**

Display Change Master: Object: Overview

Object types Objects Alternative dates

Change number: PM-1000 Exchange drive 400 with 420

Objects TaskL Mater. BOM

Object type	Object	Description
MatBOM	PM-1000 JE 300/3	
Routing	N/50000000	

1 / 2

People

My Team

- Peter Rodriguez**
1-815-546-4503 (Tlx 473)
prdr@bus.sap.com
- Anoopan Pandya**
1-845-455-7647 (Tlx 255)
apandya@bus.sap.com
- Anthony Isaola**
1-914-766-2543 (Tlx 026)
aisola@bus.sap.com
- Murali Naraninhodevara**
1-212-745-7118 (Tlx 243)
murali@bus.sap.com

Hosting

- Roy Lucchese**
1-203-889-7457 (Tlx 270)
rlucchese@bus.sap.com
- Jerry Lieberman**
1-845-453-2815
jlieberman@bus.sap.com
- Vincent Pawlowski**
1-519-349-3129 (Tlx 453)
vpawlowski@bus.sap.com

Blended Collaboration

The screenshot displays the Quickplace MarketDev interface. At the top, the title "Quickplace MarketDev" is visible. Below it, a navigation bar includes links: "new page | new... | respond | new revision | edit | check out... | copy | move | delete".

The main workspace features a central area with the following content:

- External Casing Sketches** by Pete Starr, dated 2/26/02 10:15 AM.
- A text prompt: "Here are the latest sketches from the Industrial Design team:"
- A technical drawing of a mechanical assembly, possibly a valve or pump component.

On the left side, there is a blue sidebar menu with the following items: "welcome", "discussion", "library", "calendar", "tasks", "index", "customize", and "members". Below the menu is a search bar with a magnifying glass icon, and links for "advanced search", "news: daily | weekly", "chat | notify | print", and "tutorial | help".

At the bottom left, there are three buttons: "Newsletters", "Office Memos", and "Press Releases".

On the right side, there are two buttons: "Approvals" (green) and "Urgent" (red). Below these is a "MarketDev Commons" chat window showing a conversation:

- Karen | 8:32am, Wed, 2.26.02: All set for the westlake mtg?
- Cynthia | 9:45am, Wed, 2.26.02: I have a few things to finish up, Have you invited Rob yet? I think he'd be interested.
- Karen | 10:12am, Wed, 2.26.02: Just sent him an invite and the agenda.
- Cynthia | 12:15pm, Wed, 2.26.02: Any word from Rob?
- Karen | 12:15pm, Wed, 2.26.02: no, not yet

Below the chat window is a circular area with three colored dots (green, yellow, purple) and a legend:

- Rob Sanders
- Cynthia Haverson
- Karen Rogers

"Our goal is to help customers put collaboration
where it is most useful"



Al Zollar
General Manager
Lotus Software
IBM Software Group



Thank you

- craig.hart@au.ibm.com