IBM COLLABORATION SUMMIT

Barcelona, 3 de octubre
Madrid, 10 de octubre

© 2007 IBM Corporation

Colaboración contextual y escritorios de trabajo

Daniel Olmo **2.0**

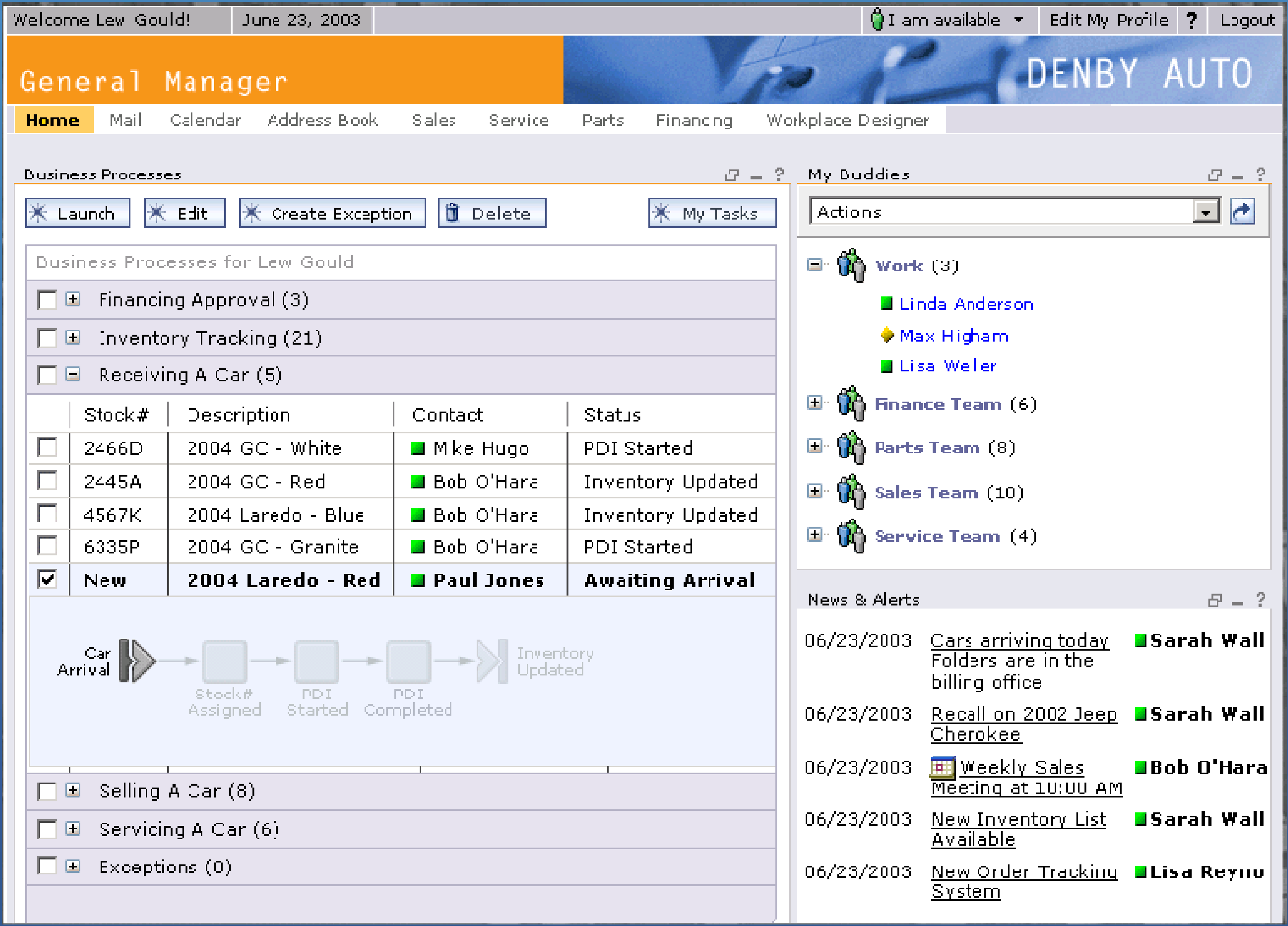
Lotus Sales

daniel.olmo@es.ibm.com

© 2007 IBM Corporation

Colaboración contextual

- Surge como necesidad en un **proceso de trabajo** concreto
- Las herramientas están integradas **con** la propia **aplicación de negocio** del usuario
- Es un modelo **formalizado**



Welcome Lew Gould! | June 23, 2003 | I am available | Edit My Profile | ? | Logout

General Manager

DENBY AUTO

Home | Mail | Calendar | Address Book | Sales | Service | Parts | Financing | Workplace Designer

Business Processes

Launch
Edit
Create Exception
Delete
My Tasks

Business Processes for Lew Gould

- ☐ ⊞ Financing Approval (3)
- ☐ ⊞ Inventory Tracking (21)
- ☐ ⊟ Receiving A Car (5)

	Stock#	Description	Contact	Status
☐	2466D	2004 GC - White	🟩 Mike Hugo	PDI Started
☐	2445A	2004 GC - Red	🟩 Bob O'Hara	Inventory Updated
☐	4567K	2004 Laredo - Blue	🟩 Bob O'Hara	Inventory Updated
☐	6335P	2004 GC - Granite	🟩 Bob O'Hara	PDI Started
☑	**New**	**2004 Laredo - Red**	🟩 **Paul Jones**	**Awaiting Arrival**

Car Arrival
Stock# Assigned
PDI Started
PDI Completed
Inventory Updated

- ☐ ⊞ Selling A Car (8)
- ☐ ⊞ Servicing A Car (6)
- ☐ ⊞ Exceptions (0)

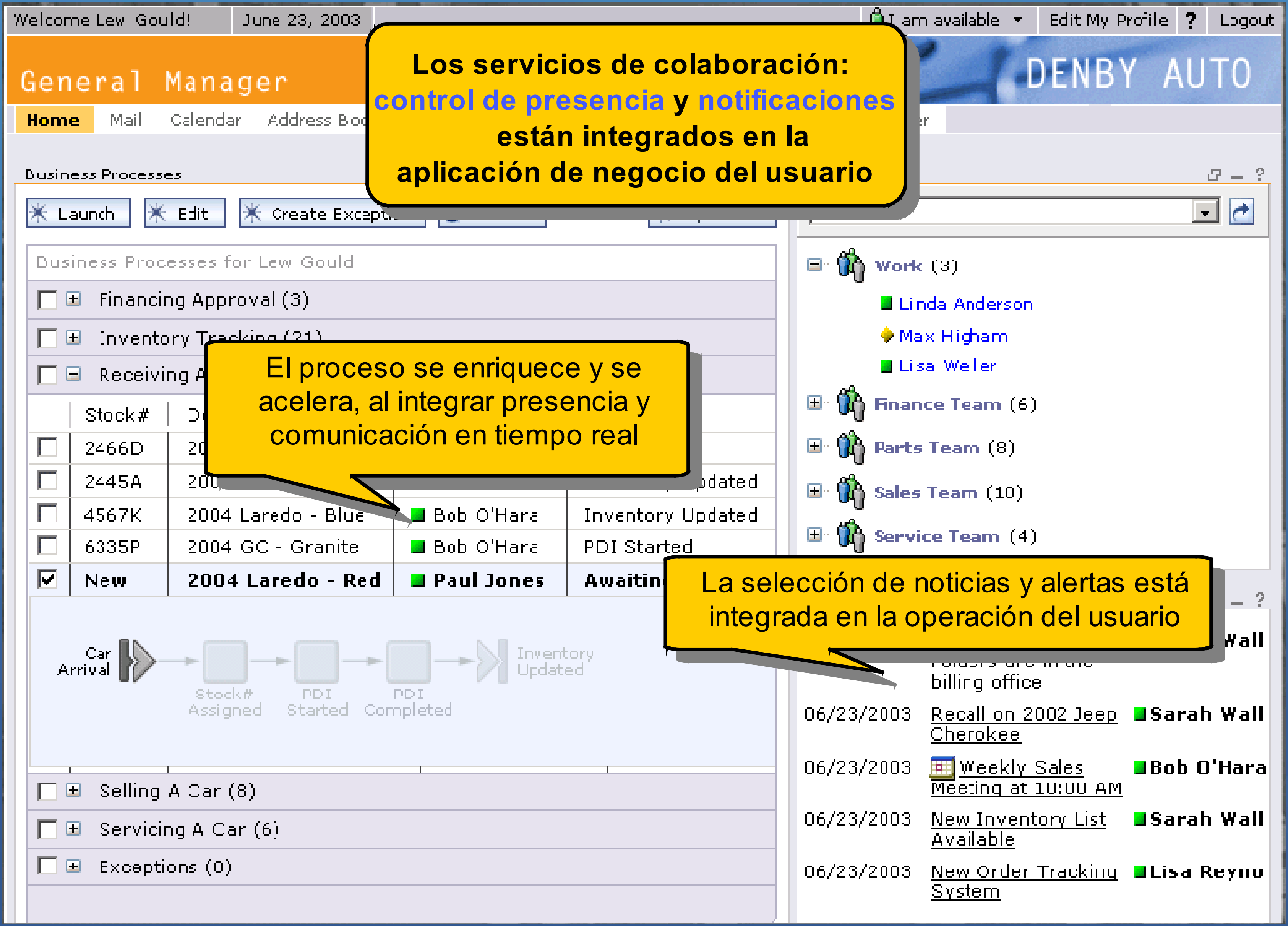
My Buddies

- ⊟ Work (3)
  - 🟩 Linda Anderson
  - ◆ Max Higham
  - 🟩 Lisa Weller
- ⊞ Finance Team (6)
- ⊞ Parts Team (8)
- ⊞ Sales Team (10)
- ⊞ Service Team (4)

News & Alerts

06/23/2003	Cars arriving today Folders are in the billing office	🟩 **Sarah Wall**
06/23/2003	Recall on 2002 Jeep Cherokee	🟩 **Sarah Wall**
06/23/2003	Weekly Sales Meeting at 10:00 AM	🟩 **Bob O'Hara**
06/23/2003	New Inventory List Available	🟩 **Sarah Wall**
06/23/2003	New Order Tracking System	🟩 **Lisa Reyno**

Los servicios de colaboración: control de presencia y notificaciones están integrados en la aplicación de negocio del usuario



Welcome Lew Gould! | June 23, 2003 | I am available | Edit My Profile | ? | Logout

General Manager

DENBY AUTO

Home
Mail
Calendar
Address Boo

Business Processes

Launch
Edit
Create Excep

Business Processes for Lew Gould

☐ ⊞ Financing Approval (3)

☐ ⊞ Inventory Tracking (21)

☐ ⊟ Receiving A

	Stock#	D		
☐	2466D	20		
☐	2445A	20		pdated
☐	4567K	2004 Laredo - Blue	🟩 Bob O'Hara	Inventory Updated
☐	6335P	2004 GC - Granite	🟩 Bob O'Hara	PDI Started
☑	**New**	**2004 Laredo - Red**	🟩 **Paul Jones**	**Awaitin**

Car Arrival
Stock# Assigned
PDI Started
PDI Completed
Inventory Updated

☐ ⊞ Selling A Car (8)

☐ ⊞ Servicing A Car (6)

☐ ⊞ Exceptions (0)

⊟ Work (3)
- 🟩 Linda Anderson
- Max Higham
- 🟩 Lisa Weler

⊞ Finance Team (6)

⊞ Parts Team (8)

⊞ Sales Team (10)

⊞ Service Team (4)

	billing office	Wall
06/23/2003	Recall on 2002 Jeep Cherokee	🟩 **Sarah Wall**
06/23/2003	Weekly Sales Meeting at 10:00 AM	🟩 **Bob O'Hara**
06/23/2003	New Inventory List Available	🟩 **Sarah Wall**
06/23/2003	New Order Tracking System	🟩 **Lisa Reyno**

El proceso se enriquece y se acelera, al integrar presencia y comunicación en tiempo real

La selección de noticias y alertas está integrada en la operación del usuario

Ventajas respecto a otros modelos

- Aumenta la productividad del usuario
- Acelera y optimiza el proceso de trabajo
- Incrementa el valor de las inversiones realizadas

Por otro lado

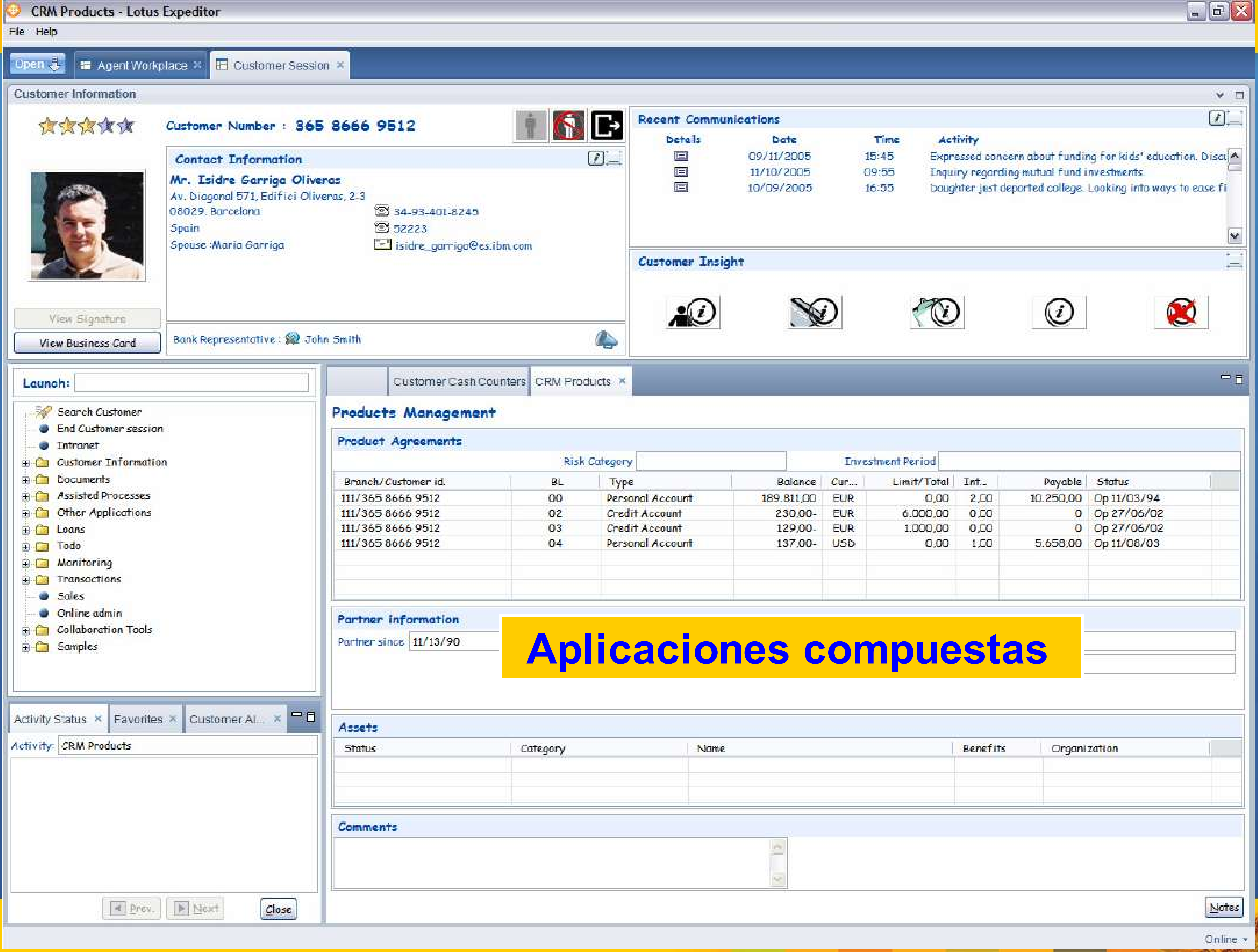
- Por si sólo, ahoga la creatividad de los usuarios
- Es Imposible formalizar la variedad de tareas diarias

Hacia la colaboración contextual

- Quedarse hasta el final de esta presentación
- La colaboración debe ser planificada y diseñada en paralelo a la solución de negocio
- Requiere una sensibilidad para comprender las relaciones profesionales entre las personas
  - Nuevos roles, nuevos costes. Quizás pero...
  - El potencial de la colaboración es enorme

Ingredientes

Aplicaciones compuestas


CRM Products - Lotus Expeditor
File
Help
Open
Agent Workplace
Customer Session
Customer Information
View Signature
View Business Card
Launch:
Search Customer
End Customer session
Intranet
Customer Information
Documents
Assisted Processes
Other Applications
Loans
Todo
Monitoring
Transactions
Sales
Online admin
Collaboration Tools
Samples
Activity Status
Favorites
Customer Al...
Prev.
Next
Close
Customer Cash Counters
CRM Products
Notes
Online

Customer Number : 365 8666 9512

Contact Information

Mr. Isidre Garriga Oliveras
Av. Diagonal 571, Edifici Oliveras, 2-3
08029. Barcelona
Spain
Spouse :Maria Garriga

☎ 34-93-401-8245
☎ 52223
✉ isidre_garriga@es.ibm.com

Bank Representative : John Smith

Recent Communications

Details	Date	Time	Activity
▤	09/11/2005	15:45	Expressed concern about funding for kids' education. Disc
▤	11/10/2005	09:55	Inquiry regarding mutual fund investments
▤	10/09/2005	16:55	Daughter just deported college. Looking into ways to ease fi

Customer Insight

Activity: CRM Products

Products Management

Product Agreements

Risk Category

Investment Period

Branch/Customer id.	BL	Type	Balance	Cur...	Limit/Total	Int...	Payable	Status
111/365 8666 9512	00	Personal Account	189.811,00	EUR	0,00	2,00	10.250,00	Op 11/03/94
111/365 8666 9512	02	Credit Account	230,00-	EUR	6.000,00	0,00	0	Op 27/06/02
111/365 8666 9512	03	Credit Account	129,00-	EUR	1.000,00	0,00	0	Op 27/06/02
111/365 8666 9512	04	Personal Account	137,00-	USD	0,00	1,00	5.658,00	Op 11/06/03

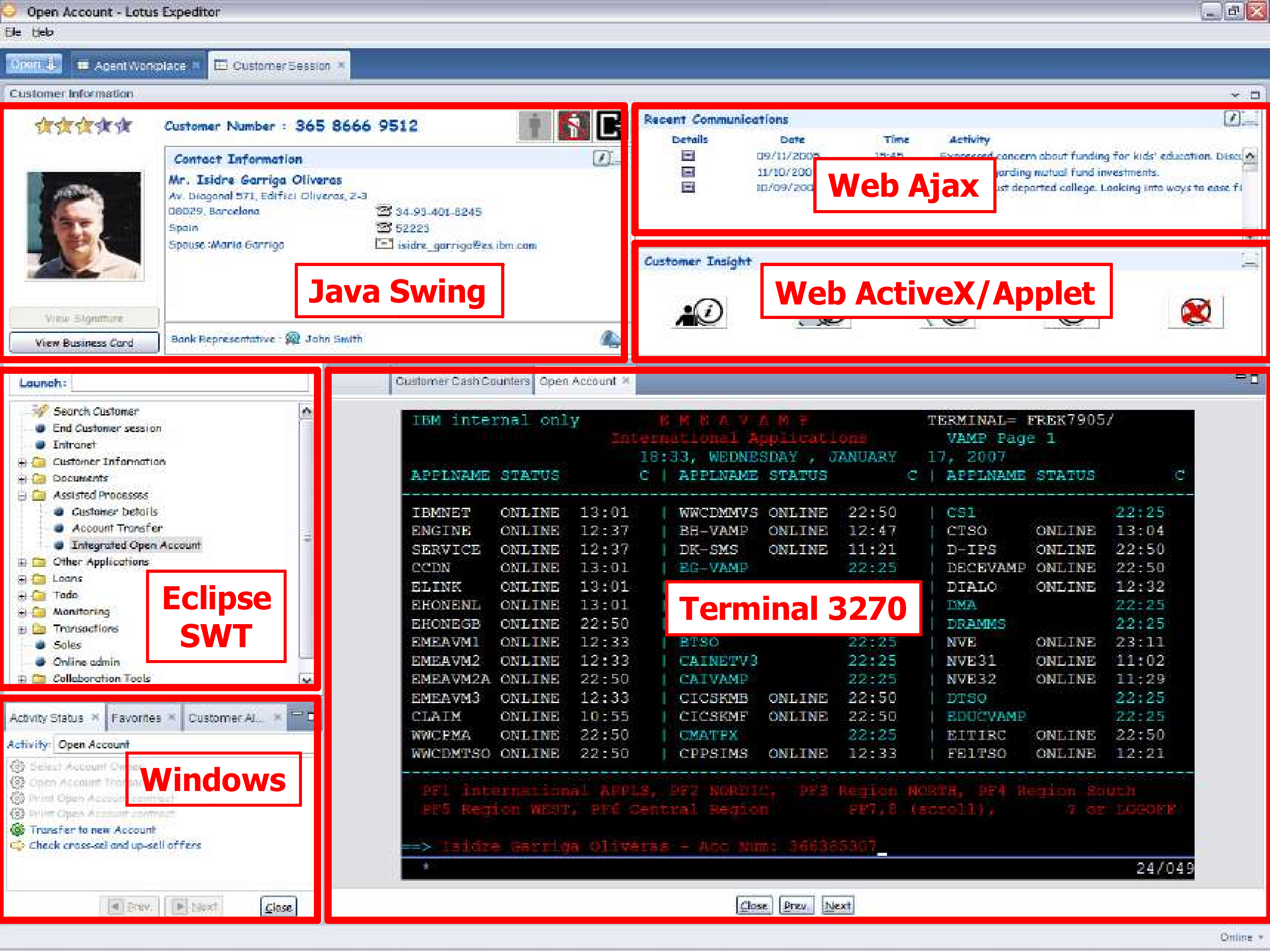
Partner information

Partner since 11/13/90

Assets

Status	Category	Name	Benefits	Organization

Comments


Open Account - Lotus Expeditor
File
Help
Open
Agent Workplace
Customer Session
Customer Information
Java Swing
Web Ajax
Web ActiveX/Applet
Eclipse SWT
Windows
Terminal 3270
View Signature
View Business Card
Customer Cash Counters
Open Account
Activity Status
Favorites
Customer Al...
Prev.
Next
Close
Online

Customer Number : 365 8666 9512

Contact Information

Mr. Isidre Garriga Oliveras
Av. Diagonal 571, Edifici Oliveras, 2-3
08029, Barcelona
Spain
Spouse :Maria Garriga

☎ 34-93-401-8245
☎ 52223
✉ isidre_garriga@es.ibm.com

Bank Representative : John Smith

Recent Communications

Details	Date	Time	Activity
▤	09/11/2006	15:45	Expressed concern about funding for kids' education. Disc
▤	11/10/200		garding mutual fund investments.
▤	10/09/200		ust departed college. Looking into ways to ease fi

Customer Insight

Launch:

- Search Customer
- End Customer session
- Intranet
- Customer Information
- Documents
- Assisted Processes
  - Customer Details
  - Account Transfer
  - Integrated Open Account
- Other Applications
- Loans
- Todo
- Monitoring
- Transactions
- Sales
- Online admin
- Collaboration Tools

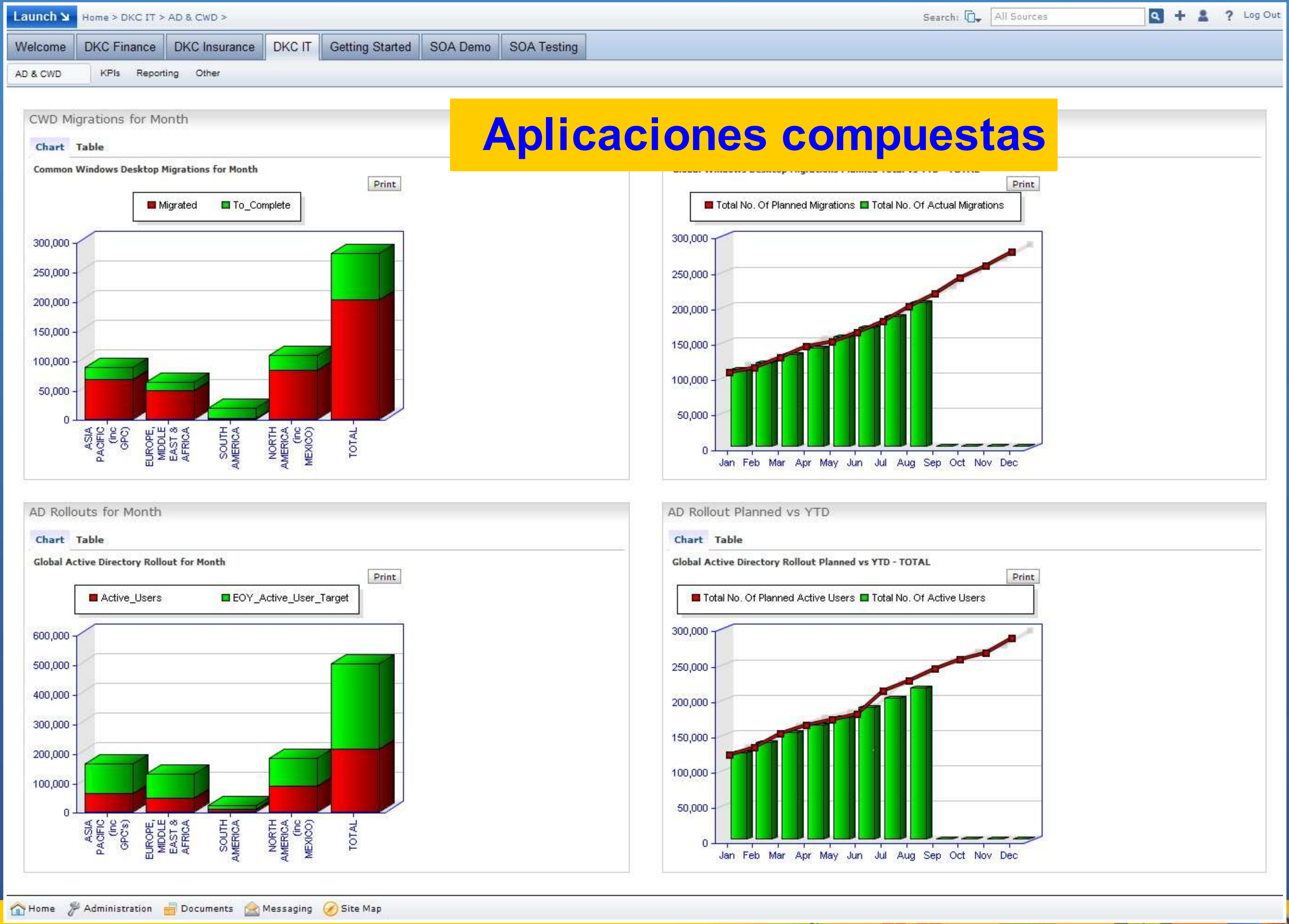
Activity: Open Account

- Select Account Owner
- Open Account Transa
- Print Open Account contract
- Print Open Account contract
- Transfer to new Account
- Check cross-sel and up-sell offers

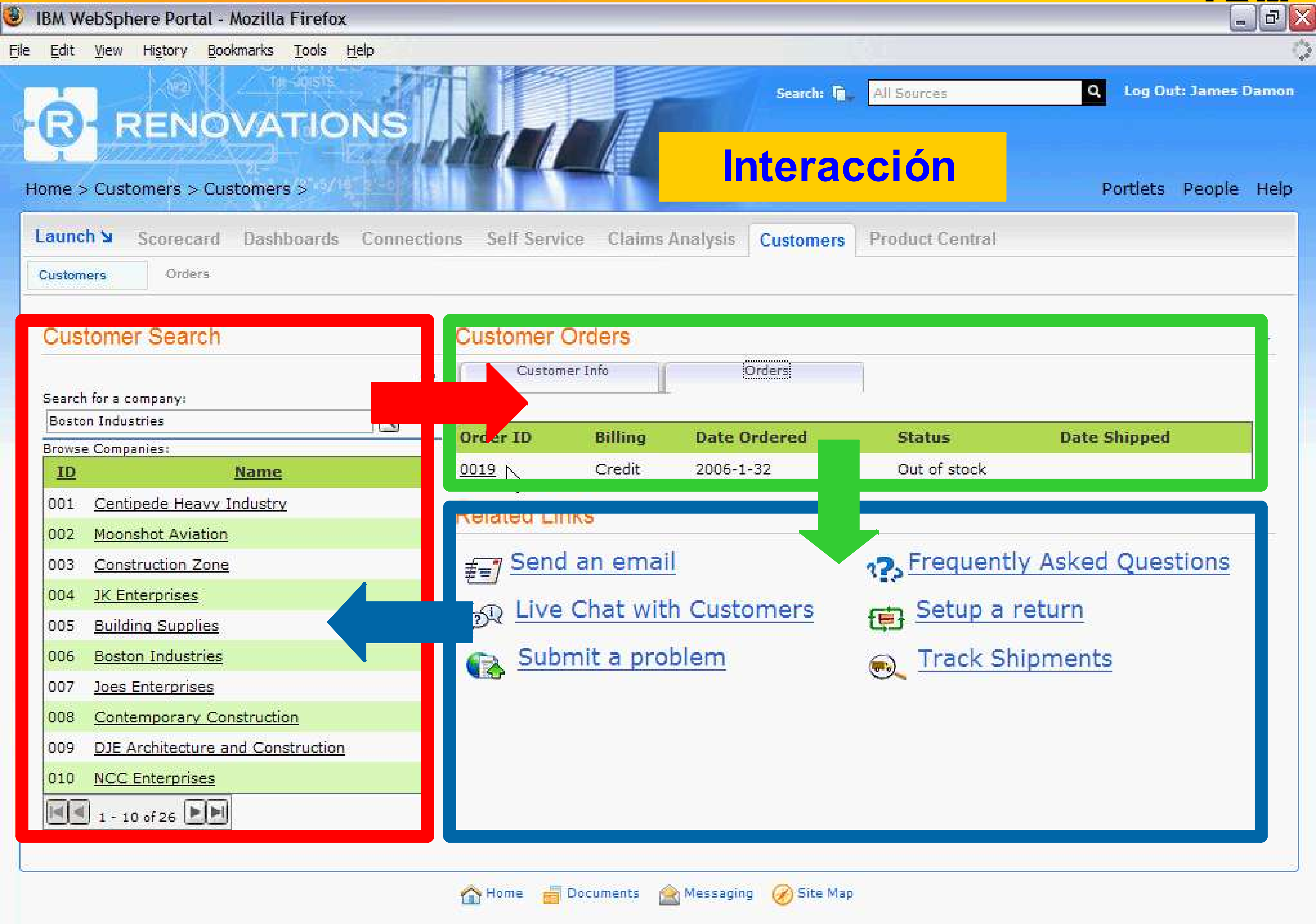
```
IBM internal only          E M E A V A M P             TERMINAL= FREK7905/
                     International Applications         VAMP Page 1
                        18:33, WEDNESDAY , JANUARY   17, 2007
APPLNAME STATUS           C | APPLNAME STATUS           C | APPLNAME STATUS           C
-----------------------------------------------------------------------------------------
IBMNET    ONLINE   13:01    | WWCDMMVS ONLINE   22:50    | CS1                22:25
ENGINE    ONLINE   12:37    | BH-VAMP  ONLINE   12:47    | CTSO      ONLINE   13:04
SERVICE   ONLINE   12:37    | DK-SMS   ONLINE   11:21    | D-IPS     ONLINE   22:50
CCDN      ONLINE   13:01    | EG-VAMP           22:25    | DECEVAMP  ONLINE   22:50
ELINK     ONLINE   13:01                                 | DIALO     ONLINE   12:32
EHONENL   ONLINE   13:01                                 | DMA                22:25
EHONEGB   ONLINE   22:50                                 | DRAMMS             22:25
EMEAVM1   ONLINE   12:33    | BTSO              22:25    | NVE       ONLINE   23:11
EMEAVM2   ONLINE   12:33    | CAINETV3          22:25    | NVE31     ONLINE   11:02
EMEAVM2A  ONLINE   22:50    | CAIVAMP           22:25    | NVE32     ONLINE   11:29
EMEAVM3   ONLINE   12:33    | CICSKMB  ONLINE   22:50    | DTSO               22:25
CLAIM     ONLINE   10:55    | CICSKMF  ONLINE   22:50    | EDUCVAMP           22:25
WWCPMA    ONLINE   22:50    | CMATPX            22:25    | EITIRC    ONLINE   22:50
WWCDMTSO  ONLINE   22:50    | CPPSIMS  ONLINE   12:33    | FE1TSO    ONLINE   12:21
-----------------------------------------------------------------------------------------
 PF1 International APPLS, PF2 NORDIC,  PF3 Region NORTH, PF4 Region South
 PF5 Region WEST, PF6 Central Region         PF7,8 (scroll),       ? or LOGOFF

==> Isidre Garriga Oliveras - Acc Num: 366365307_
  *                                                                        24/049
```

Aplicaciones compuestas


Launch
Home > DKC IT > AD & CWD >
Search:
All Sources
Log Out
Welcome
DKC Finance
DKC Insurance
DKC IT
Getting Started
SOA Demo
SOA Testing
AD & CWD
KPIs
Reporting
Other
CWD Migrations for Month
Chart
Table
Common Windows Desktop Migrations for Month
Print
Migrated
To_Complete
300,000
250,000
200,000
150,000
100,000
50,000
0
ASIA PACIFIC (inc GPC)
EUROPE, MIDDLE EAST & AFRICA
SOUTH AMERICA
NORTH AMERICA (inc MEXICO)
TOTAL
Print
Total No. Of Planned Migrations
Total No. Of Actual Migrations
300,000
250,000
200,000
150,000
100,000
50,000
0
Jan
Feb
Mar
Apr
May
Jun
Jul
Aug
Sep
Oct
Nov
Dec
AD Rollouts for Month
Chart
Table
Global Active Directory Rollout for Month
Print
Active_Users
EOY_Active_User_Target
600,000
500,000
400,000
300,000
200,000
100,000
0
ASIA PACIFIC (inc GPC's)
EUROPE, MIDDLE EAST & AFRICA
SOUTH AMERICA
NORTH AMERICA (inc MEXICO)
TOTAL
AD Rollout Planned vs YTD
Chart
Table
Global Active Directory Rollout Planned vs YTD - TOTAL
Print
Total No. Of Planned Active Users
Total No. Of Active Users
300,000
250,000
200,000
150,000
100,000
50,000
0
Jan
Feb
Mar
Apr
May
Jun
Jul
Aug
Sep
Oct
Nov
Dec
Home
Administration
Documents
Messaging
Site Map

Interacción


IBM WebSphere Portal - Mozilla Firefox
File Edit View History Bookmarks Tools Help
RENOVATIONS
Search:
All Sources
Log Out: James Damon
Home > Customers > Customers >
Portlets People Help
Launch
Scorecard
Dashboards
Connections
Self Service
Claims Analysis
Customers
Product Central
Customers
Orders

Customer Search

Search for a company: Boston Industries

Browse Companies:

ID	Name
001	Centipede Heavy Industry
002	Moonshot Aviation
003	Construction Zone
004	JK Enterprises
005	Building Supplies
006	Boston Industries
007	Joes Enterprises
008	Contemporary Construction
009	DJE Architecture and Construction
010	NCC Enterprises

1 - 10 of 26

Customer Orders

Customer Info
Orders

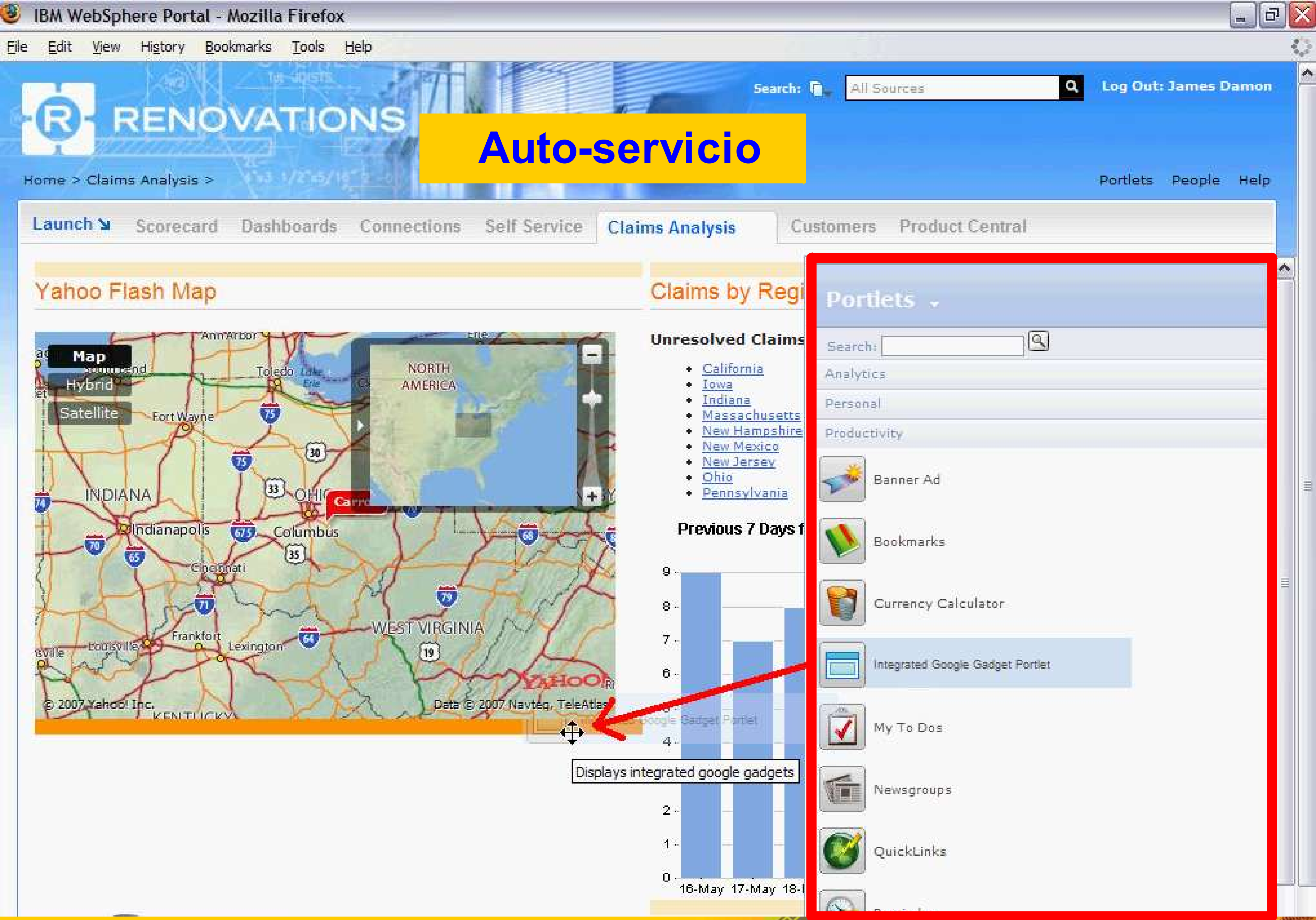
Order ID	Billing	Date Ordered	Status	Date Shipped
0019	Credit	2006-1-32	Out of stock	

Related Links

- Send an email
- Live Chat with Customers
- Submit a problem
- Frequently Asked Questions
- Setup a return
- Track Shipments

Home
Documents
Messaging
Site Map

Auto-servicio

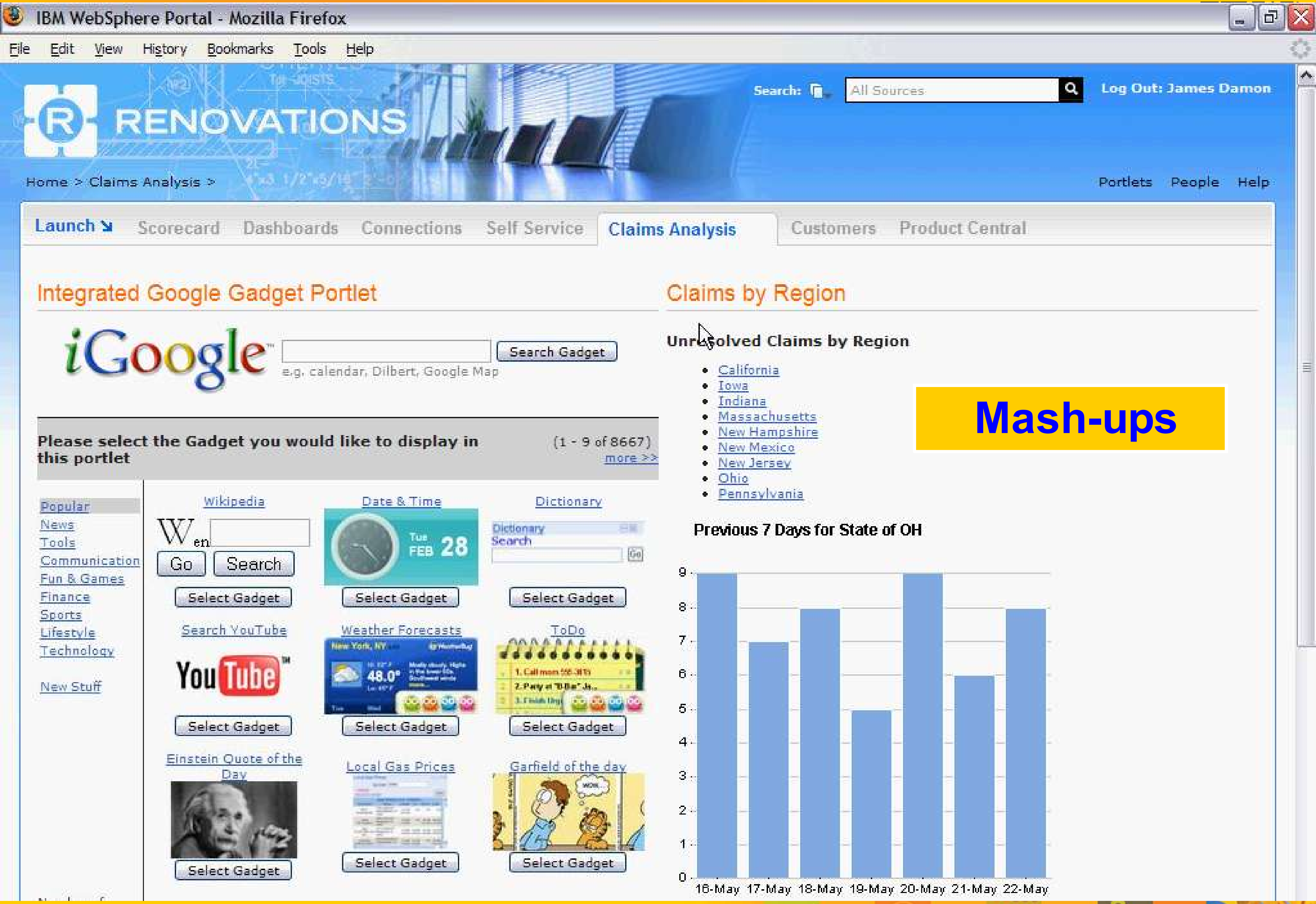

IBM WebSphere Portal - Mozilla Firefox
File Edit View History Bookmarks Tools Help
RENOVATIONS
Search: All Sources
Log Out: James Damon
Home > Claims Analysis >
Portlets People Help
Launch
Scorecard
Dashboards
Connections
Self Service
Claims Analysis
Customers
Product Central
Yahoo Flash Map
Map
Hybrid
Satellite
NORTH AMERICA
INDIANA
OHIO
WEST VIRGINIA
Indianapolis
Columbus
Cincinnati
Fort Wayne
Toledo
Frankfort
Lexington
Louisville
© 2007 Yahoo! Inc.
Data © 2007 Navteq, TeleAtlas
YAHOO!
Claims by Regi
Previous 7 Days f
9
8
7
6
4
2
1
0
16-May
17-May
18-
Portlets
Search:
Analytics
Personal
Productivity
Banner Ad
Bookmarks
Currency Calculator
Integrated Google Gadget Portlet
My To Dos
Newsgroups
QuickLinks

Unresolved Claims

- California
- Iowa
- Indiana
- Massachusetts
- New Hampshire
- New Mexico
- New Jersey
- Ohio
- Pennsylvania

Displays integrated google gadgets

Mash-ups


IBM WebSphere Portal - Mozilla Firefox
File
Edit
View
History
Bookmarks
Tools
Help
RENOVATIONS
Search:
All Sources
Log Out: James Damon
Home > Claims Analysis >
Portlets
People
Help
Launch ↘
Scorecard
Dashboards
Connections
Self Service
Claims Analysis
Customers
Product Central
iGoogle
Search Gadget
e.g. calendar, Dilbert, Google Map
Popular
News
Tools
Communication
Fun & Games
Finance
Sports
Lifestyle
Technology
New Stuff
Wikipedia
Go
Search
Select Gadget
Date & Time
Tue FEB 28
Select Gadget
Dictionary
Dictionary Search
Go
Select Gadget
Search YouTube
YouTube
Select Gadget
Weather Forecasts
New York, NY
48.0°
Select Gadget
ToDo
Select Gadget
Einstein Quote of the Day
Select Gadget
Local Gas Prices
Select Gadget
Garfield of the day
Select Gadget
9
8
7
6
5
4
3
2
1
0
16-May
17-May
18-May
19-May
20-May
21-May
22-May

Integrated Google Gadget Portlet

Please select the Gadget you would like to display in this portlet

(1 - 9 of 8667)
more >>

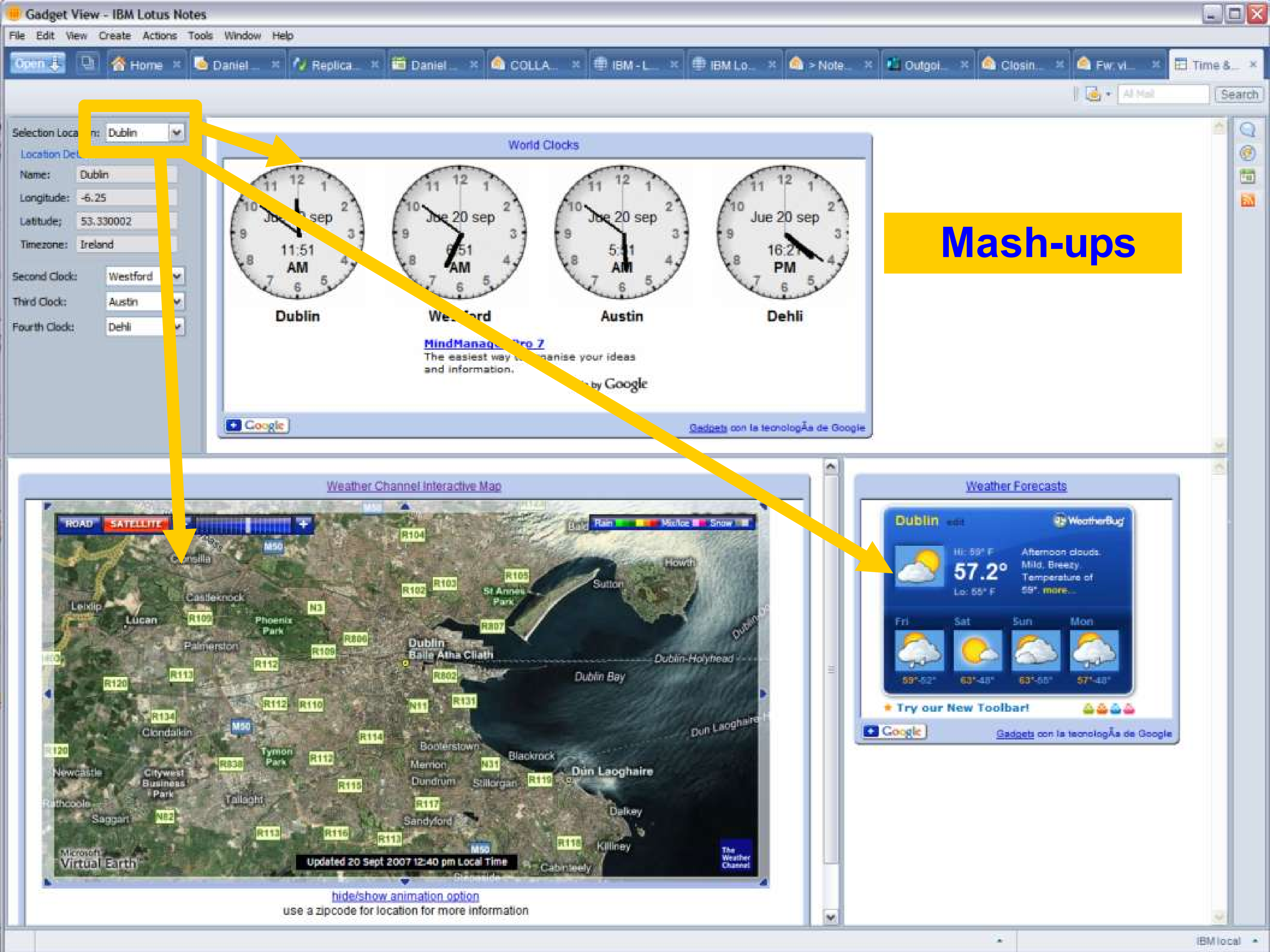
Claims by Region

Unresolved Claims by Region

- California
- Iowa
- Indiana
- Massachusetts
- New Hampshire
- New Mexico
- New Jersey
- Ohio
- Pennsylvania

Previous 7 Days for State of OH

Mash-ups


Gadget View - IBM Lotus Notes
File Edit View Create Actions Tools Window Help
Open
Home
Daniel ...
Replica...
Daniel ...
COLLA...
IBM - L...
IBM Lo...
> Note...
Outgoi...
Closin...
Fw: vi...
Time &...
All Mail
Search
Location Det
World Clocks
Dublin
Westford
Austin
Dehli
Google
Gadgets con la tecnologÃa de Google
Weather Channel Interactive Map
ROAD
SATELLITE
Rain
Mix/Ice
Snow
Microsoft Virtual Earth
The Weather Channel
Weather Forecasts
WeatherBug
Fri
Sat
Sun
Mon
IBM local

Selection Location: Dublin

Name: Dublin

Longitude: -6.25

Latitude: 53.330002

Timezone: Ireland

Second Clock: Westford

Third Clock: Austin

Fourth Clock: Dehli

Jue 20 sep 11:51 AM

Jue 20 sep 6:51 AM

Jue 20 sep 5:51 AM

Jue 20 sep 16:21 PM

MindManager Pro 7

The easiest way to organise your ideas and information.

Ads by Google

Updated 20 Sept 2007 12:40 pm Local Time

hide/show animation option

use a zipcode for location for more information

Dublin edit

Hi: 59° F

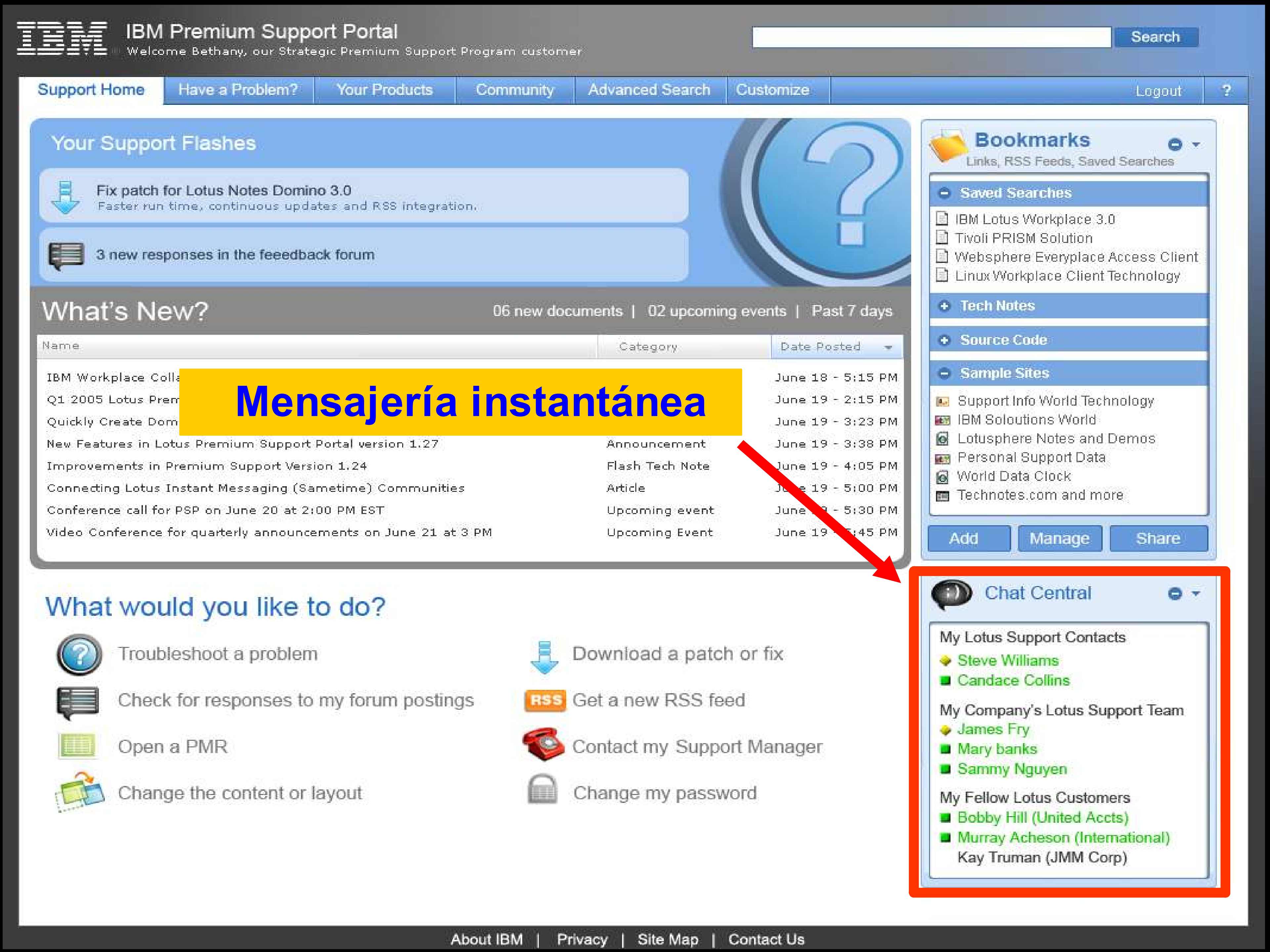
57.2°

Lo: 55° F

Afternoon clouds. Mild, Breezy. Temperature of 59°. more...

Fri	Sat	Sun	Mon
59°-52°	63°-48°	63°-55°	57°-48°

Try our New Toolbar!



Mensajería instantánea

Welcome Bethany, our Strategic Premium Support Program customer

Your Support Flashes

Fix patch for Lotus Notes Domino 3.0
Faster run time, continuous updates and RSS integration.

3 new responses in the feeedback forum

What's New?

06 new documents | 02 upcoming events | Past 7 days

Name	Category	Date Posted
IBM Workplace Colla		June 18 - 5:15 PM
Q1 2005 Lotus Prem		June 19 - 2:15 PM
Quickly Create Dom		June 19 - 3:23 PM
New Features in Lotus Premium Support Portal version 1.27	Announcement	June 19 - 3:38 PM
Improvements in Premium Support Version 1.24	Flash Tech Note	June 19 - 4:05 PM
Connecting Lotus Instant Messaging (Sametime) Communities	Article	J e 19 - 5:00 PM
Conference call for PSP on June 20 at 2:00 PM EST	Upcoming event	June - 5:30 PM
Video Conference for quarterly announcements on June 21 at 3 PM	Upcoming Event	June 19 - :45 PM

What would you like to do?

- Troubleshoot a problem
- Download a patch or fix
- Check for responses to my forum postings
- Get a new RSS feed
- Open a PMR
- Contact my Support Manager
- Change the content or layout
- Change my password

Bookmarks

Links, RSS Feeds, Saved Searches

Saved Searches
- IBM Lotus Workplace 3.0
- Tivoli PRISM Solution
- Websphere Everyplace Access Client
- Linux Workplace Client Technology

Tech Notes

Source Code

Sample Sites
- Support Info World Technology
- IBM Soloutions World
- Lotusphere Notes and Demos
- Personal Support Data
- World Data Clock
- Technotes.com and more

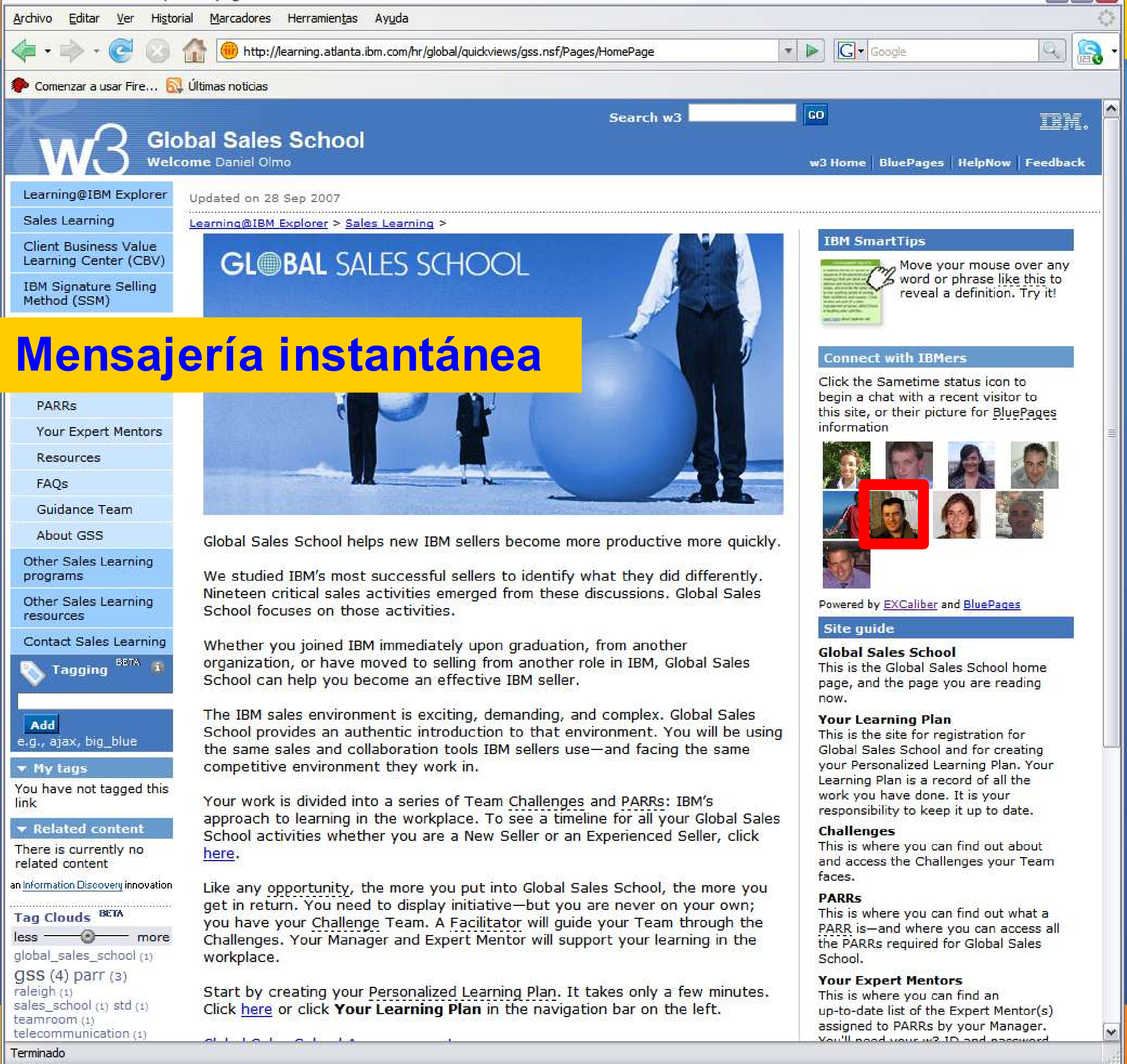
Chat Central

My Lotus Support Contacts
- Steve Williams
- Candace Collins

My Company's Lotus Support Team
- James Fry
- Mary banks
- Sammy Nguyen

My Fellow Lotus Customers
- Bobby Hill (United Accts)
- Murray Acheson (International)
- Kay Truman (JMM Corp)

Mensajería instantánea


Archivo Editar Ver Historial Marcadores Herramientas Ayuda
http://learning.atlanta.ibm.com/hr/global/quickviews/gss.nsf/Pages/HomePage
Google
Comenzar a usar Fire... Últimas noticias
Search w3 GO
w3 Home | BluePages | HelpNow | Feedback
Learning@IBM Explorer
Sales Learning
Client Business Value Learning Center (CBV)
IBM Signature Selling Method (SSM)
PARRs
Your Expert Mentors
Resources
FAQs
Guidance Team
About GSS
Other Sales Learning programs
Other Sales Learning resources
Contact Sales Learning
Tagging BETA
Add
e.g., ajax, big_blue
My tags
Related content
Tag Clouds BETA
less more
global_sales_school (1)
gss (4) parr (3)
raleigh (1)
sales_school (1) std (1)
teamroom (1)
telecommunication (1)
GLOBAL SALES SCHOOL
Terminado

Global Sales School

Welcome Daniel Olmo

Updated on 28 Sep 2007

Learning@IBM Explorer > Sales Learning >

Global Sales School helps new IBM sellers become more productive more quickly.

We studied IBM's most successful sellers to identify what they did differently. Nineteen critical sales activities emerged from these discussions. Global Sales School focuses on those activities.

Whether you joined IBM immediately upon graduation, from another organization, or have moved to selling from another role in IBM, Global Sales School can help you become an effective IBM seller.

The IBM sales environment is exciting, demanding, and complex. Global Sales School provides an authentic introduction to that environment. You will be using the same sales and collaboration tools IBM sellers use—and facing the same competitive environment they work in.

Your work is divided into a series of Team Challenges and PARRs: IBM's approach to learning in the workplace. To see a timeline for all your Global Sales School activities whether you are a New Seller or an Experienced Seller, click here.

Like any opportunity, the more you put into Global Sales School, the more you get in return. You need to display initiative—but you are never on your own; you have your Challenge Team. A Facilitator will guide your Team through the Challenges. Your Manager and Expert Mentor will support your learning in the workplace.

Start by creating your Personalized Learning Plan. It takes only a few minutes. Click here or click **Your Learning Plan** in the navigation bar on the left.

You have not tagged this link

There is currently no related content

an Information Discovery innovation

IBM SmartTips

Move your mouse over any word or phrase like this to reveal a definition. Try it!

Connect with IBMers

Click the Sametime status icon to begin a chat with a recent visitor to this site, or their picture for BluePages information

Powered by EXCaliber and BluePages

Site guide

Global Sales School
This is the Global Sales School home page, and the page you are reading now.

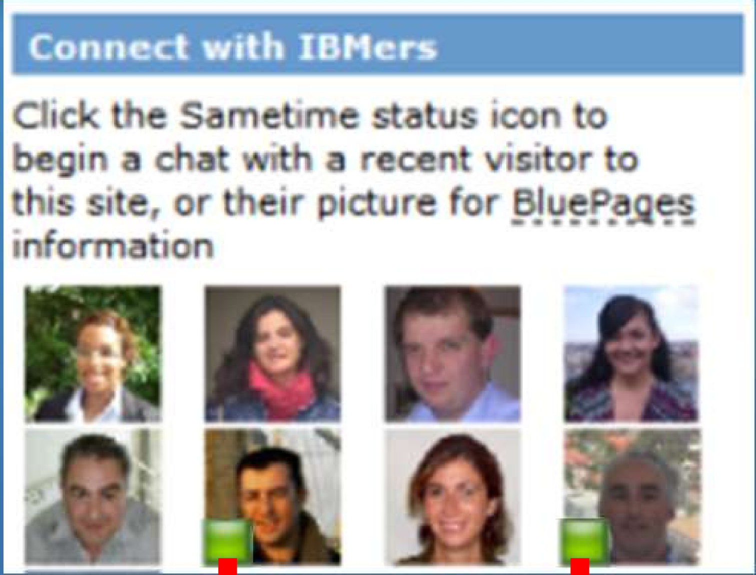
Your Learning Plan
This is the site for registration for Global Sales School and for creating your Personalized Learning Plan. Your Learning Plan is a record of all the work you have done. It is your responsibility to keep it up to date.

Challenges
This is where you can find out about and access the Challenges your Team faces.

PARRs
This is where you can find out what a PARR is—and where you can access all the PARRs required for Global Sales School.

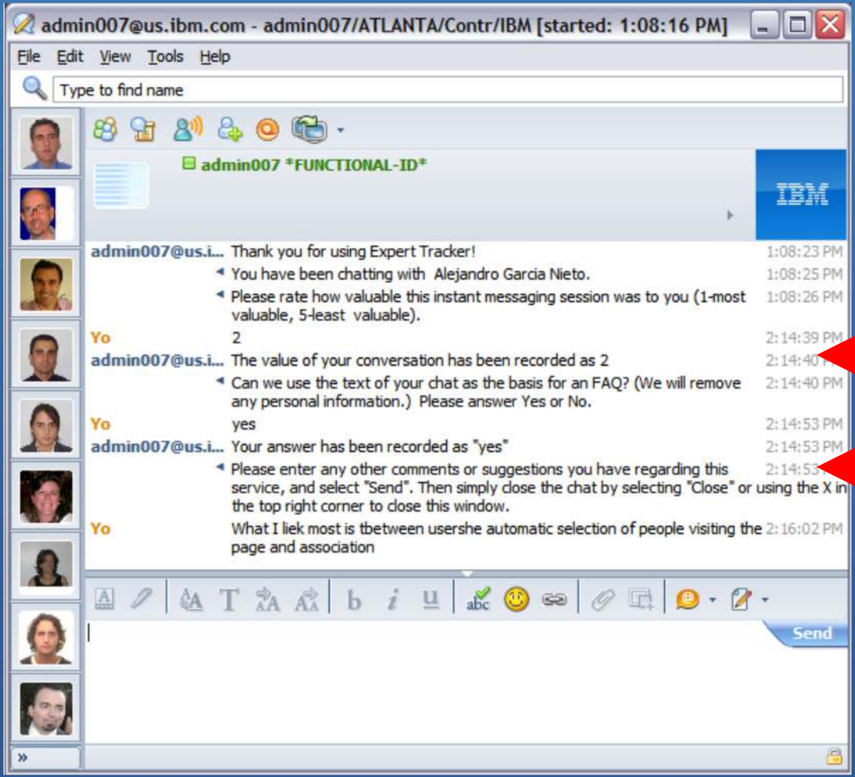
Your Expert Mentors
This is where you can find an up-to-date list of the Expert Mentor(s) assigned to PARRs by your Manager.

Mensajería instantánea



Connect with IBMers

Click the Sametime status icon to begin a chat with a recent visitor to this site, or their picture for BluePages information


admin007@us.ibm.com - admin007/ATLANTA/Contr/IBM [started: 1:08:16 PM]
File
Edit
View
Tools
Help
Type to find name
admin007 *FUNCTIONAL-ID*
IBM
Send

admin007@us.i... Thank you for using Expert Tracker! 1:08:23 PM

You have been chatting with Alejandro Garcia Nieto. 1:08:25 PM

Please rate how valuable this instant messaging session was to you (1-most valuable, 5-least valuable). 1:08:26 PM

Yo 2 2:14:39 PM

admin007@us.i... The value of your conversation has been recorded as 2 2:14:40

Can we use the text of your chat as the basis for an FAQ? (We will remove any personal information.) Please answer Yes or No. 2:14:40 PM

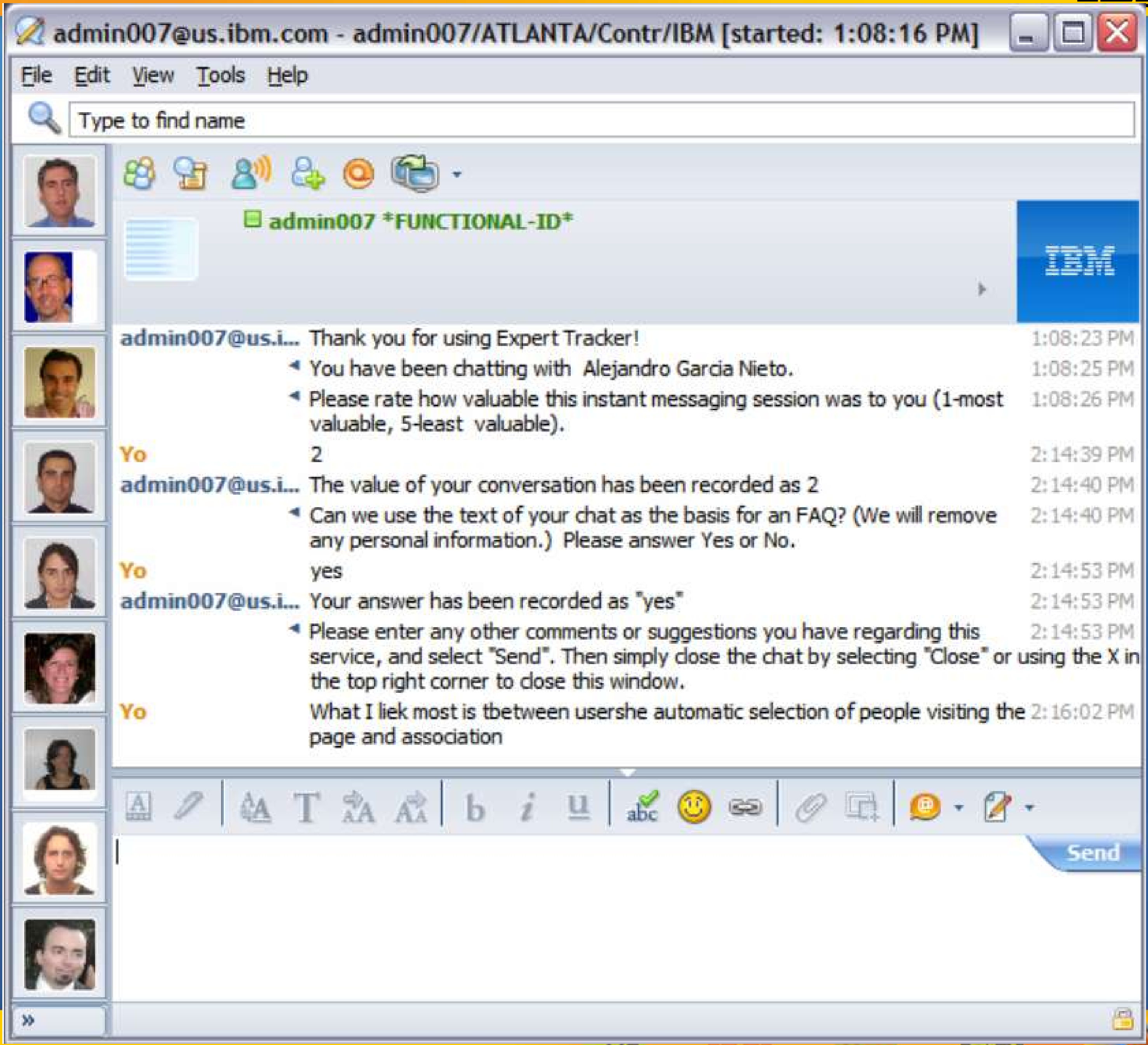
Yo yes 2:14:53 PM

admin007@us.i... Your answer has been recorded as "yes" 2:14:53 PM

Please enter any other comments or suggestions you have regarding this service, and select "Send". Then simply close the chat by selecting "Close" or using the X in the top right corner to close this window. 2:14:53

Yo What I liek most is tbetween usershe automatic selection of people visiting the page and association 2:16:02 PM

Conocimiento compartido



admin007@us.ibm.com - admin007/ATLANTA/Contr/IBM [started: 1:08:16 PM]

admin007@us.i... Thank you for using Expert Tracker! 1:08:23 PM

You have been chatting with Alejandro Garcia Nieto. 1:08:25 PM

Please rate how valuable this instant messaging session was to you (1-most valuable, 5-least valuable). 1:08:26 PM

Yo 2 2:14:39 PM

admin007@us.i... The value of your conversation has been recorded as 2 2:14:40 PM

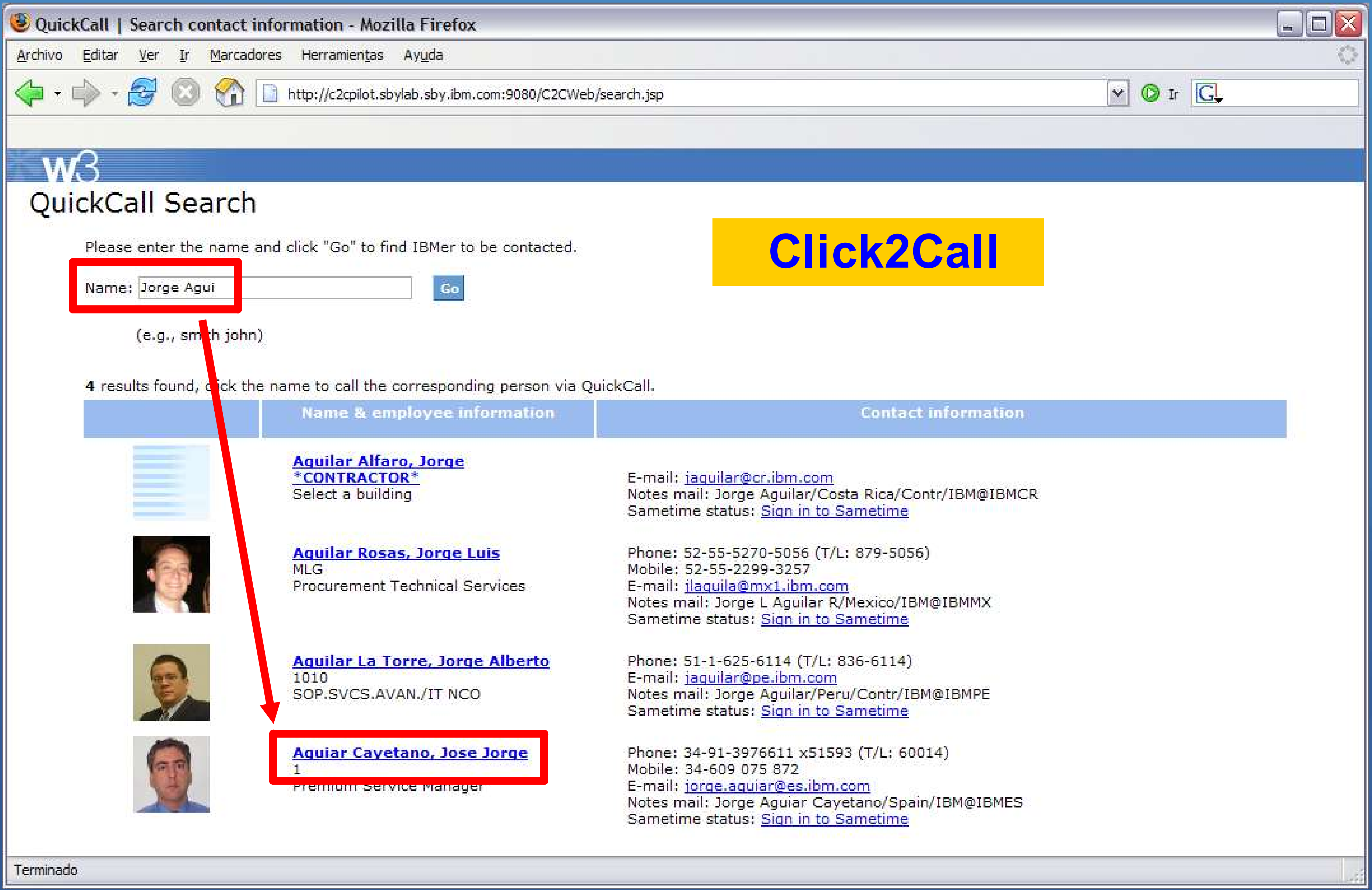
Can we use the text of your chat as the basis for an FAQ? (We will remove any personal information.) Please answer Yes or No. 2:14:40 PM

Yo yes 2:14:53 PM

admin007@us.i... Your answer has been recorded as "yes" 2:14:53 PM

Please enter any other comments or suggestions you have regarding this service, and select "Send". Then simply close the chat by selecting "Close" or using the X in the top right corner to close this window. 2:14:53 PM

Yo What I liek most is tbetween usershe automatic selection of people visiting the page and association 2:16:02 PM


QuickCall | Search contact information - Mozilla Firefox
Archivo Editar Ver Ir Marcadores Herramientas Ayuda
http://c2cpilot.sbylab.sby.ibm.com:9080/C2CWeb/search.jsp
Ir
w3
Go
Terminado

Click2Call

QuickCall Search

Please enter the name and click "Go" to find IBMer to be contacted.

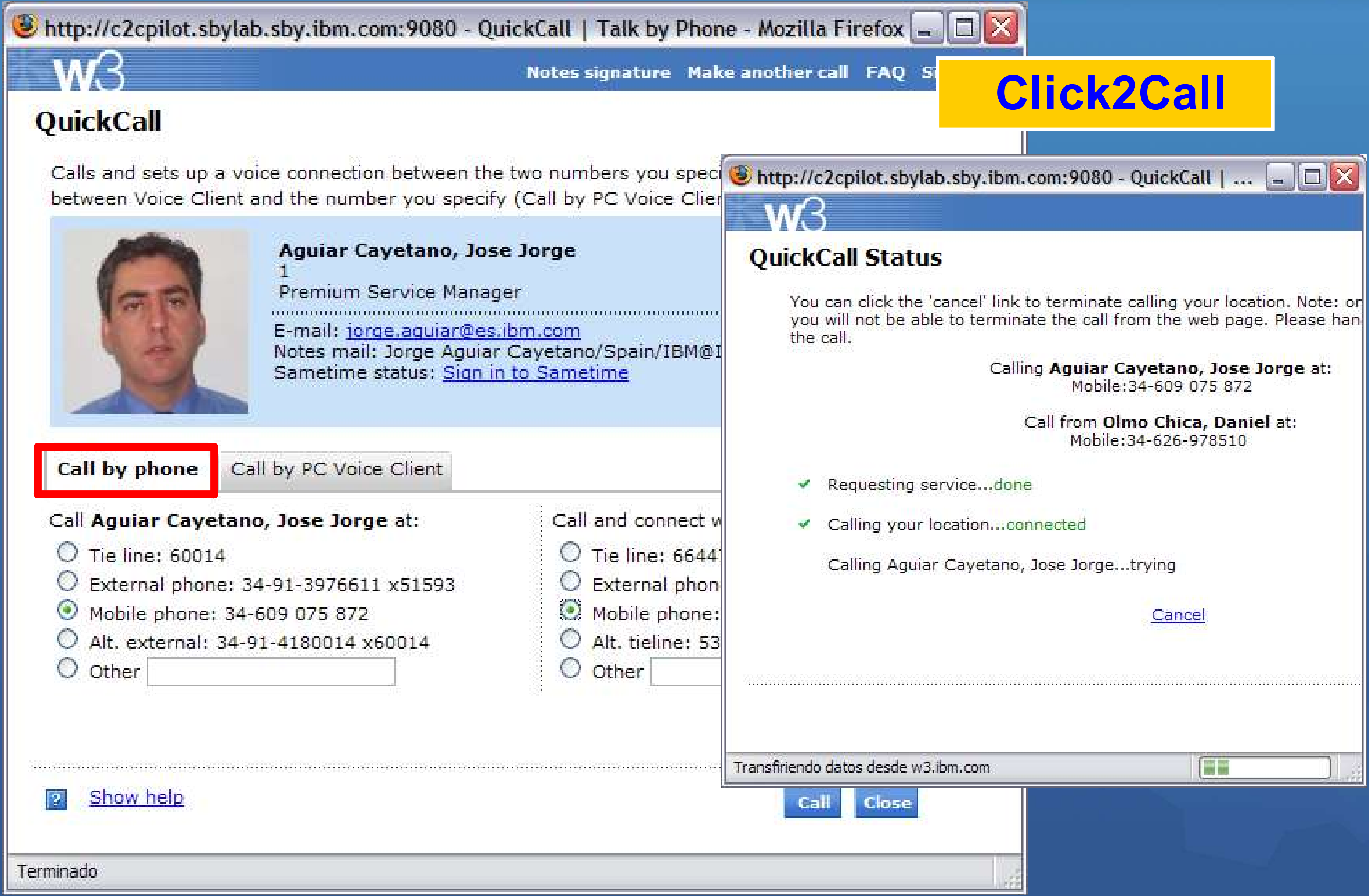
Name: Jorge Agui

(e.g., smith john)

4 results found, click the name to call the corresponding person via QuickCall.

	Name & employee information	Contact information
	Aguilar Alfaro, Jorge ***CONTRACTOR*** Select a building	E-mail: jaguilar@cr.ibm.com Notes mail: Jorge Aguilar/Costa Rica/Contr/IBM@IBMCR Sametime status: Sign in to Sametime
	Aguilar Rosas, Jorge Luis MLG Procurement Technical Services	Phone: 52-55-5270-5056 (T/L: 879-5056) Mobile: 52-55-2299-3257 E-mail: jlaguila@mx1.ibm.com Notes mail: Jorge L Aguilar R/Mexico/IBM@IBMMX Sametime status: Sign in to Sametime
	Aguilar La Torre, Jorge Alberto 1010 SOP.SVCS.AVAN./IT NCO	Phone: 51-1-625-6114 (T/L: 836-6114) E-mail: jaguilar@pe.ibm.com Notes mail: Jorge Aguilar/Peru/Contr/IBM@IBMPE Sametime status: Sign in to Sametime
	Aguiar Cayetano, Jose Jorge 1 Premium Service Manager	Phone: 34-91-3976611 x51593 (T/L: 60014) Mobile: 34-609 075 872 E-mail: jorge.aguiar@es.ibm.com Notes mail: Jorge Aguiar Cayetano/Spain/IBM@IBMES Sametime status: Sign in to Sametime

Click2Call



http://c2cpilot.sbylab.sby.ibm.com:9080 - QuickCall | Talk by Phone - Mozilla Firefox
w3
Notes signature
Make another call
FAQ
S

QuickCall

Calls and sets up a voice connection between the two numbers you speci
between Voice Client and the number you specify (Call by PC Voice Clie

Aguiar Cayetano, Jose Jorge
1
Premium Service Manager

E-mail: jorge.aguiar@es.ibm.com
Notes mail: Jorge Aguiar Cayetano/Spain/IBM@I
Sametime status: Sign in to Sametime

Call by phone
Call by PC Voice Client

Call **Aguiar Cayetano, Jose Jorge** at:

○ Tie line: 60014
○ External phone: 34-91-3976611 x51593
● Mobile phone: 34-609 075 872
○ Alt. external: 34-91-4180014 x60014
○ Other

Call and connect w

○ Tie line: 6644
○ External phon
● Mobile phone:
○ Alt. tieline: 53
○ Other

Show help
Call
Close
Terminado
http://c2cpilot.sbylab.sby.ibm.com:9080 - QuickCall | ...
w3

QuickCall Status

You can click the 'cancel' link to terminate calling your location. Note: or
you will not be able to terminate the call from the web page. Please han
the call.

Calling **Aguiar Cayetano, Jose Jorge** at:
Mobile:34-609 075 872

Call from **Olmo Chica, Daniel** at:
Mobile:34-626-978510

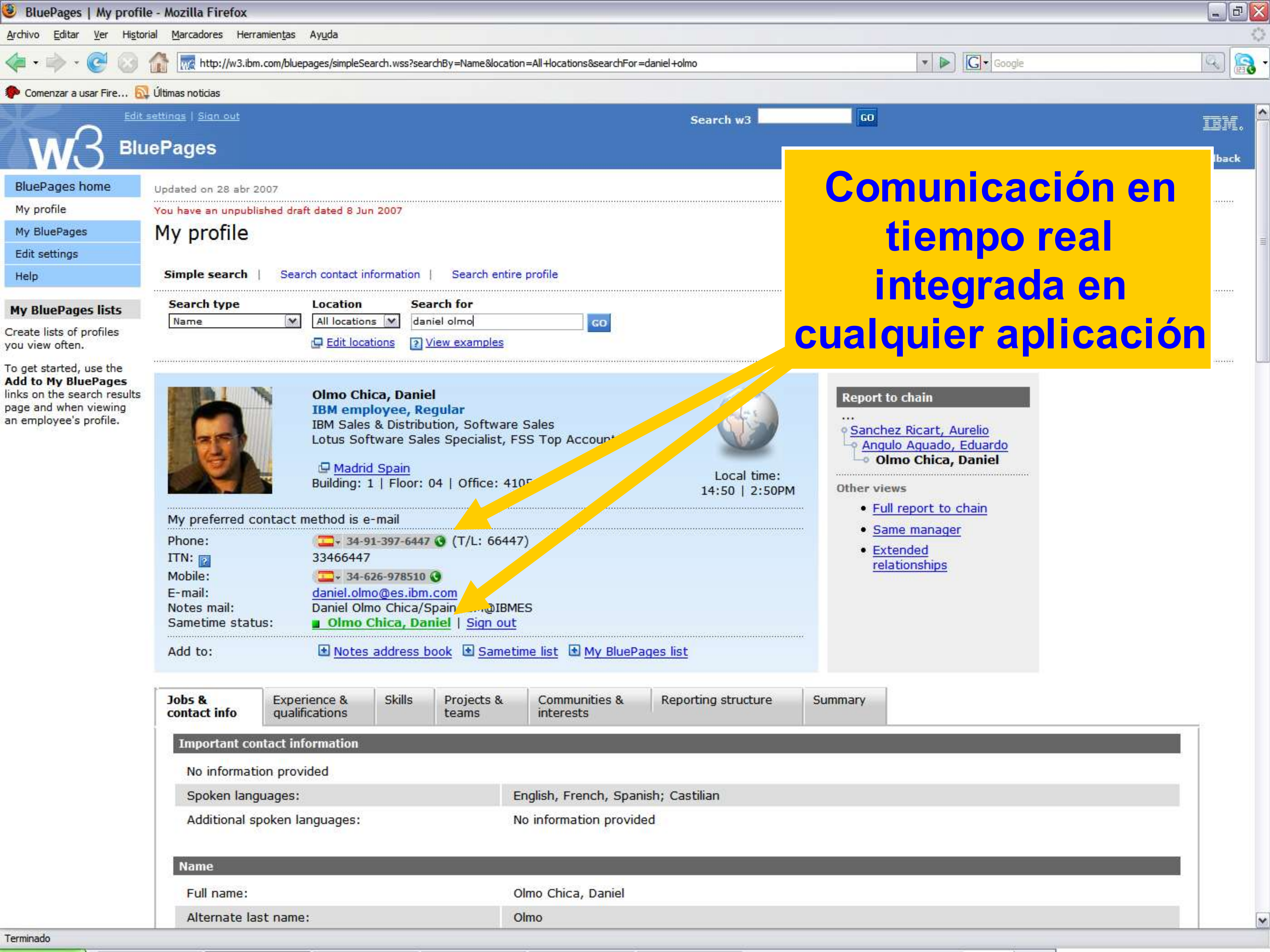
✓ Requesting service...done

✓ Calling your location...connected

Calling Aguiar Cayetano, Jose Jorge...trying

Cancel
Transfiriendo datos desde w3.ibm.com

Comunicación en tiempo real integrada en cualquier aplicación


BluePages | My profile - Mozilla Firefox
Archivo Editar Ver Historial Marcadores Herramientas Ayuda
http://w3.ibm.com/bluepages/simpleSearch.wss?searchBy=Name&location=All+locations&searchFor=daniel+olmo
Google
Comenzar a usar Fire... Últimas noticias
Edit settings | Sign out
Search w3 GO
IBM.
w3 BluePages
back
BluePages home
My profile
My BluePages
Edit settings
Help
My BluePages lists

Create lists of profiles you view often.

To get started, use the **Add to My BluePages** links on the search results page and when viewing an employee's profile.

Updated on 28 abr 2007

You have an unpublished draft dated 8 Jun 2007

My profile

Simple search | Search contact information | Search entire profile

Search type	Location	Search for
Name	All locations	daniel olmo

GO
Edit locations
View examples

Olmo Chica, Daniel
IBM employee, Regular
IBM Sales & Distribution, Software Sales
Lotus Software Sales Specialist, FSS Top Accoun

Madrid Spain
Building: 1 | Floor: 04 | Office: 410

Local time:
14:50 | 2:50PM

My preferred contact method is e-mail

Phone:	34-91-397-6447 (T/L: 66447)
ITN:	33466447
Mobile:	34-626-978510
E-mail:	daniel.olmo@es.ibm.com
Notes mail:	Daniel Olmo Chica/Spain/...@IBMES
Sametime status:	Olmo Chica, Daniel | Sign out
Add to:	Notes address book Sametime list My BluePages list

Report to chain
...
Sanchez Ricart, Aurelio
Angulo Aguado, Eduardo
Olmo Chica, Daniel

Other views
- Full report to chain
- Same manager
- Extended relationships

Jobs & contact info
Experience & qualifications
Skills
Projects & teams
Communities & interests
Reporting structure
Summary

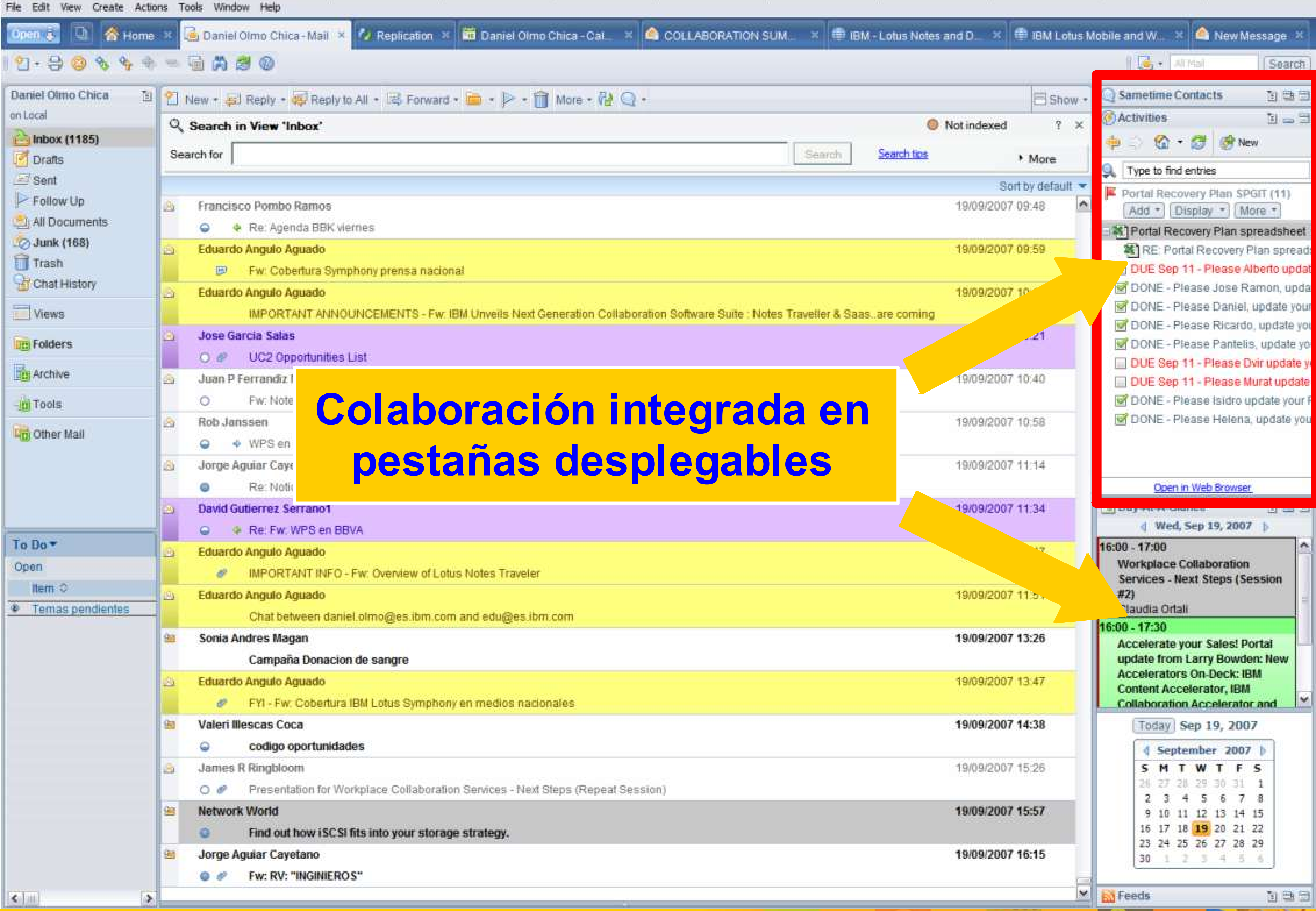
Important contact information

No information provided

Spoken languages:	English, French, Spanish; Castilian
Additional spoken languages:	No information provided

Name

Full name:	Olmo Chica, Daniel
Alternate last name:	Olmo


File
Edit
View
Create
Actions
Tools
Window
Help
Open
Home
Daniel Olmo Chica - Mail
Replication
Daniel Olmo Chica - Cal...
COLLABORATION SUM...
IBM - Lotus Notes and D...
IBM Lotus Mobile and W...
New Message
All Mail
Search
Daniel Olmo Chica
on Local
Inbox (1185)
Drafts
Sent
Follow Up
All Documents
Junk (168)
Trash
Chat History
Views
Folders
Archive
Tools
Other Mail
To Do
Open
Item
Temas pendientes
New
Reply
Reply to All
Forward
More
Show
Search in View 'Inbox'
Not indexed
Search for
Search
Search tips
More
Sort by default
Sametime Contacts
Activities
New
Type to find entries
Add
Display
More
Open in Web Browser
Today
Feeds

Francisco Pombo Ramos	Re: Agenda BBK viernes	19/09/2007 09:48
Eduardo Angulo Aguado	Fw: Cobertura Symphony prensa nacional	19/09/2007 09:59
Eduardo Angulo Aguado	IMPORTANT ANNOUNCEMENTS - Fw: IBM Unveils Next Generation Collaboration Software Suite : Notes Traveller & Saas..are coming	19/09/2007 10
Jose Garcia Salas	UC2 Opportunities List	21
Juan P Ferrandiz I	Fw: Note	19/09/2007 10:40
Rob Janssen	WPS en	19/09/2007 10:58
Jorge Aguiar Caye	Re: Noti	19/09/2007 11:14
David Gutierrez Serrano1	Re: Fw: WPS en BBVA	19/09/2007 11:34
Eduardo Angulo Aguado	IMPORTANT INFO - Fw: Overview of Lotus Notes Traveler	
Eduardo Angulo Aguado	Chat between daniel.olmo@es.ibm.com and edu@es.ibm.com	19/09/2007 11:5
Sonia Andres Magan	Campaña Donacion de sangre	19/09/2007 13:26
Eduardo Angulo Aguado	FYI - Fw: Cobertura IBM Lotus Symphony en medios nacionales	19/09/2007 13:47
Valeri Illescas Coca	codigo oportunidades	19/09/2007 14:38
James R Ringbloom	Presentation for Workplace Collaboration Services - Next Steps (Repeat Session)	19/09/2007 15:26
Network World	Find out how iSCSI fits into your storage strategy.	19/09/2007 15:57
Jorge Aguiar Cayetano	Fw: RV: "INGINIEROS"	19/09/2007 16:15

Portal Recovery Plan SPGIT (11)

Portal Recovery Plan spreadsheet
- RE: Portal Recovery Plan spread
- ☐ DUE Sep 11 - Please Alberto updat
- ☑ DONE - Please Jose Ramon, upda
- ☑ DONE - Please Daniel, update your
- ☑ DONE - Please Ricardo, update yo
- ☑ DONE - Please Pantelis, update yo
- ☐ DUE Sep 11 - Please Dvir update y
- ☐ DUE Sep 11 - Please Murat update
- ☑ DONE - Please Isidro update your
- ☑ DONE - Please Helena, update you

Wed, Sep 19, 2007

16:00 - 17:00
Workplace Collaboration Services - Next Steps (Session #2)
Claudia Ortali

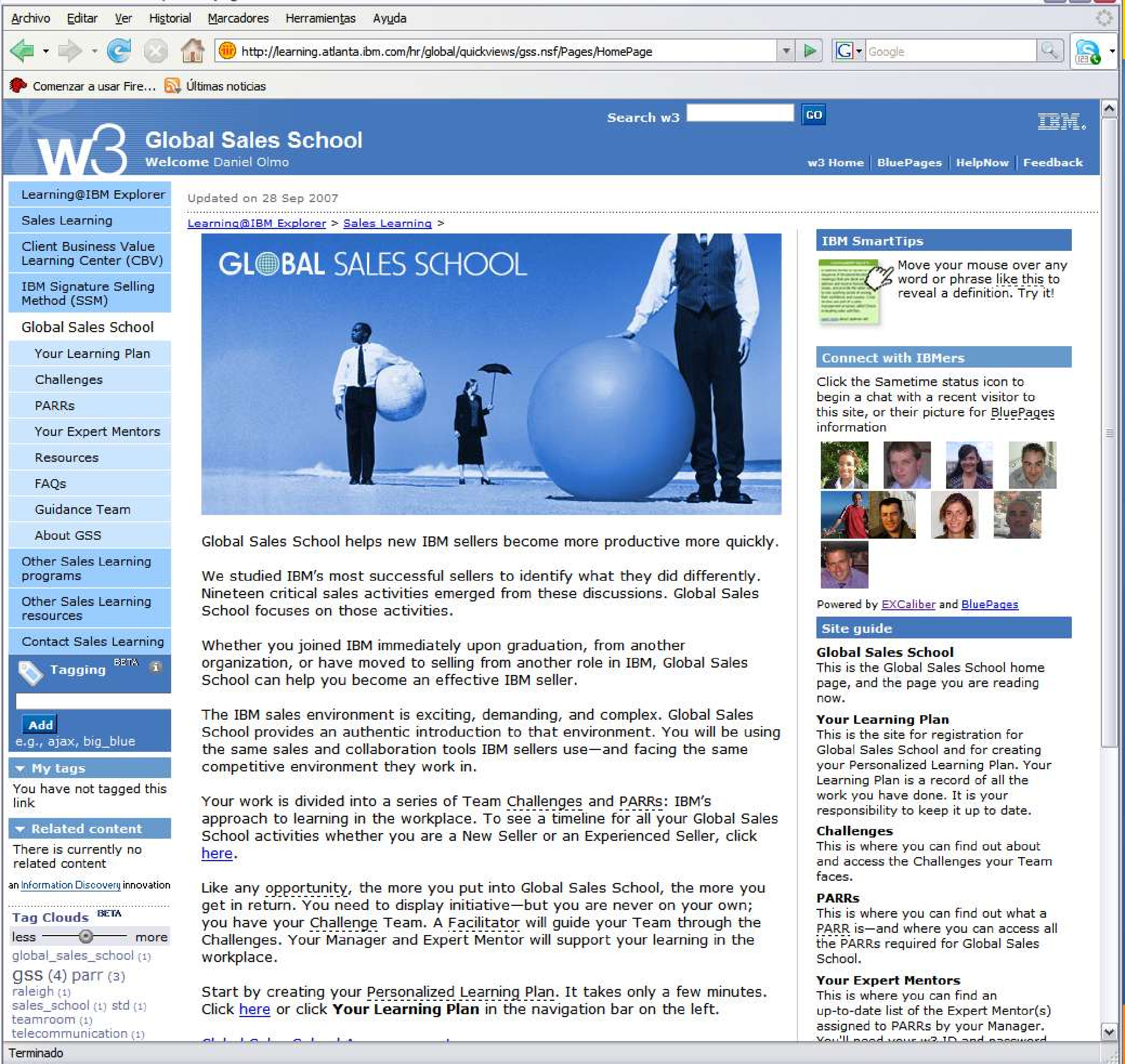
16:00 - 17:30
Accelerate your Sales! Portal update from Larry Bowden: New Accelerators On-Deck: IBM Content Accelerator, IBM Collaboration Accelerator and

Sep 19, 2007

September 2007

S	M	T	W	T	F	S
26	27	28	29	30	31	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	1	2	3	4	5	6

Colaboración integrada en pestañas desplegables


Archivo Editar Ver Historial Marcadores Herramientas Ayuda
http://learning.atlanta.ibm.com/hr/global/quickviews/gss.nsf/Pages/HomePage
Google
Comenzar a usar Fire...
Últimas noticias
Search w3
GO
w3
w3 Home | BluePages | HelpNow | Feedback
Learning@IBM Explorer
Sales Learning
Client Business Value Learning Center (CBV)
IBM Signature Selling Method (SSM)
Global Sales School
Your Learning Plan
Challenges
PARRs
Your Expert Mentors
Resources
FAQs
Guidance Team
About GSS
Other Sales Learning programs
Other Sales Learning resources
Contact Sales Learning
Tagging BETA
Add
e.g., ajax, big_blue
My tags
Related content
Tag Clouds BETA
less
more
global_sales_school (1)
gss (4) parr (3)
raleigh (1)
sales_school (1) std (1)
teamroom (1)
telecommunication (1)
GLOBAL SALES SCHOOL
Terminado

Global Sales School

Welcome Daniel Olmo

Updated on 28 Sep 2007

Learning@IBM Explorer > Sales Learning >

Global Sales School helps new IBM sellers become more productive more quickly.

We studied IBM's most successful sellers to identify what they did differently. Nineteen critical sales activities emerged from these discussions. Global Sales School focuses on those activities.

Whether you joined IBM immediately upon graduation, from another organization, or have moved to selling from another role in IBM, Global Sales School can help you become an effective IBM seller.

The IBM sales environment is exciting, demanding, and complex. Global Sales School provides an authentic introduction to that environment. You will be using the same sales and collaboration tools IBM sellers use—and facing the same competitive environment they work in.

Your work is divided into a series of Team Challenges and PARRs: IBM's approach to learning in the workplace. To see a timeline for all your Global Sales School activities whether you are a New Seller or an Experienced Seller, click here.

Like any opportunity, the more you put into Global Sales School, the more you get in return. You need to display initiative—but you are never on your own; you have your Challenge Team. A Facilitator will guide your Team through the Challenges. Your Manager and Expert Mentor will support your learning in the workplace.

Start by creating your Personalized Learning Plan. It takes only a few minutes. Click here or click **Your Learning Plan** in the navigation bar on the left.

You have not tagged this link

There is currently no related content

an Information Discovery innovation

IBM SmartTips

Move your mouse over any word or phrase like this to reveal a definition. Try it!

Connect with IBMers

Click the Sametime status icon to begin a chat with a recent visitor to this site, or their picture for BluePages information

Powered by EXCaliber and BluePages

Site guide

Global Sales School
This is the Global Sales School home page, and the page you are reading now.

Your Learning Plan
This is the site for registration for Global Sales School and for creating your Personalized Learning Plan. Your Learning Plan is a record of all the work you have done. It is your responsibility to keep it up to date.

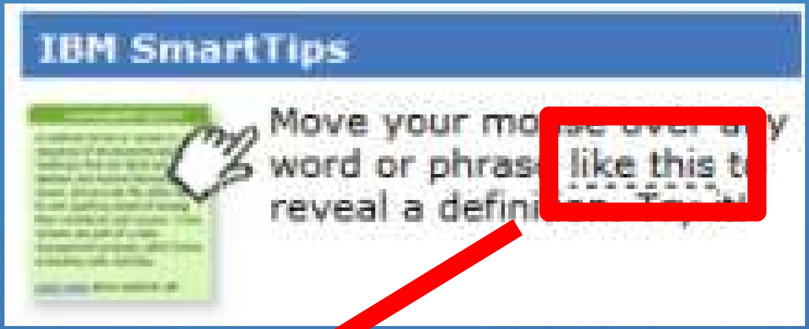
Challenges
This is where you can find out about and access the Challenges your Team faces.

PARRs
This is where you can find out what a PARR is—and where you can access all the PARRs required for Global Sales School.

Your Expert Mentors
This is where you can find an up-to-date list of the Expert Mentor(s) assigned to PARRs by your Manager.

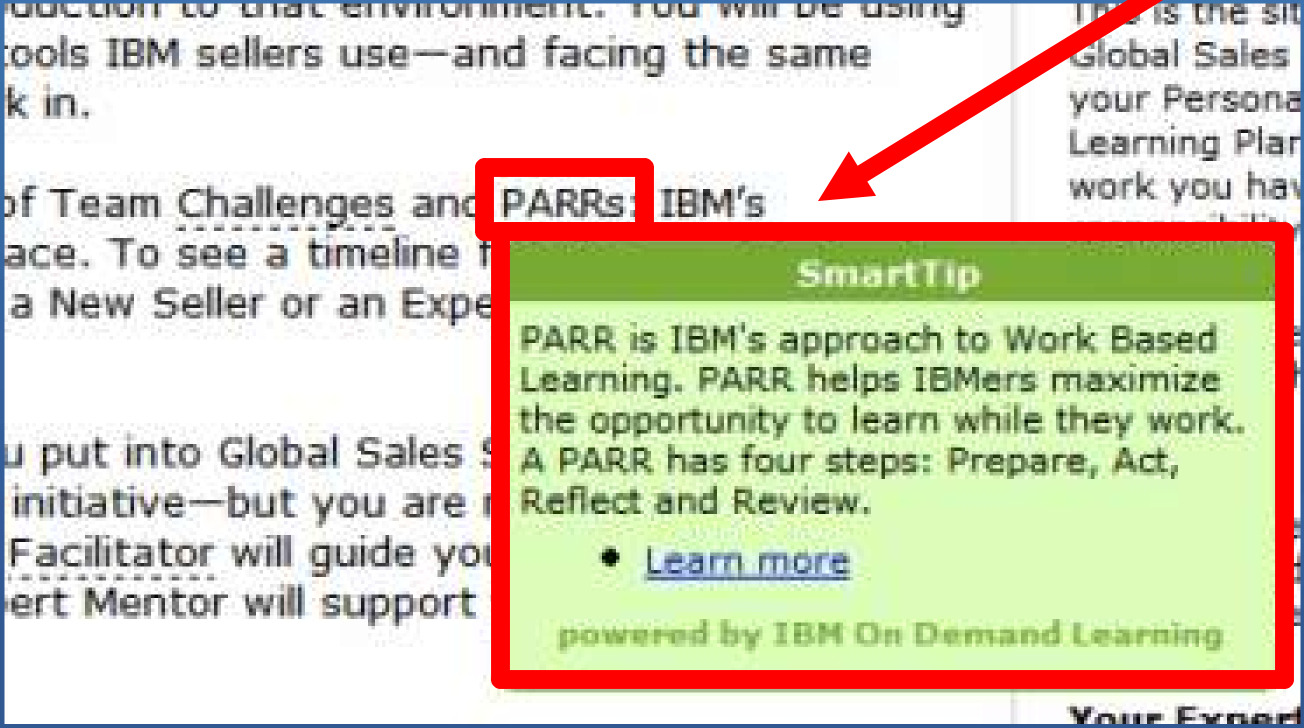
SmartTips

Web 2.0 Semantic tags



IBM SmartTips

Move your mouse over any word or phrase like this to reveal a defini



oduction to that environment. You will be using
ools IBM sellers use—and facing the same
k in.

of Team Challenges and PARRs: IBM's
ace. To see a timeline f
a New Seller or an Expe

u put into Global Sales S
initiative—but you are
Facilitator will guide you
ert Mentor will support

This is the si
Global Sales
your Persona
Learning Pla
work you hav

Your Experi

SmartTip

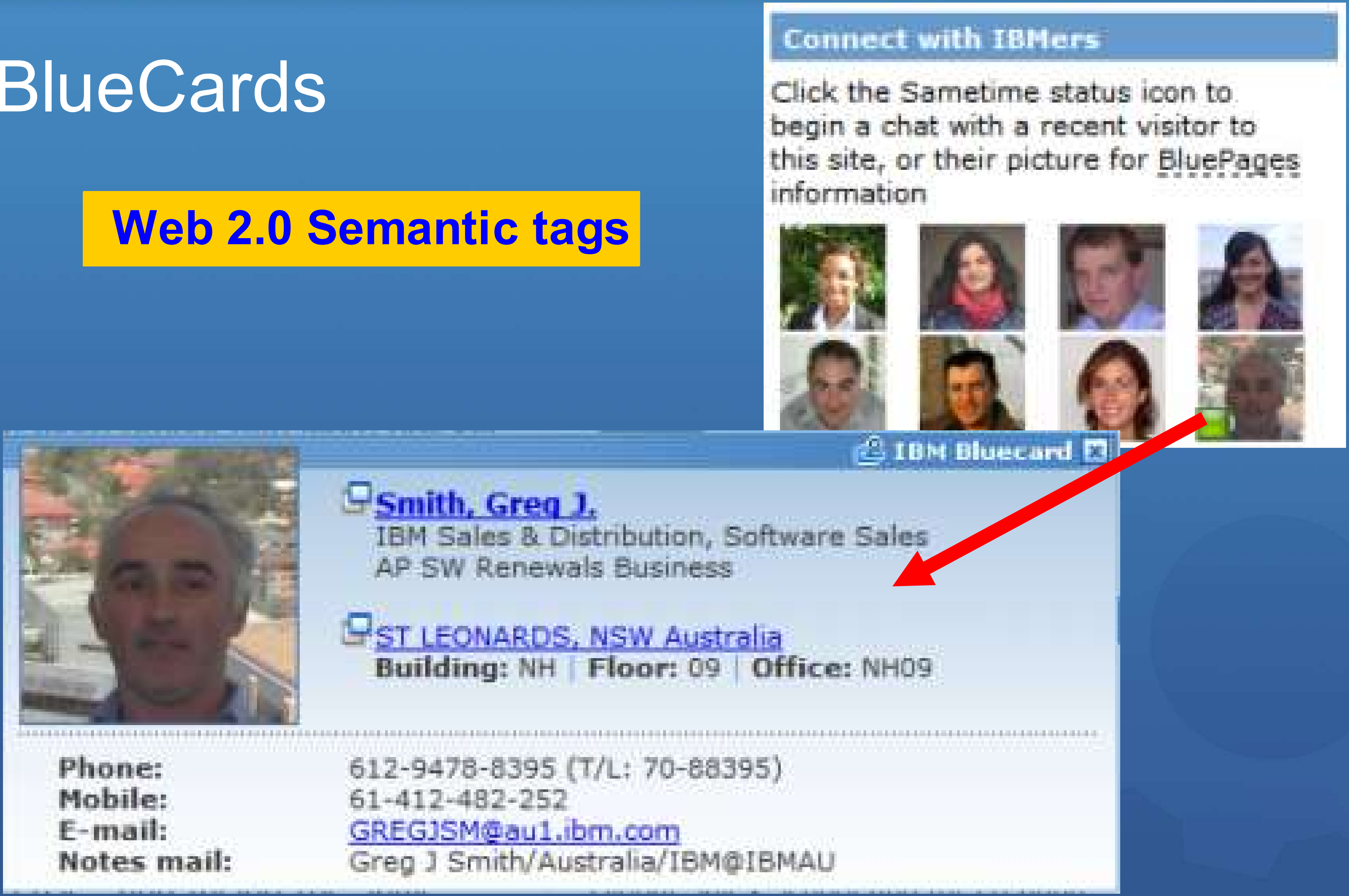
PARR is IBM's approach to Work Based Learning. PARR helps IBMers maximize the opportunity to learn while they work. A PARR has four steps: Prepare, Act, Reflect and Review.

- Learn more

powered by IBM On Demand Learning

BlueCards

Web 2.0 Semantic tags



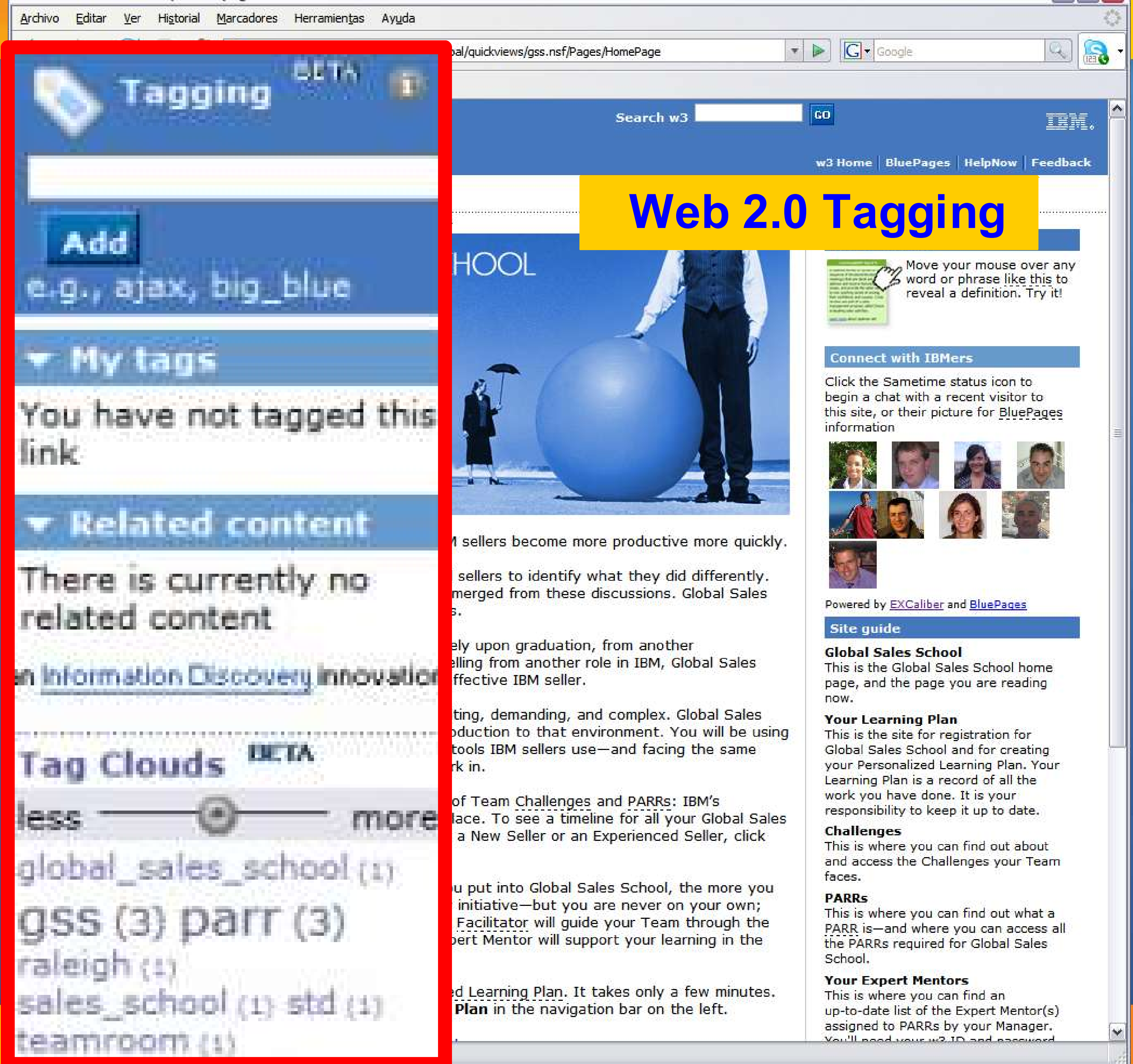
Click the Sametime status icon to begin a chat with a recent visitor to this site, or their picture for BluePages information

Smith, Greg J.
IBM Sales & Distribution, Software Sales
AP SW Renewals Business

ST LEONARDS, NSW Australia
Building: NH | **Floor:** 09 | **Office:** NH09

Phone:	612-9478-8395 (T/L: 70-88395)
Mobile:	61-412-482-252
E-mail:	GREGJSM@au1.ibm.com
Notes mail:	Greg J Smith/Australia/IBM@IBMAU

Web 2.0 Tagging


Archivo
Editar
Ver
Historial
Marcadores
Herramientas
Ayuda
al/quickviews/gss.nsf/Pages/HomePage
Google
Tagging
BETA
Add
e.g., ajax, big_blue
My tags
Related content
Tag Clouds
BETA
less
more
global_sales_school (1)
gss (3) parr (3)
raleigh (1)
sales_school (1) std (1)
teamroom (1)
Search w3
GO
IBM.
w3 Home
BluePages
HelpNow
Feedback
HOOL
Connect with IBMers
Site guide

You have not tagged this link

There is currently no related content

n Information Discovery innovation

Move your mouse over any word or phrase like this to reveal a definition. Try it!

Click the Sametime status icon to begin a chat with a recent visitor to this site, or their picture for BluePages information

Powered by EXCaliber and BluePages

1 sellers become more productive more quickly.

sellers to identify what they did differently. merged from these discussions. Global Sales s.

ely upon graduation, from another elling from another role in IBM, Global Sales ffective IBM seller.

ting, demanding, and complex. Global Sales oduction to that environment. You will be using tools IBM sellers use—and facing the same rk in.

of Team Challenges and PARRs: IBM's lace. To see a timeline for all your Global Sales a New Seller or an Experienced Seller, click

u put into Global Sales School, the more you initiative—but you are never on your own; Facilitator will guide your Team through the pert Mentor will support your learning in the

ed Learning Plan. It takes only a few minutes. Plan in the navigation bar on the left.

Global Sales School
This is the Global Sales School home page, and the page you are reading now.

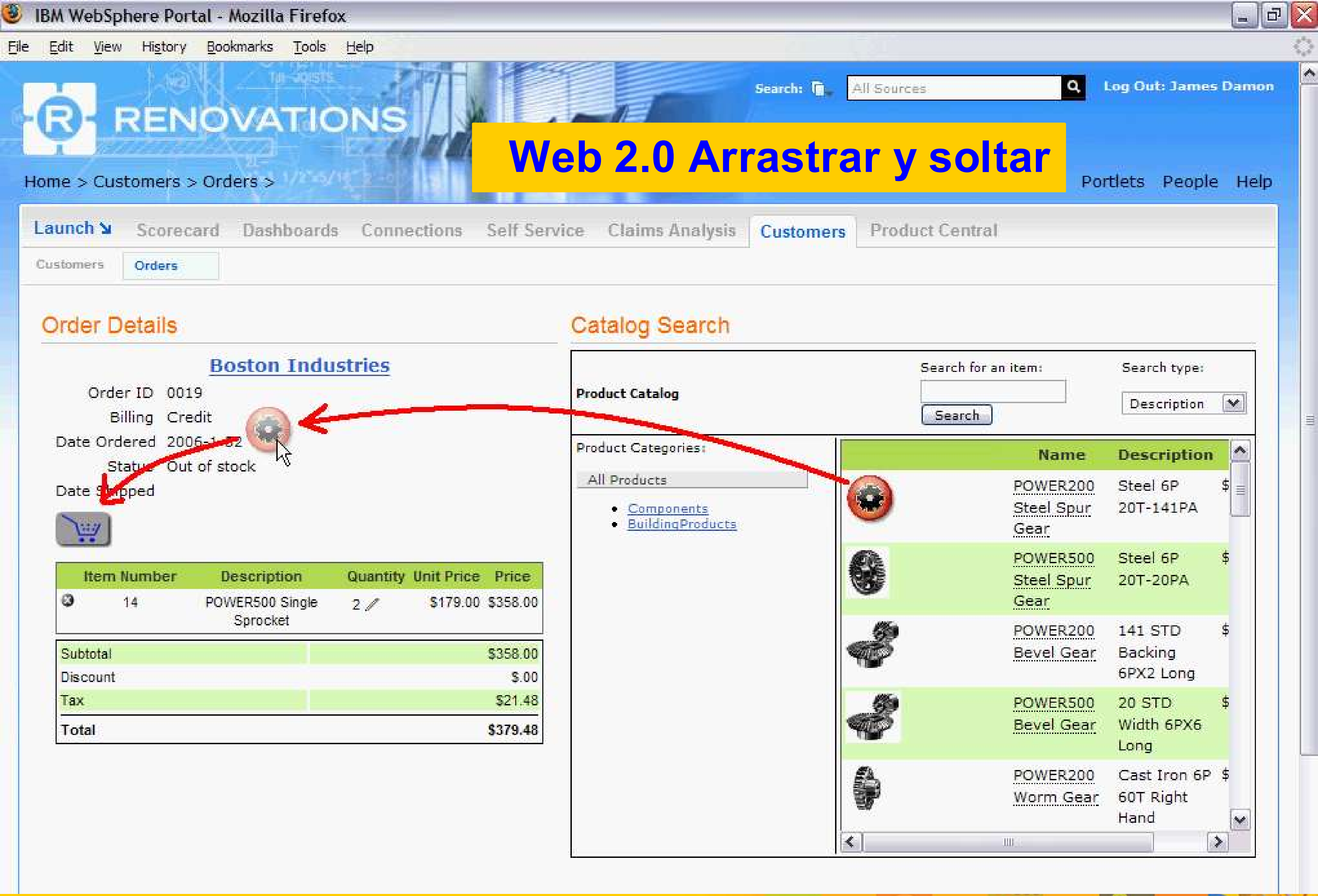
Your Learning Plan
This is the site for registration for Global Sales School and for creating your Personalized Learning Plan. Your Learning Plan is a record of all the work you have done. It is your responsibility to keep it up to date.

Challenges
This is where you can find out about and access the Challenges your Team faces.

PARRs
This is where you can find out what a PARR is—and where you can access all the PARRs required for Global Sales School.

Your Expert Mentors
This is where you can find an up-to-date list of the Expert Mentor(s) assigned to PARRs by your Manager.

Web 2.0 Arrastrar y soltar


IBM WebSphere Portal - Mozilla Firefox
File
Edit
View
History
Bookmarks
Tools
Help
RENOVATIONS
Search:
All Sources
Log Out: James Damon
Home > Customers > Orders >
Portlets
People
Help
Launch
Scorecard
Dashboards
Connections
Self Service
Claims Analysis
Customers
Product Central
Customers
Orders

Order Details

Boston Industries

Order ID 0019
Billing Credit
Date Ordered 2006-1 -2
Status Out of stock
Date Shipped

Item Number	Description	Quantity	Unit Price	Price
14	POWER500 Single Sprocket	2	$179.00	$358.00

Subtotal	$358.00
Discount	$.00
Tax	$21.48
Total	**$379.48**

Catalog Search

Product Catalog

Search for an item:

Search

Search type: Description

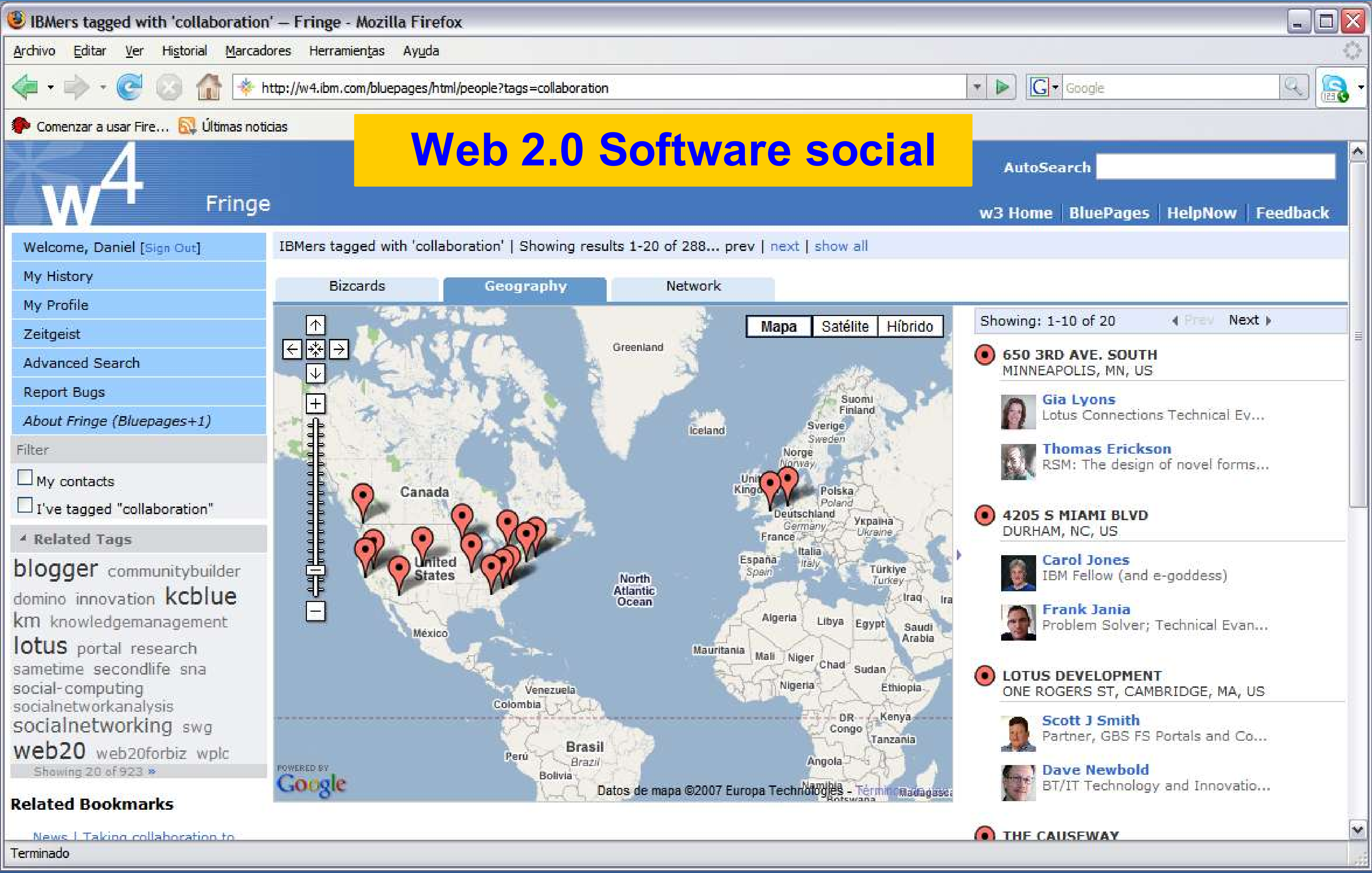
Product Categories:

All Products

- Components
- BuildingProducts

Name	Description
POWER200 Steel Spur Gear	Steel 6P 20T-141PA
POWER500 Steel Spur Gear	Steel 6P 20T-20PA
POWER200 Bevel Gear	141 STD Backing 6PX2 Long
POWER500 Bevel Gear	20 STD Width 6PX6 Long
POWER200 Worm Gear	Cast Iron 6P 60T Right Hand

Web 2.0 Software social


IBMers tagged with 'collaboration' – Fringe - Mozilla Firefox
Archivo
Editar
Ver
Historial
Marcadores
Herramientas
Ayuda
http://w4.ibm.com/bluepages/html/people?tags=collaboration
Google
Comenzar a usar Fire...
Últimas noticias
w4
Fringe
AutoSearch
w3 Home | BluePages | HelpNow | Feedback
Bizcards
Geography
Network
Mapa
Satélite
Híbrido
Greenland
Iceland
Suomi Finland
Sverige Sweden
Norge Norway
United Kingdom
Polska Poland
Deutschland Germany
Україна Ukraine
France
España Spain
Italia Italy
Türkiye Turkey
Iraq
Canada
United States
México
North Atlantic Ocean
Algeria
Libya
Egypt
Saudi Arabia
Mauritania
Mali
Niger
Chad
Sudan
Nigeria
Ethiopia
Venezuela
Colombia
DR Congo
Kenya
Tanzania
Brasil Brazil
Perú
Bolivia
Angola
Namibia
Botswana
Madagascar
POWERED BY Google
Datos de mapa ©2007 Europa Technologies - Términos de uso
Terminado

Welcome, Daniel [Sign Out]

- My History
- My Profile
- Zeitgeist
- Advanced Search
- Report Bugs
- *About Fringe (Bluepages+1)*

Filter

☐ My contacts
☐ I've tagged "collaboration"

Related Tags

blogger communitybuilder domino innovation kcblue km knowledgemanagement lotus portal research sametime secondlife sna social-computing socialnetworkanalysis socialnetworking swg web20 web20forbiz wplc

Showing 20 of 923 »

Related Bookmarks

News | Taking collaboration to

IBMers tagged with 'collaboration' | Showing results 1-20 of 288... prev | next | show all

Showing: 1-10 of 20 ◂ Prev Next ▸

650 3RD AVE. SOUTH
MINNEAPOLIS, MN, US

Gia Lyons
Lotus Connections Technical Ev...

Thomas Erickson
RSM: The design of novel forms...

4205 S MIAMI BLVD
DURHAM, NC, US

Carol Jones
IBM Fellow (and e-goddess)

Frank Jania
Problem Solver; Technical Evan...

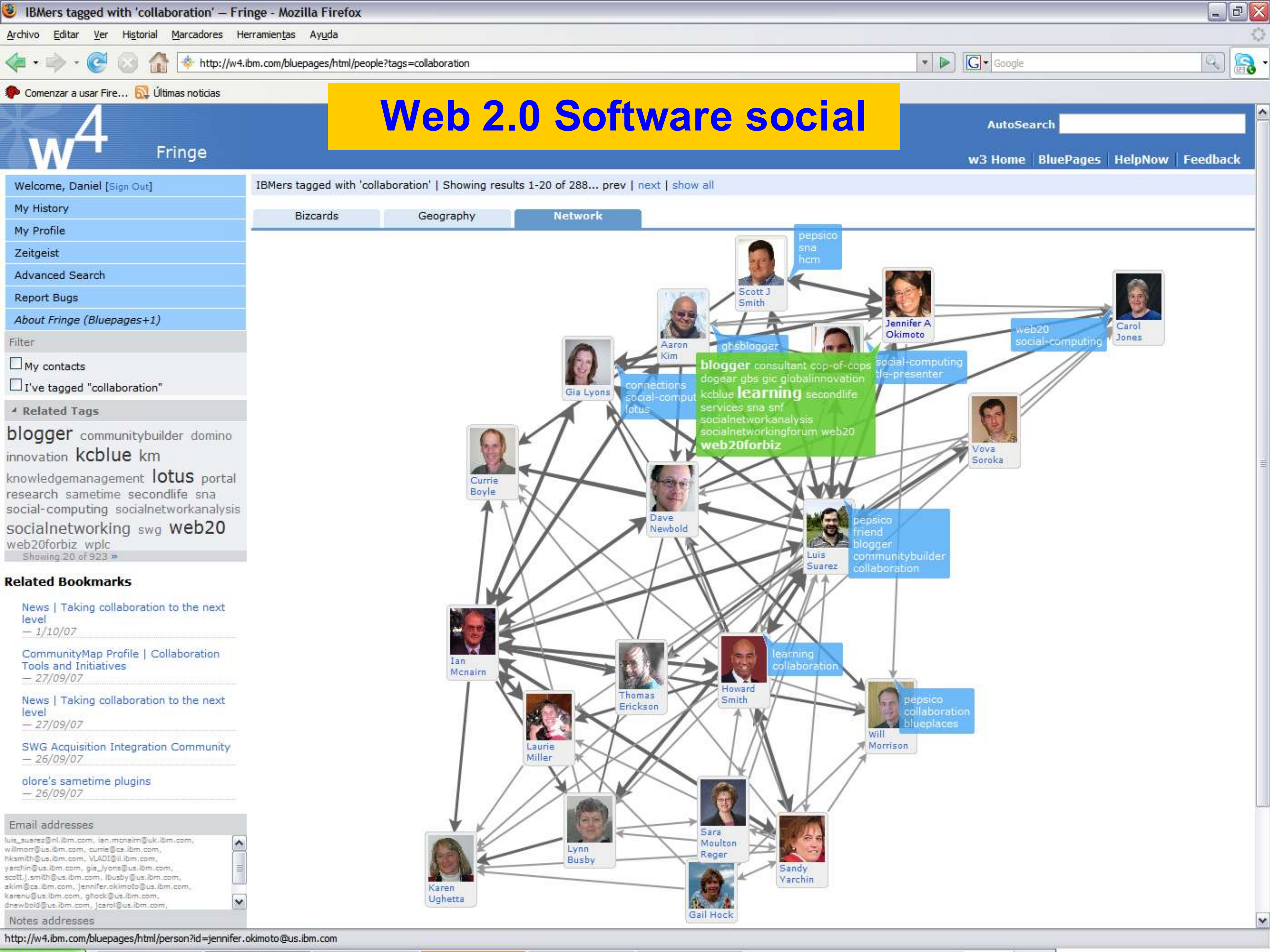
LOTUS DEVELOPMENT
ONE ROGERS ST, CAMBRIDGE, MA, US

Scott J Smith
Partner, GBS FS Portals and Co...

Dave Newbold
BT/IT Technology and Innovatio...

THE CAUSEWAY

Web 2.0 Software social


IBMers tagged with 'collaboration' – Fringe - Mozilla Firefox
Archivo
Editar
Ver
Historial
Marcadores
Herramientas
Ayuda
http://w4.ibm.com/bluepages/html/people?tags=collaboration
Google
Comenzar a usar Fire...
Últimas noticias
w4
Fringe
AutoSearch
w3 Home
BluePages
HelpNow
Feedback
Welcome, Daniel [Sign Out]
My History
My Profile
Zeitgeist
Advanced Search
Report Bugs
About Fringe (Bluepages+1)
Filter
☐ My contacts
☐ I've tagged "collaboration"
Related Tags
blogger communitybuilder domino innovation kcblue km knowledgemanagement lotus portal research sametime secondlife sna social-computing socialnetworkanalysis socialnetworking swg web20 web20forbiz wplc
Showing 20 of 923 »
Bizcards
Geography
Network
Scott J Smith
pepsico sna hcm
Jennifer A Okimoto
Carol Jones
web20 social-computing
Aaron Kim
gbsblogger
blogger consultant cop-of-cops dogear gbs gic globalinnovation kcblue learning secondlife services sna snf socialnetworkanalysis socialnetworkingforum web20 web20forbiz
social-computing tle-presenter
Gia Lyons
connections social-comput lotus
Vova Soroka
Currie Boyle
Dave Newbold
Luis Suarez
pepsico friend blogger communitybuilder collaboration
Ian Mcnairn
Thomas Erickson
Howard Smith
learning collaboration
Will Morrison
pepsico collaboration blueplaces
Laurie Miller
Lynn Busby
Sara Moulton Reger
Sandy Yarchin
Karen Ughetta
Gail Hock
Notes addresses

IBMers tagged with 'collaboration' | Showing results 1-20 of 288... prev | next | show all

Related Bookmarks

News | Taking collaboration to the next level
— 1/10/07

CommunityMap Profile | Collaboration Tools and Initiatives
— 27/09/07

News | Taking collaboration to the next level
— 27/09/07

SWG Acquisition Integration Community
— 26/09/07

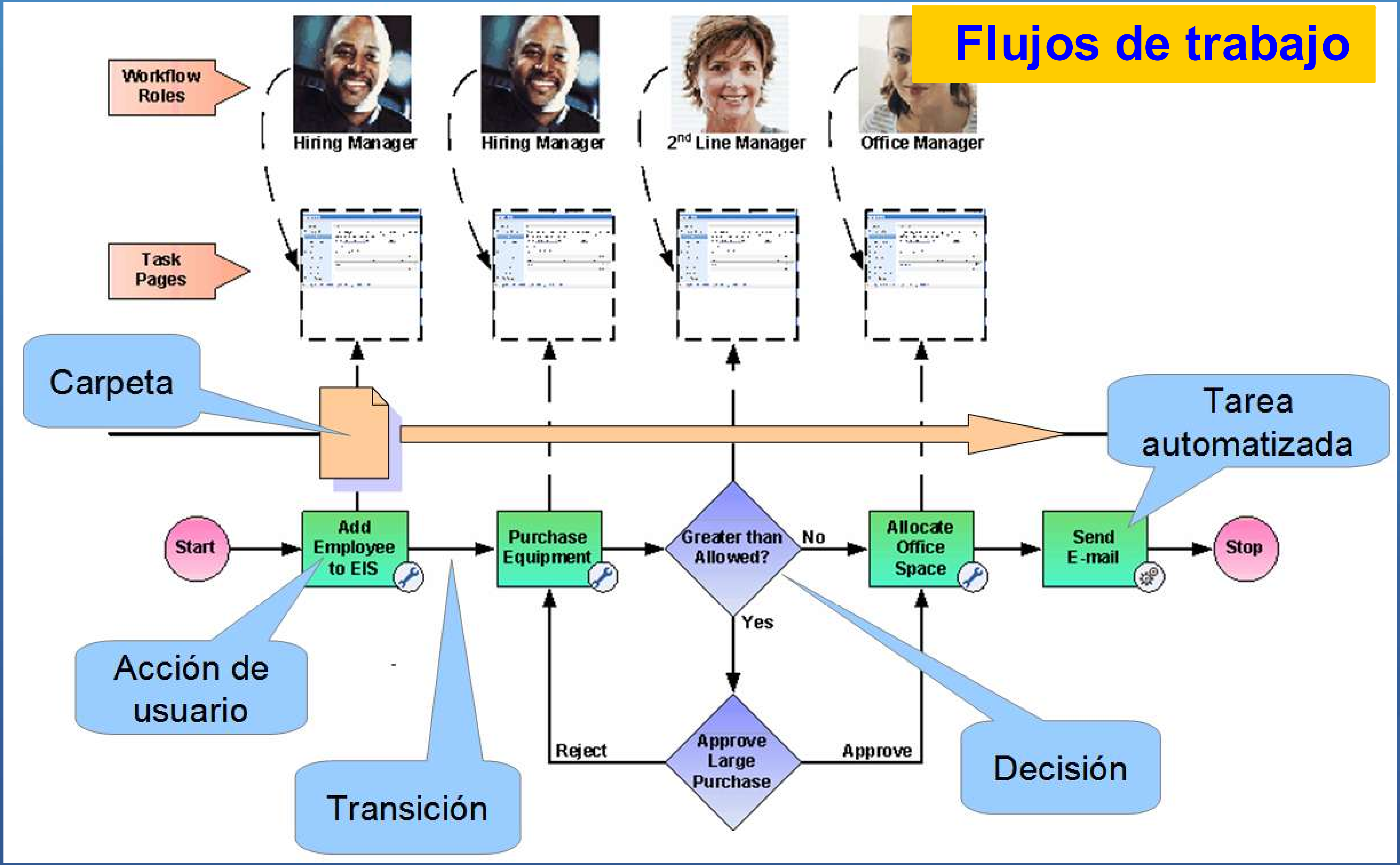
olore's sametime plugins
— 26/09/07

Email addresses

luis_suarez@nl.ibm.com, ian.mcnairn@uk.ibm.com, willmorr@us.ibm.com, currie@ca.ibm.com, hksmith@us.ibm.com, VLADI@il.ibm.com, yarchin@us.ibm.com, gia_lyons@us.ibm.com, scott.j.smith@us.ibm.com, lbusby@us.ibm.com, akim@ca.ibm.com, jennifer.okimoto@us.ibm.com, karenu@us.ibm.com, ghock@us.ibm.com, dnewbold@us.ibm.com, jcarol@us.ibm.com,

http://w4.ibm.com/bluepages/html/person?id=jennifer.okimoto@us.ibm.com

Flujos de trabajo


Workflow Roles
Task Pages
Hiring Manager
Hiring Manager
2nd Line Manager
Office Manager
Carpeta
Tarea automatizada
Start
Add Employee to EIS
Purchase Equipment
Greater than Allowed?
No
Yes
Allocate Office Space
Send E-mail
Stop
Reject
Approve Large Purchase
Approve
Acción de usuario
Transición
Decisión

Escritorio 2.0

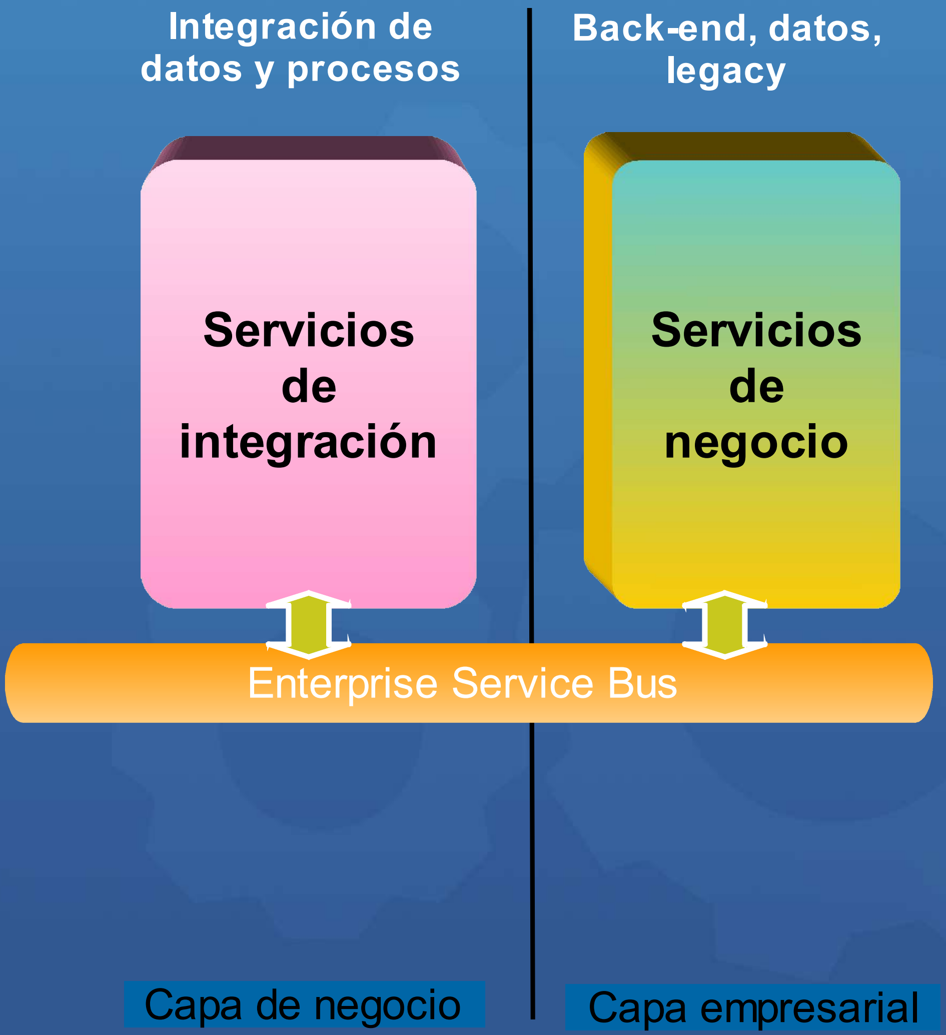
- Integrar aplicaciones y herramientas en procesos comunes
- Reutilizar las aplicaciones existentes y dejar espacio para nueva tecnología
- Optimizar la experiencia de trabajo de los usuarios
- Minimizar las dependencias del sistema operativo y del hardware
- Eliminar costes de despliegue y mantenimiento
- Independizar el canal de negocio de los sistemas informáticos

Modelo de arquitectura multicanal

Back-end, datos, legacy

Servicios de negocio

Modelo de arquitectura multicanal



Integración de datos y procesos

Back-end, datos, legacy

Servicios de integración

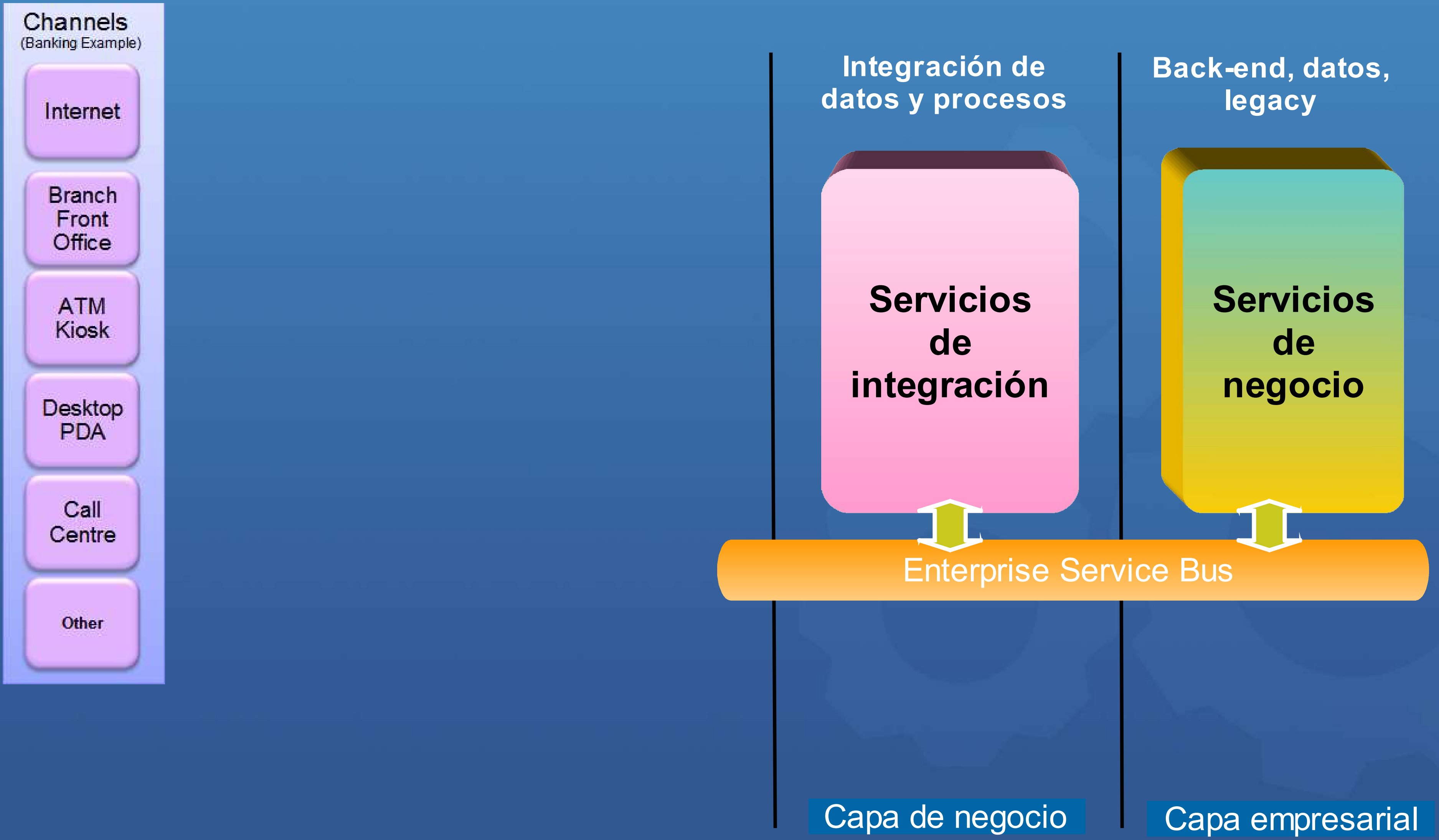
Servicios de negocio

Enterprise Service Bus

Capa de negocio

Capa empresarial

Modelo de arquitectura multicanal



Channels
(Banking Example)

- Internet
- Branch Front Office
- ATM Kiosk
- Desktop PDA
- Call Centre
- Other

Integración de datos y procesos

Back-end, datos, legacy

Servicios de integración

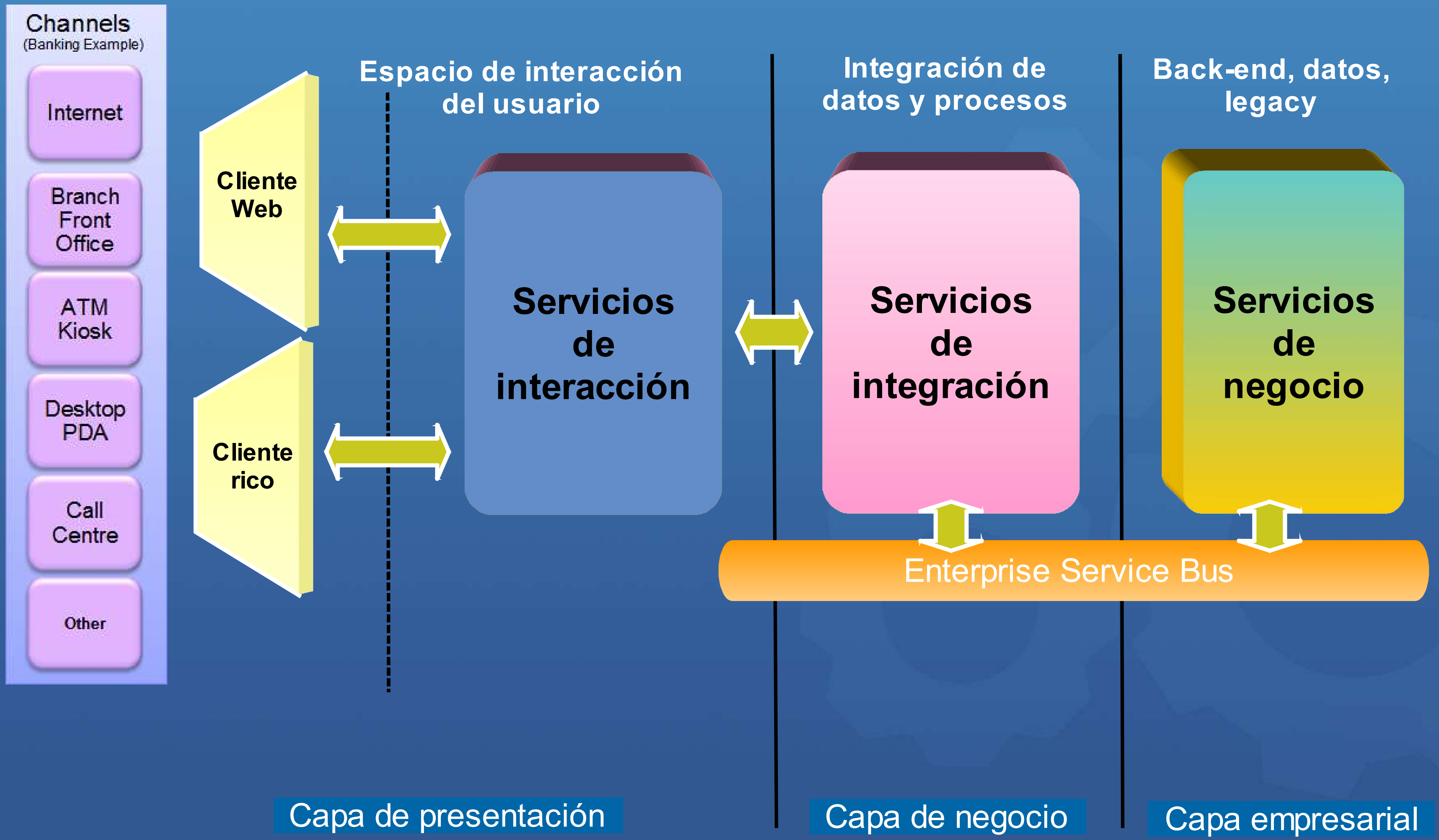
Servicios de negocio

Enterprise Service Bus

Capa de negocio

Capa empresarial

Modelo de arquitectura multicanal



Channels
(Banking Example)

- Internet
- Branch Front Office
- ATM Kiosk
- Desktop PDA
- Call Centre
- Other

Espacio de interacción del usuario

Integración de datos y procesos

Back-end, datos, legacy

Cliente Web

Cliente rico

Servicios de interacción

Servicios de integración

Servicios de negocio

Enterprise Service Bus

Capa de presentación

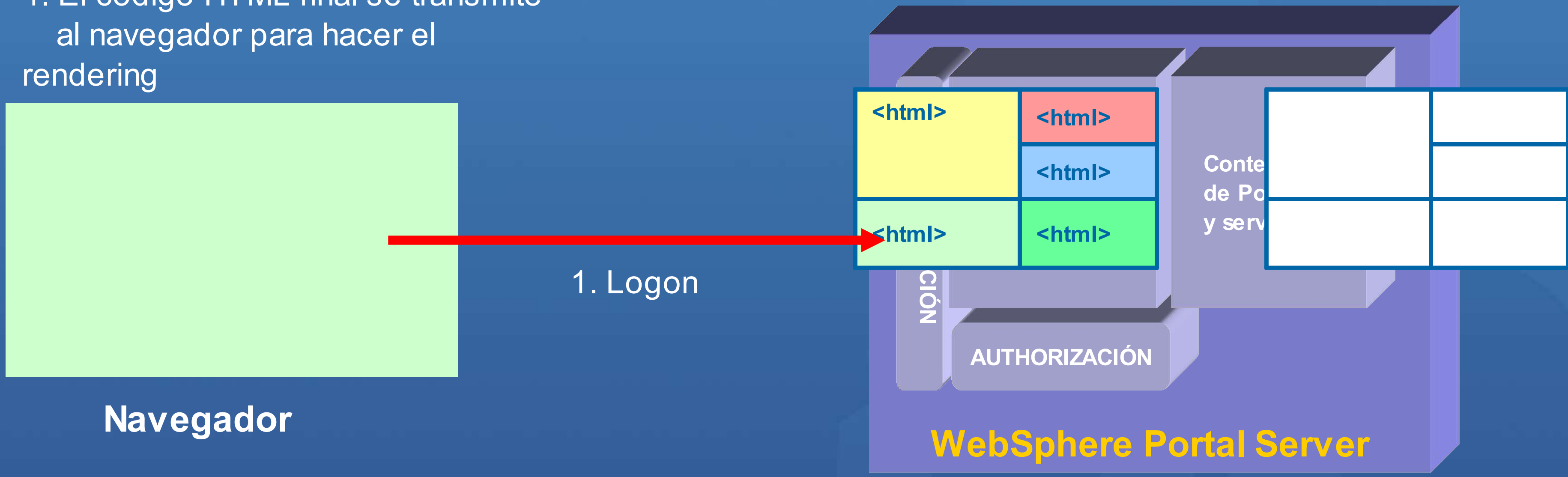
Capa de negocio

Capa empresarial

Cliente ligero *(navegador)*

3. La página se construye
agregando portlets como HTML

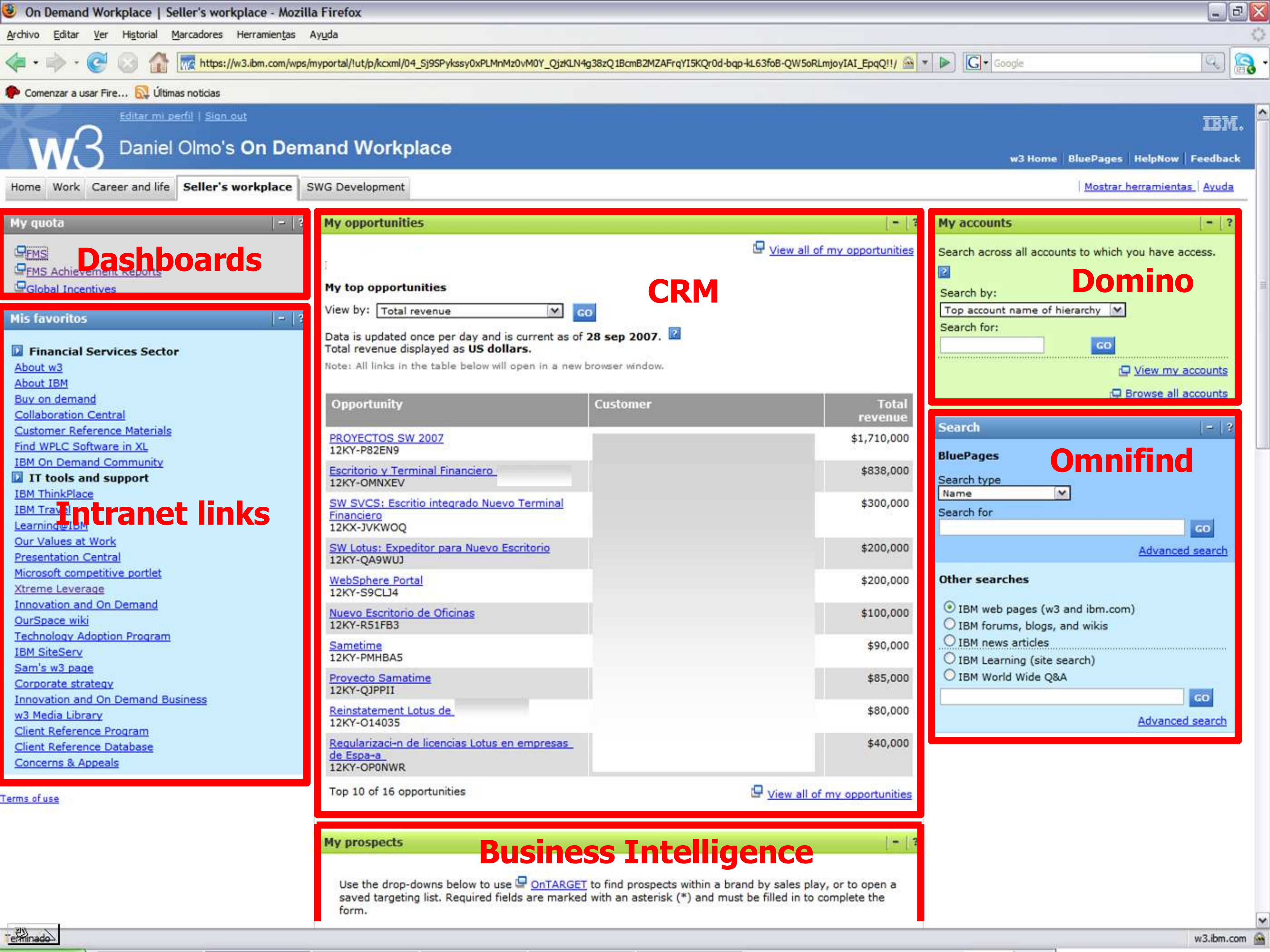
4. El código HTML final se transmite
al navegador para hacer el
rendering


<html>
<html>
<html>
<html>
<html>
Conte
de Po
y serv
CIÓN
AUTHORIZACIÓN
WebSphere Portal Server

1. Logon

Navegador

2. El modelo de la página se
define
a partir del rol y perfil del
usuario


On Demand Workplace | Seller's workplace - Mozilla Firefox
Archivo Editar Ver Historial Marcadores Herramientas Ayuda
https://w3.ibm.com/wps/myportal/!ut/p/kcxml/04_Sj9SPykssy0xPLMnMz0vM0Y_QjzKLN4g38zQ1BcmB2MZAFrqYI5KQr0d-bqp-kL63foB-QW5oRLmjoyIAI_EpqQ!!/
Google
Comenzar a usar Fire... Últimas noticias
Editar mi perfil | Sign out
w3
Daniel Olmo's On Demand Workplace
IBM.
w3 Home | BluePages | HelpNow | Feedback
Home | Work | Career and life | Seller's workplace | SWG Development
Mostrar herramientas | Ayuda
Dashboards
CRM
Domino
Intranet links
Omnifind
Business Intelligence
Terminado
w3.ibm.com

My quota

FMS
FMS Achievement Reports
Global Incentives

Mis favoritos

Financial Services Sector

About w3
About IBM
Buy on demand
Collaboration Central
Customer Reference Materials
Find WPLC Software in XL
IBM On Demand Community

IT tools and support

IBM ThinkPlace
IBM Travel
Learning@IBM
Our Values at Work
Presentation Central
Microsoft competitive portlet
Xtreme Leverage
Innovation and On Demand
OurSpace wiki
Technology Adoption Program
IBM SiteServ
Sam's w3 page
Corporate strategy
Innovation and On Demand Business
w3 Media Library
Client Reference Program
Client Reference Database
Concerns & Appeals

Terms of use

My opportunities

View all of my opportunities

My top opportunities

View by: Total revenue GO

Data is updated once per day and is current as of **28 sep 2007**.
Total revenue displayed as **US dollars.**

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

Opportunity	Customer	Total revenue
PROYECTOS SW 2007 12KY-P82EN9	[redacted]	$1,710,000
Escritorio y Terminal Financiero [redacted] 12KY-OMNXEV	[redacted]	$838,000
SW SVCS: Escritio integrado Nuevo Terminal Financiero 12KX-JVKWOQ	[redacted]	$300,000
SW Lotus: Expeditor para Nuevo Escritorio 12KY-QA9WUJ	[redacted]	$200,000
WebSphere Portal 12KY-S9CLJ4	[redacted]	$200,000
Nuevo Escritorio de Oficinas 12KY-R51FB3	[redacted]	$100,000
Sametime 12KY-PMHBA5	[redacted]	$90,000
Proyecto Samatime 12KY-QJPPII	[redacted]	$85,000
Reinstatement Lotus de [redacted] 12KY-O14035	[redacted]	$80,000
Regularizaci-n de licencias Lotus en empresas de Espa-a 12KY-OP0NWR	[redacted]	$40,000

Top 10 of 16 opportunities

View all of my opportunities

My prospects

Use the drop-downs below to use OnTARGET to find prospects within a brand by sales play, or to open a saved targeting list. Required fields are marked with an asterisk (*) and must be filled in to complete the form.

My accounts

Search across all accounts to which you have access.

Search by:
Top account name of hierarchy
Search for:
GO

View my accounts
Browse all accounts

Search

BluePages

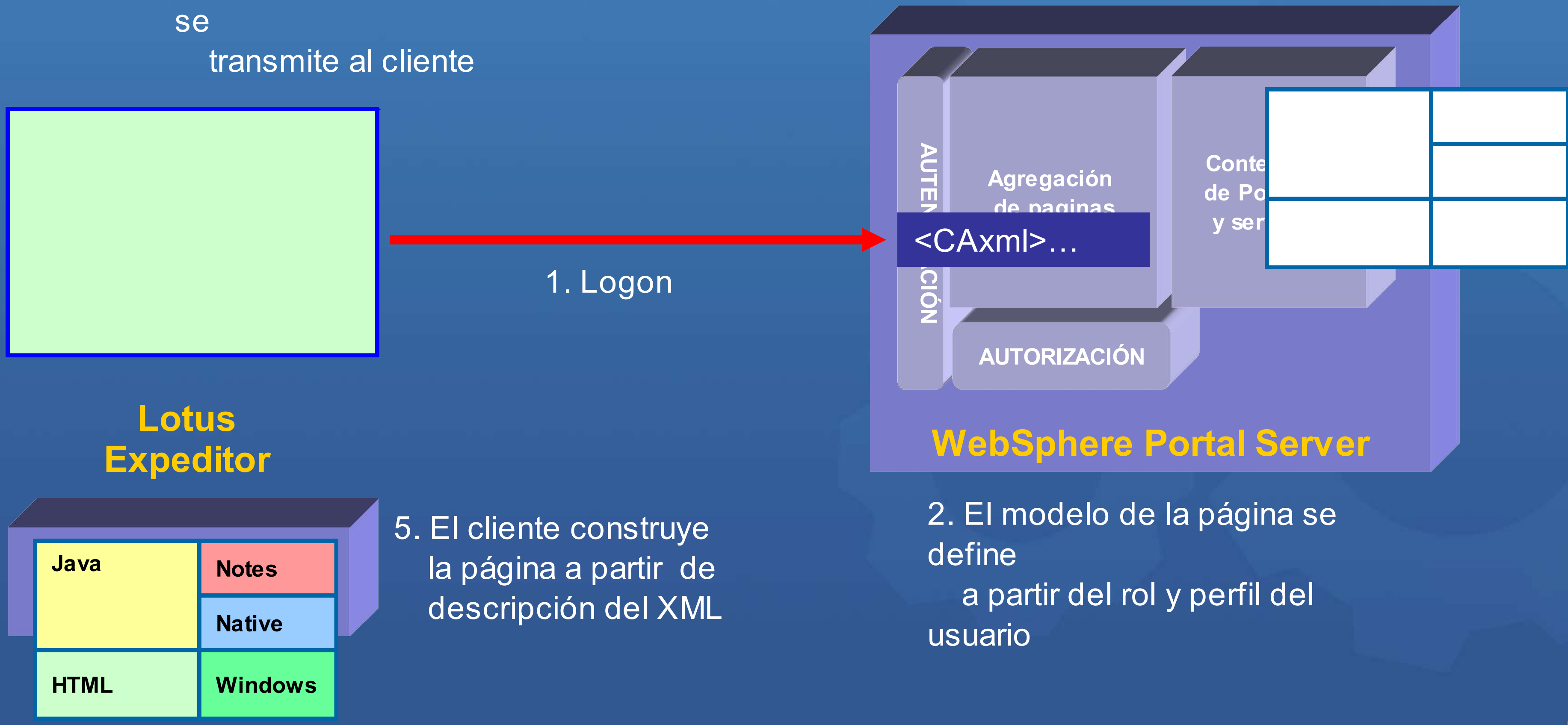
Search type
Name
Search for
GO
Advanced search

Other searches

● IBM web pages (w3 and ibm.com)
○ IBM forums, blogs, and wikis
○ IBM news articles
○ IBM Learning (site search)
○ IBM World Wide Q&A

GO
Advanced search

Cliente rico


Lotus Expeditor
Java
Notes
Native
HTML
Windows
AUTEN
CIÓN
Agregación
de paginas
<CAxml>…
Conte
de Po
y ser
AUTORIZACIÓN
WebSphere Portal Server

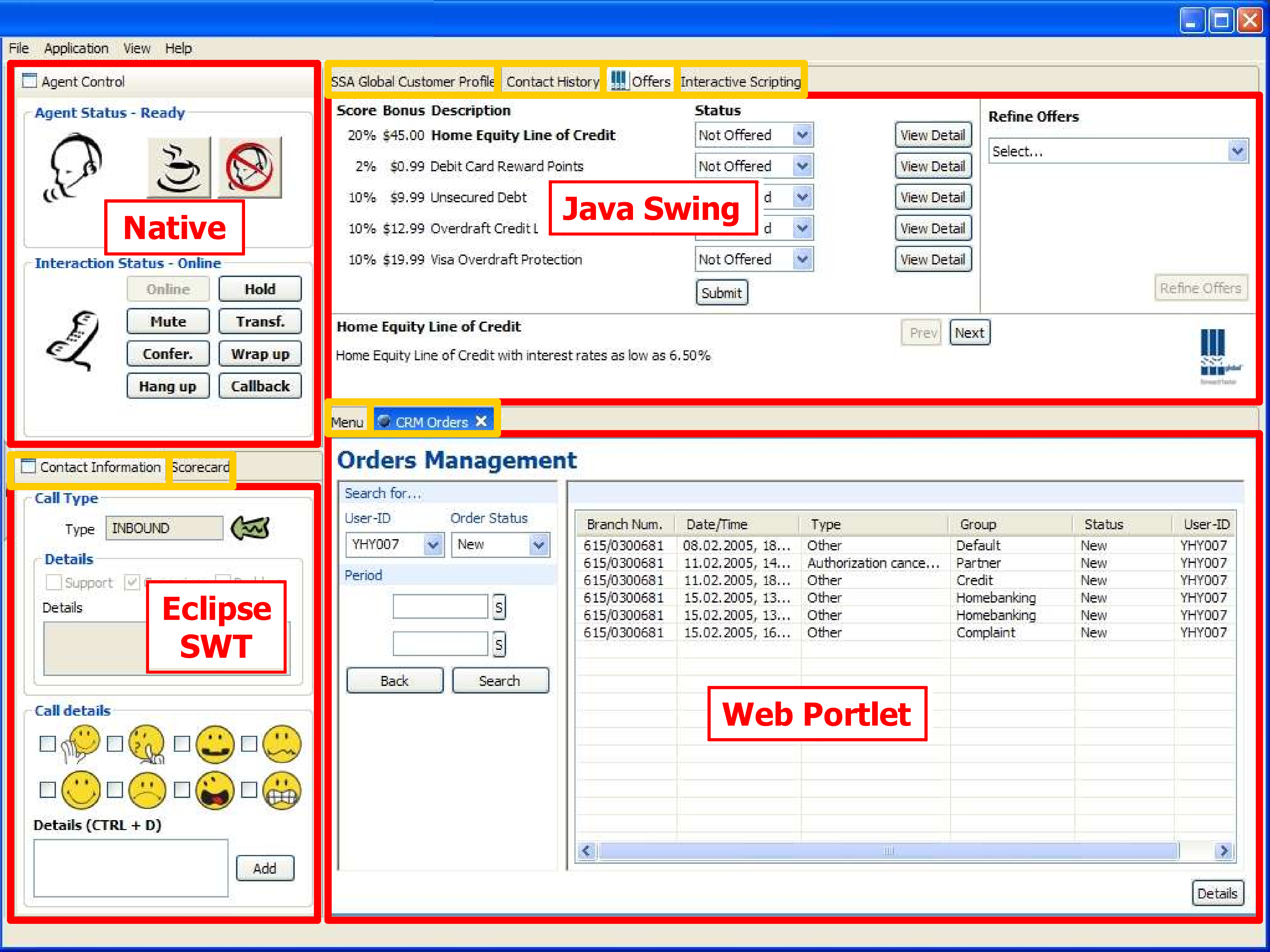
3. Se crea un documento XML que describe el contenido de la página

4. El documento XML se transmite al cliente

1. Logon

2. El modelo de la página se define a partir del rol y perfil del usuario

5. El cliente construye la página a partir de descripción del XML


File
Application
View
Help
Agent Control
Agent Status - Ready
Native
Interaction Status - Online
Online
Hold
Mute
Transf.
Confer.
Wrap up
Hang up
Callback
Contact Information
Scorecard
Call Type
Eclipse SWT
Details
☐ Support
☑
Call details
Details (CTRL + D)
Add
SSA Global Customer Profile
Contact History
Offers
Interactive Scripting
Java Swing
View Detail
Submit
Refine Offers
Refine Offers
Prev
Next
Menu
CRM Orders
Web Portlet
Back
Search
Details

Type: INBOUND

Score	Bonus	Description	Status
20%	$45.00	**Home Equity Line of Credit**	Not Offered
2%	$0.99	Debit Card Reward Points	Not Offered
10%	$9.99	Unsecured Debt	d
10%	$12.99	Overdraft Credit L	d
10%	$19.99	Visa Overdraft Protection	Not Offered

Refine Offers: Select...

Home Equity Line of Credit

Home Equity Line of Credit with interest rates as low as 6.50%

Orders Management

Search for...

User-ID: YHY007

Order Status: New

Period

Branch Num.	Date/Time	Type	Group	Status	User-ID
615/0300681	08.02.2005, 18...	Other	Default	New	YHY007
615/0300681	11.02.2005, 14...	Authorization cance...	Partner	New	YHY007
615/0300681	11.02.2005, 18...	Other	Credit	New	YHY007
615/0300681	15.02.2005, 13...	Other	Homebanking	New	YHY007
615/0300681	15.02.2005, 13...	Other	Homebanking	New	YHY007
615/0300681	15.02.2005, 16...	Other	Complaint	New	YHY007

Un único modelo de programación multicanal, multicliente

WebSphere® Portal

Lotus® Expeditor

IBM COLLABORATION SUMMIT

Barcelona, 3 de octubre
Madrid, 10 de octubre

© 2007 IBM Corporation

IBM
COLLABORATION
SUMMIT

Barcelona, 3 de octubre
Madrid, 10 de octubre

© 2007 IBM Corporation