



IBM Software Expo 2006. Madrid 23 de Mayo

# Colaboración en el Portal Integración del escritorio del usuario



*Daniel Olmo*

*Mayo 2006*



# ¿Qué necesito para realizar mi trabajo?

- Aplicaciones, procesos
- Datos, documentos, información
- Herramientas de comunicación
- Contactos, interacción
- Conocimiento, experiencia, habilidades
- Un espacio de trabajo
- Flexibilidad. Conectividad
- Un método (o varios)
- Vinculación, estrategias, objetivos



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

## General Manager

Home Mail Calendar Ad

### Business Processes

Launch Edit Create

Business Processes for Lew Gould

- Financing Approval (3)
- Inventory Tracking (21)
- Receiving A

|                                     | Stock# | Description              | Assigned To       | Status            |
|-------------------------------------|--------|--------------------------|-------------------|-------------------|
| <input type="checkbox"/>            | 2466D  | 2004 Laredo - Blue       | Bob O'Hara        | Inventory Updated |
| <input type="checkbox"/>            | 2445A  | 2004 Laredo - Blue       | Bob O'Hara        | Inventory Updated |
| <input type="checkbox"/>            | 4567K  | 2004 Laredo - Blue       | Bob O'Hara        | Inventory Updated |
| <input type="checkbox"/>            | 6335P  | 2004 GC - Granite        | Bob O'Hara        | PDI Started       |
| <input checked="" type="checkbox"/> | New    | <b>2004 Laredo - Red</b> | <b>Paul Jones</b> | <b>Awaiting</b>   |

Car Arrival → Stock# Assigned → PDI Started → PDI Completed → Inventory Updated

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

Designer Buddies

Work (3)

- Linda Anderson
- Max Higham
- Lisa Weler

Finance Team (6)

Parts Team (8)

Sales Team (10)

Service Team (4)

---

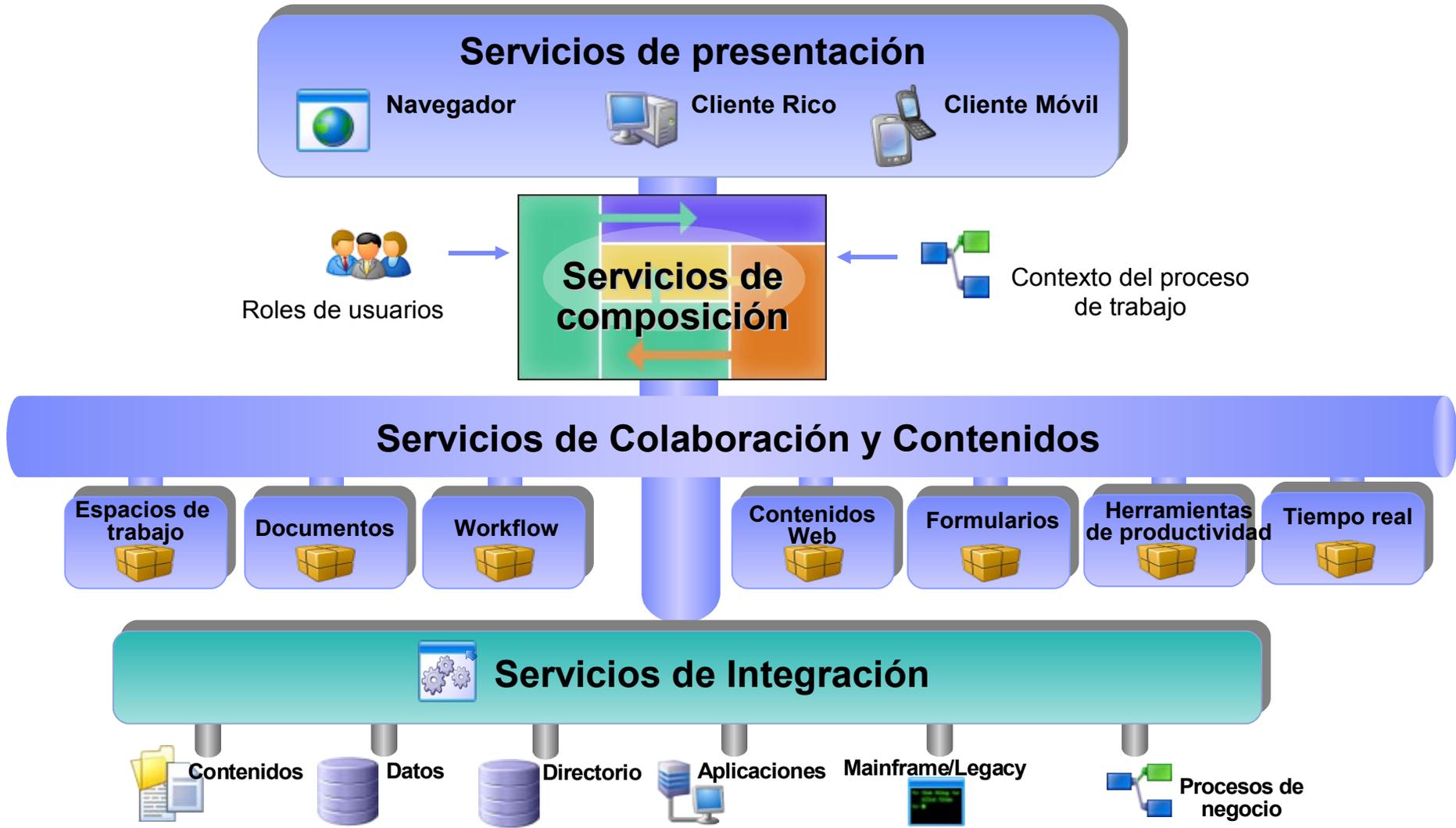
Sarah Wall

- 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 gestión de contenidos están integrados en la aplicación de negocio del usuario**

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

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



# Espacios de trabajo

IBM Workplace - Mozilla Firefox

Archivo Editar Ver Ir Marcadores Herramientas Ayuda

https://w3.edc.ibm.com/lwp/myworkplace/!ut/p/\_s.7\_0\_A/7\_0\_HF/.cmd/ad/.ar/sa.T5c30eee3/.c/6\_0\_D6/.ce/7\_0\_HH/.p/5\_0\_D3/.d/3?PC...

IBM Workplace

Mi trabajo Plantillas Acciones Ayuda Finalizar sesión

Mi trabajo

Estoy disponible

Bienvenido

Correo

Agenda

Documentos

Team Collaboration

**Espacios del equipo**

Aplicaciones

Reuniones electrónicas

Aprendizaje

Búsqueda

Espacios del equipo

Nuevo... + Agregar a Favoritos - Eliminar de Favoritos Buscar...

Mostrar: Todos los espacios del equipo

Buscar espacios del equipo:

Página 1 de 3 Ir a la página: 1

| Nombre   | Favorito | Plantilla                    | Propietario        | Última actualización | Eliminar |
|--|----------|------------------------------|--------------------|----------------------|----------|
| <input type="checkbox"/> <a href="#">HBOS Workplace effort</a> |          | Proyecto de equipo, ampliado | Adam Ramsay        | 11/02/06 01:05       |          |
| <input type="checkbox"/> <a href="#">SPoRT</a>                 |          | Proyecto de equipo, ampliado | Bryan K. Gury      | 11/02/06 01:05       |          |
| <input type="checkbox"/> <a href="#">Tst TeamProject</a>       |          | Proyecto de equipo           | Stephen V. Gill    | 11/02/06 01:05       |          |
| <input type="checkbox"/> <a href="#">E63 Discussion Room</a>   |          | Sala de conversación         | Dwaipayan Banerjee | 11/02/06 01:05       |          |
| <input type="checkbox"/> <a href="#">UPT-CORRAL</a>            |          | Proyecto de equipo           | Sekhar Vaddadi     | 11/02/06 01:05       |          |
| <input type="checkbox"/> <a href="#">Ani's Project Place</a>   |          | Proyecto de equipo, ampliado | Anindya Sanyal     | 11/02/06 01:05       |          |
| <input type="checkbox"/> <a href="#">ISSL Water Cooler</a>     |          | Sala de conversación         | Ann-Marie Darrough | 11/02/06 01:05       |          |
| <input type="checkbox"/> <a href="#">DCS München</a>           |          | Proyecto de equipo           | Marcel Reiher      | 11/02/06 01:05       |          |
| <input type="checkbox"/> <a href="#">MyTest</a>                |          | Proyecto de equipo           | Carlos Luz         | 11/02/06 01:05       |          |
| <input type="checkbox"/> <a href="#">LMD</a>                   |          | Proyecto de equipo           | Mickael Jauneau    | 11/02/06 01:05       |          |

Página 1 de 3 Ir a la página: 1

Subprograma PeopleLinksApp started

w3.edc.ibm.com

IBM Workplace - Mozilla Firefox

Archivo Editar Ver Ir Marcadores Herramientas Ayuda

https://w3.edc.ibm.com/lwp/myworkplace/ut/p/\_s.7\_0\_A/7\_0\_1MSH/.cmd/ad/c/6\_0\_12JR/.ce/7\_0\_1MSN/p/5\_0\_144F/d/1?PC\_7\_0\_1MSN\_itemPositionInCache=0&PC\_7\_0\_1MSN\_view

IBM Workplace

CRM del equipo Lotus España

Mi trabajo Plantillas Acciones Ayuda Finalizar sesión

CRM del equipo Lotus España Volver a Espacios del equipo

Estoy disponible

Inicio del equipo de ventas

Planificar

Ventas Documentos Debates Buscar

Agenda de equipo

Nueva entrada Nueva reunión electrónica Editar Suprimir Actualizar

Ver: 2 semanas Hoy es 14 de febrero de 2006

Febrero de 2006

| Semana 8                                 | Semana 9                     |
|--|------------------------------|
| 13 Lunes                                 | 20 Lunes                     |
| 14 Martes                                | 21 Martes                    |
| 11:00-12:00 Seguimiento de oportunidades | 22 Miércoles                 |
| 15 Miércoles                             | 11:00-12:00 Evento de Telcos |
| 16 Jueves                                | Forecast                     |
| 17 Viernes                               | 23 Jueves                    |
| 14:00-15:30 Comida con Carlos Luz        | 24 Viernes                   |
| 18 Sábado                                | 25 Sábado                    |
| 19 Domingo                               | 26 Domingo                   |

Tareas de equipo

Nueva tarea...

Mostrar: Tareas abiertas

Página 1 de 1

| Tarea                   | Asignada a        | Fecha de vencimiento | Prioridad |
|-------------------------|-------------------|----------------------|-----------|
| Invitaciones Lotusphere | (no asignada)     | 20/02/2006           | 1         |
| Cerrar resultados 2005  | Daniel Olmo Chica | 21/02/2006           | 1         |

Página 1 de 1

Hitos

Nuevo... Editar Suprimir Volver a documentos de formulario

Nombre: Lotusphere Madrid

Fecha: 01-Mar-06

Autor: Daniel Olmo Chica

Creado: 14-feb-06 10:19

Última modificación: 14-feb-06 10:19

Descripción: Hoja de control de asistencia

|           | Enviadas | Confirmadas |
|-----------|----------|-------------|
| Telcos    | 56       | 23          |
| Media     | 35       | 12          |
| Utilities | 32       | 29          |

Vacaciones

Realizar un seguimiento de las vacaciones del empleado.

Nuevo... Suprimir Acciones

Mostrar: Todos los elementos

Subprograma PeopleLinksApp started

w3.edc.ibm.com

IBM Workplace

CRM del equipo Lotus España

CRM del equipo Lotus España | Volver a Espacios del equipo

Inicio del equipo de ventas

Planificar

**Ventas**

Documentos

Debates

Buscar

**Contactos del cliente**

Nuevo... | Editar | Suprimir | Volver a documento

|   |  |
|---|--|
| Apellido<br>Manzaneque                      | Correo electrónico de trabajo<br>oscar@acme.es |
| Nombre<br>Oscar                             | Correo electrónico personal                    |
| Segundo nombre                              | Telefax  |
| Nombre de título<br>Director de informática | Empresa<br>Acme Inc.                           |
| Nombre de visualización                     | Dirección<br>Via del Coyote s/n                |
| Teléfono de trabajo<br>914672079            | Representante de ventas<br>Daniel Olmo         |
| Teléfono móvil<br>677245073                 |  |
| Teléfono de casa                            |  |
| Autor<br>Daniel Olmo Chica                  |  |
| Creado<br>14-feb-06 10:28                   |  |
| Última modificación<br>14-feb-06 10:28      |  |

Portlets

-  Tareas de equipo
-  Seguimiento de ventas
-  Perspectivas
-  Hitos
-  Enlaces
-  Problemas
-  Hoja de registro
-  Preguntas más frecuentes
-  Directorio de empleados
-  Direcciones
-  Contactos del cliente
-  Asistencia
-  Anuncios
-  Agenda
-  Personalizada
-  Foros de debate
-  Agenda de equipo
-  Domino Application Portlet
-  Gestor de documentos
-  Personalizada
-  Sala de conversación
-  Personalizada



IBM Workplace - Mozilla Firefox

Archivo Editar Ver Ir Marcadores Herramientas Ayuda

https://w3.edc.ibm.com/lwp/myworkplace/lut/p/\_s\_7\_0\_A/7\_0\_1MSP/.cmd/ad/.c/6\_0\_12US/.ce/7\_0\_2MG8/.p/5\_0\_1JGO/.d/4?PC\_7\_0\_2MG8\_viewView=viewEditItem&PC

IBM Workplace\_ Mi trabajo Plantillas Acciones Ayuda Finalizar sesión

CRM del equipo Lotus España

CRM del equipo Lotus España Volver a Espacios del equipo Estoy disponible

Inicio del equipo de ventas

Planificar

Ventas

Documentos

Debates

Buscar

### Contactos del cliente

Almacenar información del cliente.

Nuevo... Suprimir Acciones

Mostrar: Todos los elementos

Mostrando 1 - 1 de 1 Página 1 de 1

| Apellido                            | Nombre | Correo electrónico de trabajo | Teléfono de trabajo | Editar |
|-------------------------------------|--------|-------------------------------|---------------------|--------|
| <input type="checkbox"/> Manzanegue | Oscar  | oscar@acme.es                 | 914672079           |        |

Mostrando 1 - 1 de 1 Página 1 de 1

### Problemas

Editar elemento

**\*Nombre:** Cambio de licenciamiento

**Propietario:**

**Estado:** Abierto

**Prioridad:** Media

**Descripción:**

Acme necesita transferir licencias a una de sus empresas en Francia pero la persona de contacto, que debe autorizar la operación está de vacaciones

**Autor:** Daniel Olmo Chica

**Creado:** 14-feb-06 10:39

**Última modificación:** 14-feb-06 10:39

Subprograma PeopleLinksApp started

w3.edc.ibm.com

# Espacios de trabajo. Aplicaciones de formulario

IBM Workplace  
Mi trabajo

Vista previa de la página principal Guardar y cerrar

Utilice las propiedades, los campos y las vistas para diseñar la página principal para ver cómo aparecerán los portlets de formulario. Después de haber acabado de realizar cambios, haga clic en Guardar y Cerrar.

Propiedades Campos Vistas

Escriba un título para la plantilla de formulario. Escriba un título para la plantilla de formulario.

\* Nombre de la plantilla de formulario (título del portlet):  
Seguimiento de oportunidades

Descripción:  
Espacio de trabajo para seguimiento de oportunidades en Comms. Se compone de varias aplicaciones y herramientas.

Mostrar descripción en página principal.

Icono:  
Perspectivas

\* Necesario

Siguiente

Propiedades Campos Vistas

Nuevo campo

Seleccione un campo que añadir y, a continuación, pulse Sí para que sea editable.

Campos de entrada

- Texto plano, línea única  
Muestra una línea única para el texto plano.
- Texto plano, líneas múltiples  
Muestra líneas múltiples para el texto plano.
- Texto enriquecido, líneas múltiples  
Muestra múltiples líneas para texto enriquecido.
- Control activado y desactivado  
Muestra un recuadro de selección único.
- Selección de elemento único  
Muestra opciones como botones de selección, elementos de selección, etc.
- Selección de elementos múltiples  
Muestra opciones como recuadros de selección o elementos de selección, etc.
- Fecha  
Muestra un campo de entrada y una agenda emergente.
- Hora  
Muestra un campo de entrada y un selector de horas en un menú emergente.
- URL

# Desarrollo visual con IBM Workplace Designer

**Diseñador de acceso a datos de IBM - IBM Workplace**

Archivo Editar Acciones Aplicación Diseñar Ayuda

Aplicaciones de bases... **Dietario de clientes - Definición de datos** New Customer - Formularios

**Dietario de clientes**

- Definición de datos
- Formularios
- Cuadrículas
- Informes
- Imágenes

Main Menu | First Record | Previous Record | Next Record | Last Record

### Customer Registration

\* New Customer Remove Customer Save

\* Customer Number: [ ] \* Registration Date: [ ]

Title: [ ] \* First Name: [ ] \* Last Name: [ ]

\* Company: [ ]

\* Address: [ ] Suite: [ ]

\* City: [ ] State: [ ] Zip Code: [ ]

\* Phone Number: [ ] Extension: [ ]

Number of Employees: 1-99

**Atributos - Formulario**

Información del formulario Fondo Fuente Evento

**Parámetros** **Opciones de la disposición**  Activar guardar datos aut.

Nombre: New Customer  Mostrar regla

Comentario: [ ]  Mostrar cuadrícula

Ajustar a cuadrícula

Ancho: 8 Alto: 8

Paleta

Seleccionar Enmarcar

Controles de diseño

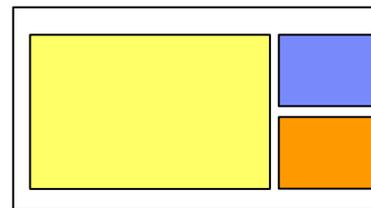
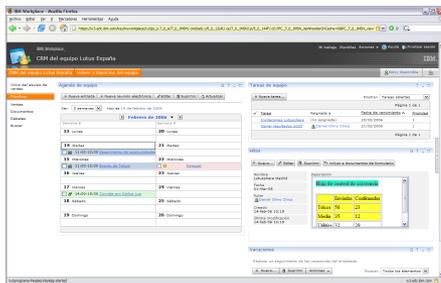
- Control de edición
- Control de edición de varias líneas
- Botón
- Cuadro de lista
- Recuadro combinado
- Casilla de verificación
- Grupo de botones radiales
- Hipervínculo

Decoraciones

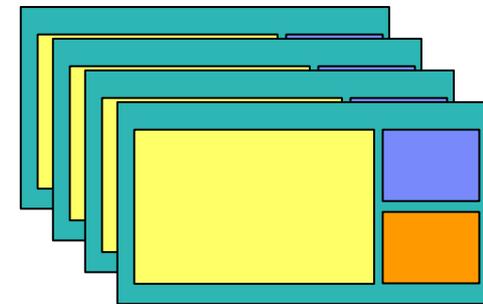
- Texto
- Rectángulo
- Línea
- Rectángulo redondeado
- Elipse
- Imagen

# ¿Cómo construir una plantilla de workplace?

1. Elegir las aplicaciones y herramientas necesarias
  - Desde la galería de aplicaciones
  - Mediante Workplace Designer
  - Con las técnicas de integración propias del portal y toolkit Workplace
2. Organizarlas en páginas y marcos
3. Crear roles y perfiles de trabajo. Asignarles niveles de acceso
4. Empaquetar el resultado, titularlo y clasificarlo



Plantilla



Espacios de trabajo

What's new Edit - ?

Portlets Currently, there are no new items available for this section.

Software Currently, there are no new items available for this section.

Essential links Global Print Your central source for print-related information, tools to install printers to your workstation and much more.

Add link

Forums Currently, there are no new items available for this section.

Essential links Edit - ?

- About w3 About IBM Buy on demand Collaboration Central Customer Reference Materials Energy&Utilities Industry Find WPLC Software in XL IBM On Demand Community IBM Standard Software Installer IBM ThinkPlace IBM Travel Learning@IBM Media&Entertainment Industry Our Values at Work Presentation Central Proposal Central Telecommunications Industry WPLC Software sparklers IT Tools

News Edit - ?

Top stories Past 7 days >



We're not like everybody else

An interview with The Kinks' lead singer, Ray Davies, about innovation, collaboration and "our song." [Profiled for all IBM]



It's your call If you missed last week's GLBT call, dial in now for the replay. [Profiled for Europe]



Top STG sellers rewarded Race for Success event in Australia honors 80 sellers demonstrating best practices. [Profiled for STG Sales, TotalStorage, eServer]



Unlocking innovation Did you know sale leasebacks can free up client capital to invest in new capabilities? Oh, yes it can. [Profiled for Sales]

Hungry for opportunity IBM and SAP expand their alliance to grab a bigger slice of SMB. [Profiled for Sales, Business Partners, SMB]

Ángela Ger, executive sponsor del grupo Women in Technology WiT se ha reestructurado en subnets por países. [Profiled for Spain]

We're giving away software? Last year's Gluecode acquisition is today's WebSphere Application Server Community Edition. [Profiled for SWG]

Bob Samson: Man of the hour Shark Man receives lifetime achievement award from VARBusiness. [Profiled for Sales and Business Partners]

In the news Past 7 days >

IBM prepares ground for mainframe resurgence Company announces new software developments tools and middleware. (Profiled for SWG & STG) [Federal Computer Week]

Microsoft Search Finds IBM In seeking to redefine business search, Redmond and Big Blue find each other. [Red Herring]

Big Blue's Design Guru Moves Up IBM Vice-President Lee Green talks about how the world-class tech company is learning to put design first [Business Week]

Media Snapshot - May 19 Big Blue's Design Guru.....Stopping The Sprawl At HP.....From Servers to Service: Dell's Makeover [1]

Search Edit - ?

BluePages Search type Name Search for GO Advanced search

- Other searches w3 intranet IBM discussion forums IBM news articles ibm.com Internet IBM Learning (site search) GO Advanced search

Market report Edit - ?

Quoted at 9:49 AM EDT on 22 May. Refresh Symbol Current +/- IBM 80.15 -0.13 View full market report Go to the scorecard home page

# W3 Collaboration Central

Search w3  GO  
 Search Collaboration Central

w3 home | BluePages | HelpNow | Feedback

## Collaboration Central

- Overview
- IBM Collaboration in Action Framework
- Meetings and Events
- Teams
- Communities
- Individual Initiatives
- Sitemap



### TeamRoom Best Practice Winners - What makes them special?

The mission, in 4Q2005, (if they chose to accept it), was for TeamRoom leaders to tell us about their teams' use of TeamRoom for collaboration.



**Great start for new teams**  
Team Formation Impact Guides help teams start off right.



**ActionNet helps IBM**  
"The ActionNet application provided a great platform for collaboration." - Mike Cadigan, GM, OEM microelectronics.

## Corporate IT Supported:

- MEETINGS AND EVENTS**
  - Notes 7 calendar
  - Notes 6 calendar
  - Audio Conferences\*
  - Web Conferences\*
  - Video Conferences\*
  - Webcasts\*
  - Conference Rooms\*
- TEAMS**
  - QuickPlace\*
  - TeamRoom Plus
  - TeamRoom Pro
  - Knowledge Café
- COMMUNITIES**
  - CommunityMap
  - Forums
  - ActionNet
- INDIVIDUAL INITIATIVES**
  - Instant Messaging\*
  - Notes email\*
  - BluePages

\* indicates tool supports  
Outbound Collaboration

RSS FEED

## Featured events & offerings

**Impact Guides**  
The Impact Guide approach, designed to support groups of people working together.

**TeamRoom Professional**  
IBM TeamRoom has grown up and turned Professional.

**What sets you apart?**  
How has TR transformed the way you work?

**Are we collaborating yet?**  
Collaboration Summit produces results.

**Power Up! sessions**  
Take part in one of our On Demand e-learning sessions today:

- [TeamRoom Plus](#)
- [Web Conferences](#)

**Worldwide collaboration events calendar**  
Find events and offerings that can help you collaborate more effectively.

## News

**IBM: Untangling Office Connections**  
Researcher Kate Ehrlich says companies can streamline innovation and collaboration through social-network analysis.

**Teamroom Pro + fast forward equal success...**  
How can you save \$125,000 in travel? Ask Richard Welty.

**Communities of Practice**  
Communities of Practice enhance business and

## IBM Collaboration in Action Framework



The IBM Collaboration in Action Framework is a cutting-edge strategic construct to effectively align collaboration and collaboration-improvement efforts to drive performance, innovation and business growth.

## Reference material

**Collaboration Imperatives**  
Delivering World-Class Products and Services Across Cultural Boundaries  
[Michael Martin and Stephen Thevenin, July-Aug. 2005]

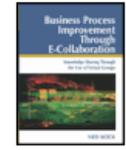
**Collaboration in action**  
An IBM Collaboration Framework to enable performance, innovation and growth.  
[Stephen Thevenin, Nov. 2005]

## Collaboration Advice & Guidance

Use [Collaboration Advisor](#) to select a tool with implementation & best practices suggestions. Compare features in the [Tools Overview](#). Check out emerging technology in the [Sandbox](#).

## Recommendation(s)

- [Collaboration Advisor](#) [Profiled for All IBM]
- [Add selected to Learning@IBM portlet](#)



**Business Process Improvement Through E-Collaboration: Knowledge Sharing Through the Use of Virtual Groups**

## Collaborate Now

Collaborate with my [client](#).  
Connect with collaboration [experts](#).  
Join the Collaboration Tools [forum](#).  
[Collaboratively Speaking](#). A blog dedicated to all things collaboration.  
Share a collaboration [success story](#)

## Experts on this topic



**Howard Smith**  
IBM CHQ, Human Resources  
Sr. HR Professional, OnDemand Learning

[Ask me about resources on Collaboration Central](#)



**Sandy Yarchin**  
IBM CHQ, Human Resources  
Specialist - Collaboration & Knowledge Initiatives

[Ask me about the Collaboration Community](#)



- Organization chart
- W3 home
- Rochester home
- iSeries Access for Web project
- Toolbox home
- Cafeteria menu
- Blue Meeting

## Display Organization Chart

Name or email addr:

- Show job title
- Show department name
- Show people managed link
- Show photo
- Show full report to chain

Show Organization

[Terms of use](#)



**Moraleda Martine, Amparo**  
IMT General Manager - IBM Spain, Portugal, Greece, Israel and Turkey



**Yukcek, Eray**  
SW Group Executive for Iberia, Israel, Greece & Turkey



**Casellas Lopez, Josep**  
Influencers Manager for SPGIT



**Gonzalez Del Val, Sebastian**  
Spain Sw Tech Sales Mgr.



**Lopez Diaz, Juan Carlos**  
SWG Enterprise Sales Manager



**Morancho Rovira, Josep**  
Software Services Manager



**Osoro Iturbe, Idiago**  
SMB, Channel and Tele Sales Manager SWG IMT SPGIT



**Sanchez Ricart, Aurelio**  
Director of Software Group Spain

- Agramunt Bertolo, Antonio
- Castro Paz, Miguel Ange
- Herraiz Herranz, Mario
- Liñan Vallecillo, Pilar
- Piñon Ledesma, Ernesto
- Pine Mendez De A, Eduardo Jos
- Rocio Criado, Jose Miquel
- Rio Sianiega, Agustin

- Aromir Masaguer, Tomas
- Batanero Henche, Sonia
- Bermejo Celaa, Jorge Juan
- Clemente Martin, Marco Antonio
- Dapia Gonzalez, Manuel
- Echarren Chasco, Rafael
- Gallego Gomez, Jenaro
- Garcia De La Fil, Fernando
- Hernandez Bravo, Angel
- Hombrados Archil, Mari Carmen
- Hontoria Alonso, Carlos
- Llorente Alvarez, Jose Luis
- Martinez Canovas, M. Teresa
- Rodriguez Nuere, Rocio
- Sanchez Perez, Alberto
- Villas Olmeda, Monica

- Angas Navasa, Francisco
- Descalzo Gutierrez, Genoveva \*CONTRACTOR\*
- Fernandez Lopez, Jose Ramon
- Garcia Gil, Nieves
- Garrido Vega, Luis
- Gomez-Selles Gar, Nicolas
- Martin de Diego, German \*CONTRACTOR\*
- Martinez Aranzab, Maria Loret
- Martinez Prieto, Blanca Rosa
- Ortiz Crawford, Jorge
- Puente Sans, Gerardo (De)
- Ribeiro-Duarte S, Jose Franci

- Altuna Aspiazu, Miguel (Ange)
- Andeme Nguema, Rosario \*CONTRACTOR\*
- Andeme Nguema, Rosario \*CONTRACTOR\*
- Arroyo Gradillas, Cristina
- BañOs Rodriguez, Altor
- Busquets Cervera, Jorge Juan
- Carro Julia, Carmen
- Florencio Pardo, Carlos
- Franco, José Ramon \*PARTNER\*
- Garcia Ibarondo, Monica
- Kende, Robert
- Lugany Olla, Francesc
- Puyol Piñuela, Juan A (Ignaci)
- Sagredo Manzaned, Angel
- Soriano Sanchez, Domingo \*CONTRACTOR\*
- Tronchon Ugalde, Carole

- Cernuda Rego, Monica
- Gutierrez Serran, David
- Montemayor Bustamante, Mar
- Redondo Prieto, Cesar
- Ruiz Mulas, Rebeca \*CONTRACTOR\*
- Ruiz Zanon, Jose Manuel

- Benarroch Tapiar, Samuel
- Calavia Peralta, Francisco J
- Castillo Amo, Juan
- Conde Lopez, Jorge
- De La Fuente Mar, Daniel
- Gomez Bernabeu, Miguel
- Jimenez Burgos, Carlos Javi
- Mechan Arellano, Felix
- Urandizaga Sainza, Juan
- Valencia Chicote, Javier

# Gestión de documentos con Workplace Documents

Team Space: Olympic Gold Card Campaign | [Return to Team Space List](#)

Team Space Home **Document Library** Discussion Forums Issues Tasks Calendar [Customize Team Space](#)

Document Library ?

 **Policies** Please only post current documents in this folder!
 Search:

| Folders   | Documents   | Author   | Modified  |
|---|---|--|-----------|
| <a href="#">Document Library</a>  | <input type="checkbox"/> <a href="#">Title ^</a>  |  |           |
|  <a href="#">All Documents</a>       | <input type="checkbox"/>  <a href="#">Compensation</a>   |  | 7/23/2004 |
|  <a href="#">News Articles</a>       | <input type="checkbox"/>  <a href="#">Escalation Process</a>   |  | 8/04/2004 |
|  <a href="#">Plans NEW!</a>          | <input type="checkbox"/>  <a href="#">Grievances NEW!</a>  |  | 9/03/2004 |
|  <a href="#">Management</a>          | <input type="checkbox"/>  <a href="#">Manuals</a>  |  | 8/04/2004 |
|  <a href="#">Team</a>                | <input checked="" type="checkbox"/>  <a href="#">Proposals (FYI)</a>   |  | 9/03/2004 |
|  <a href="#">Security</a>            | <input type="checkbox"/>  <a href="#">Accessibility policy and requirements</a>  | Roy Sanchez  | 7/12/2004 |
|  <a href="#">Policies</a>            | <input type="checkbox"/>  <a href="#">Dependencies</a>   |  John Speakerman    | 8/04/2004 |
|  <a href="#">Compensation</a>        | <input type="checkbox"/>  <a href="#">depend_table</a>  2   |  Susan Predergast   | 6/06/2003 |
|  <a href="#">Escalation Process</a>  | <input type="checkbox"/>  <a href="#">Detailed report on EMCR quality engineering initiatives</a>  12 <b>NEW!</b> |  Shuhong Dai        | 9/2/2004  |
|  <a href="#">Grievances NEW!</a>    | <input checked="" type="checkbox"/>  <a href="#">EMCR Project Issues (full table as of 9/01/2004)</a>   | Miguel Santiago  | 8/12/2004 |
|  <a href="#">Manuals</a>           | <input type="checkbox"/>  <a href="#">Emergency procedures</a> <b>NEW!</b>   |  Cathy Robbins    | 8/15/2004 |
|  <a href="#">Proposals (FYI)</a>   | <input type="checkbox"/>  <a href="#">Notes on policy efforts currently in progress</a>  | Roy Sanchez  | 8/24/2004 |
|  <a href="#">Reference Library</a> | <input type="checkbox"/>  <a href="#">Process Whitepaper</a>   |  John Speakerman  | 7/22/2004 |
|   | <input type="checkbox"/>  <a href="#">Quality management issues</a>  1  |  Susan Predergast | 9/03/2004 |
|   | <input type="checkbox"/>  <a href="#">Team management policies</a>   |  Ken Innis        | 7/29/2004 |

[Hide Folders](#) 5 folders, 50 documents Page 3 of 6 Jump to page:

# Capacidades de IBM Workplace Documents

- Organización, navegación e interfaz intuitivas
- Crear/Importar documentos
- Borradores y control de versiones
- Aprobaciones y revisiones
- Reserva de documentos (check-in/out)
- Borradores (incluidos borradores privados)
- Vistas y carpetas personalizadas
- Búsqueda de documentos extendida
- Hilos de discusión y anotaciones
- Metadatos
- Gestión de usuarios, perfiles y roles
- Notificaciones, enlaces
- Almacenamiento centralizado protegido
- Reutilización de contenidos
- Integración servicios IBM Workplace
- Soporte de repositorios
- Integración con otros gestores documentales
- Ofimática alternativa
- Soporte on-line y off-line
- Integración con sistemas de ficheros
- Auto-provisión de usuarios
- Soporte multi-idioma



# Integración con Windows y sistemas de ficheros



The screenshot shows a Windows Explorer window with a 'Folders' pane on the left and a 'Name' pane on the right. The 'Folders' pane shows a tree structure starting with 'Desktop', 'My Documents', 'My Computer', and various drives. Under 'My Computer', there is a 'Document Manager' folder containing a 'w2003' folder. Inside 'w2003', the 'documentacion\_cursos' folder is highlighted with a red rounded rectangle. Below it are subfolders: 'alumnos', 'formacion', 'informatica', 'Locked Documents', 'Pending Drafts', 'seleccion', and 'reuniones'. The 'Name' pane on the right shows a list of files and folders, including 'alumnos', 'formacion', 'informatica', 'Locked Docu...', 'Pending Drafts', 'seleccion', and several Excel files.

| Name             | Title |
|------------------|-------|
| alumnos          |       |
| formacion        |       |
| informatica      |       |
| Locked Docu...   |       |
| Pending Drafts   |       |
| seleccion        |       |
| horarios.xls     | hor   |
| informacion_c... | info  |
| informacion_...  | info  |

# Integración con MS Office



**Open Document From Library**

Document Manager

- My Document Server
  - My First Library
    - Locked Docum
    - MyFolder
    - Pending Drafts

| Host           | User  | Server URL                            |
|----------------|-------|---------------------------------------|
| My Document... | user1 | http://jssf190.wma.ibm.com:9081/lwp/p |

File name:

Files of type: All Word Documents (\*.doc, \*.dot, \*.htm, \*.html, \*.url, \*.rtf, ...)

Open Cancel

# Editores Java para acceso Web. Hojas de cálculo

CRM del equipo

- Inicio del equipo de ventas
- Planificar
- Ventas
- Documentos
- Debates
- Buscar

|   | Con Manto | Sin Manto | Total       |
|---|-----------|-----------|-------------|
| Notes With Messaging                              | 257       |           | 257         |
| Notes With Collaboration                          | 3467      | 319       | 3786        |
| Domino Web Access Messaging                       | 1         |           | 1           |
| Domino Web Access Collaboration                   | 102       |           | 102         |
| Domino Designer                                   | 13        | 5         | 18          |
| <b>Total licencias válidas de usuarios Domino</b> |           |           | <b>4164</b> |
| Procesadores Domino Enterprise                    | 32        | 5         | 37          |
| Procesadores Domino Utility Express               | 1         |           | 1           |
| <b>Total procesadores de srv Domino</b>           |           |           | <b>38</b>   |
| Sametime  | 97        |           | 97          |
| Quickplace  | 100       |           | 100         |
| Procesadores Portal Server Express                | 1         |           | 1           |
| Procesadores Web Content Management               | 1         |           | 1           |



# Editores Java para acceso Web. Presentaciones

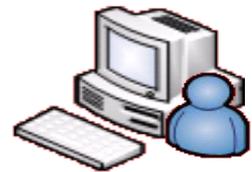
**Modelos de colaboración**

| ad hoc communication                             | shared workspaces  | formal processes                               | activity-centric collaboration                             |
|--|--|--|--|
| <p>telephone<br/>email<br/>instant messaging</p> | <p>discussion forum<br/>project workspace<br/>moderated chat</p> | <p>CRM system<br/>SCM system<br/>HR system</p> | <p>instant meeting<br/>activity explorer<br/>skill tap</p> |
| ask a question                                   | design a product   | manage customers                               | discuss a document   |
| managed by each actor                            | managed by lead actor  | managed by process                             | co-managed by actors                                       |

Lotusphere 2006 Lotus software FUTUREINSIGHT



# IBM Workplace Documents es una solución para todos los usuarios



IBM Workplace\_ Mi trabajo Plantillas Acciones Ayuda

CRM del equipo Lotus España

CRM del equipo Lotus España [Volver a Espacios del equipo](#) Estoy dis

Inicio del equipo de ventas  
Planificar  
Ventas  
**Documentos**  
Debates  
Buscar

**Gestor de documentos**

**Herramientas**

|                          | Nombre   | Autor             | Última modi |
|--------------------------|--|-------------------|-------------|
| <input type="checkbox"/> | <a href="#">Demostraciones</a>                   | Daniel Olmo Chica | 28/11/05    |
| <input type="checkbox"/> | <a href="#">Gráficos</a>                         | Daniel Olmo Chica | 28/11/05    |
| <input type="checkbox"/> | <a href="#">Presentaciones</a>                   | Daniel Olmo Chica | 28/11/05    |
| <input type="checkbox"/> | <a href="#">Presentación comercial para Acme</a> | Daniel Olmo Chica | 14/02/06    |
| <input type="checkbox"/> | <a href="#">Licencias actuales en Acme</a>       | Daniel Olmo Chica | 14/02/06    |
| <input type="checkbox"/> | <a href="#">Cuestionario de WCS</a>              | Daniel Olmo Chica | 14/02/06    |

# IBM Workplace Web Content Management

**Solución completa para construir sitios Web y gestionar todos sus contenidos**

Componentes aplicables en cualquier espacio de trabajo, portal, o proceso de negocio



# Publicación y gestión de contenidos Web

The screenshot displays the IBM developerWorks Workplace website. The browser window title is 'IBM developerWorks : Workplace - Mozilla Firefox'. The address bar shows 'http://www-128.ibm.com/developerworks/workplace'. The page header includes the IBM logo, a search bar with 'All of dW' selected, and navigation links for Home, Products, Services & solutions, Support & downloads, and My account. The main content area is titled 'IBM Workplace™' and 'Technical resources for IBM Workplace software'. It features several highlighted sections: 'Top story' with an article about 'Announcing Workplace Collaboration Services 2.6'; 'Fast path to Workplace' with links to various services; 'Downloads and CDs' with links to toolkits and catalogs; 'Learning resources' with links to webcasts, demos, and tutorials; 'Support' with links to various support pages; 'My developerWorks' with a welcome message and sign-in/register options; 'Spotlight' with a list of featured articles; 'New content' with a list of recent articles; and 'Editor's picks' with a list of recommended content. The page footer contains a URL: 'http://www.ibm.com/software/info/ecatalog/?S\_TACT=105AGX79&S\_CMP=WPM'.

# Publicación y gestión de contenidos Web

AO Foundation - Mozilla Firefox

Archivo Editar Ver Ir Marcadores Herramientas Ayuda

http://www.aofoundation.org/portal/wps/portal/tut/p/\_s.7\_0\_A

**AO Foundation** Log in

AO World AO Education Surgery Clinical studies

New AO approved products From idea to product AO Development

Current Archive

Medium External Fixation System with additional clamps, M

Medium External Fixation System with additional clamps, M

Cerclage Positioning Sterile for Orthopedic Cable Systems

Antegrade Femoral Nail (AFN)

distal shaft

http://www.aofoundation.org/portal/wps/portal/tut/p/\_s.7\_0\_A/7\_0\_844/.cmd/ad/.ar/sa.org.aofoundation.org.portal.tksys

AO World AO Education Surgery Clinical studies Research Innovations

eLearning Case discussions Courses

- Dynamic cases
- Case collection
- Submit your case

## How would you treat this case ? A "dynamic" case discussion

print this page

How the "dynamic" case discussion works:

1. Evaluate the fracture
2. Add your treatment proposal
3. Rate the other proposals
4. See the treatment solution
5. Discuss the treatment solution

Please only add comments in English.



### February 2006 Case

A 48-year-old man involved in a car accident suffered a fracture of his left leg. The solution will be published on 2 March, 2006.

[treatment proposal](#)



### December 2005 Case

Fracture of the left femur, femoral neck, left tibia, and open book pelvic injury.

[treatment proposal](#) | [treatment solution](#)



### April 2005 Case

This case concerns a 14-year-old youth weighing 85 kg who suffered a motorcycling accident.

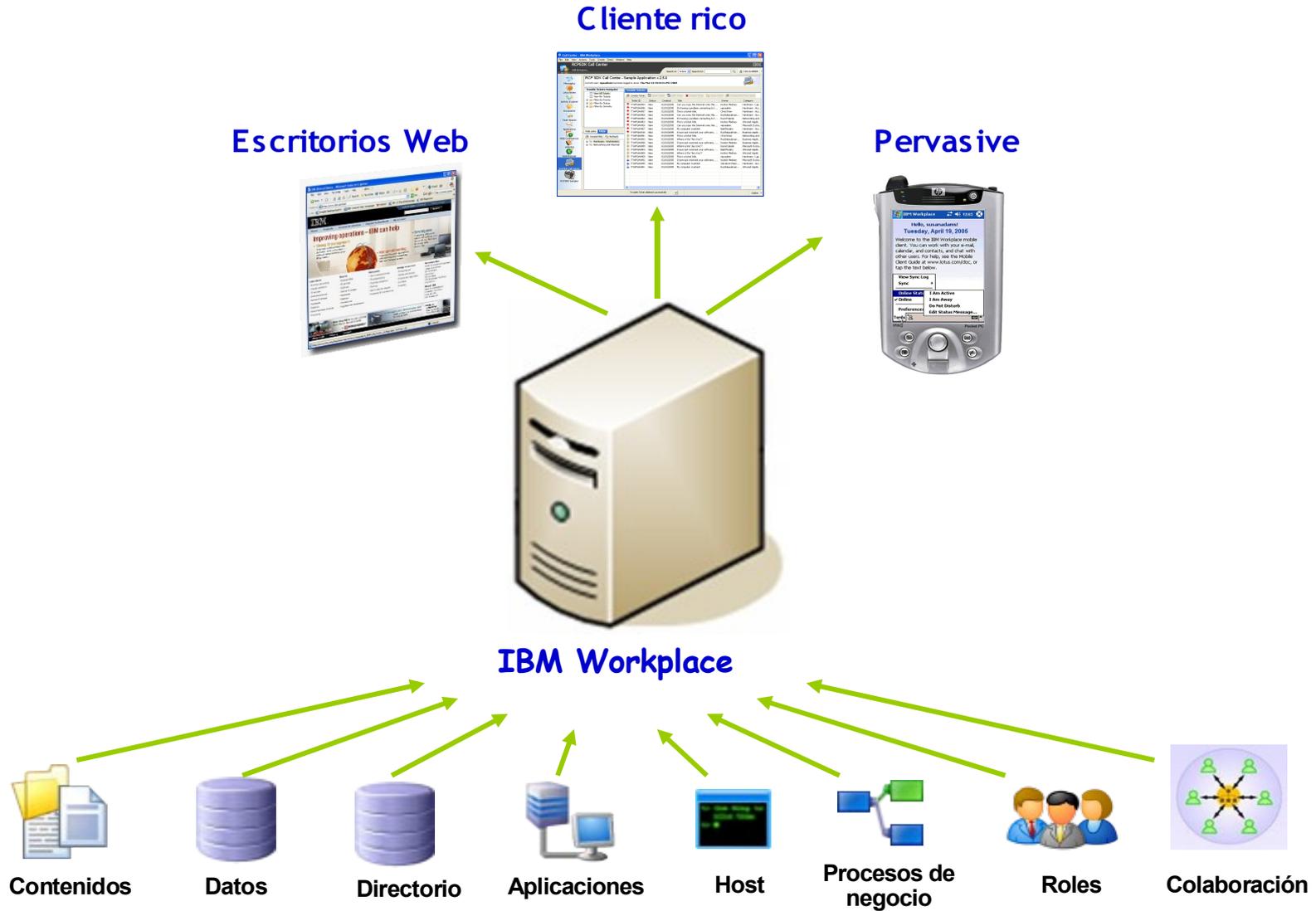
[treatment proposal](#) | [treatment solution](#)



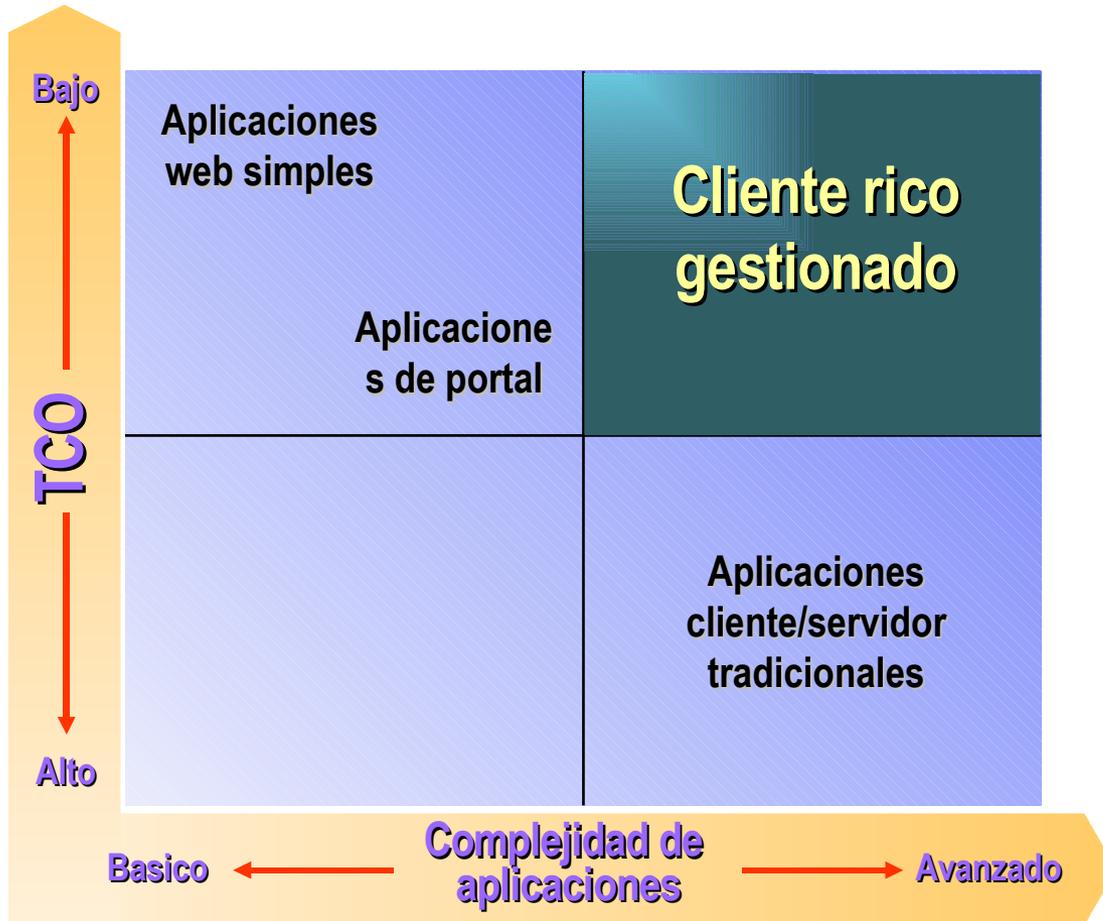
### November 2004 Case

31 years old man suffered an isolated vertical-shear injury of the pelvis after a fall of 6 meters.

[treatment proposal](#) | [treatment solution](#)



# Tecnología de cliente rico



- Cliente/servidor **universal**
  - ✓ Ejecución de lógica de negocio
  - ✓ Almacenamiento local
  - ✓ Trabajo offline
  - ✓ Cualquier aplicación
  
- Cliente gestionado
  - ✓ Seguridad
  - ✓ Provisioning
  - ✓ TCO
  
- Cliente de **SOA**

# RCPSDK Call Center



IBM Workplace...

Search in: Tickets Search for:

I Am Available

## RCP SDK Call Center - Sample Application v.2.5.0

Current user: **wpsadmin** has been logged in since: **Thu Mar 10 19:37:24 PST 2005**

### Trouble Tickets Navigator

- View All Tickets
- View My Tickets
- Filter By Priority
- Filter By Status
- Filter By Severity

### Web Links **FAQs**

- Create FAQ Refresh
- Hardware - Workstation
- Networking and Internet

### Trouble Tickets

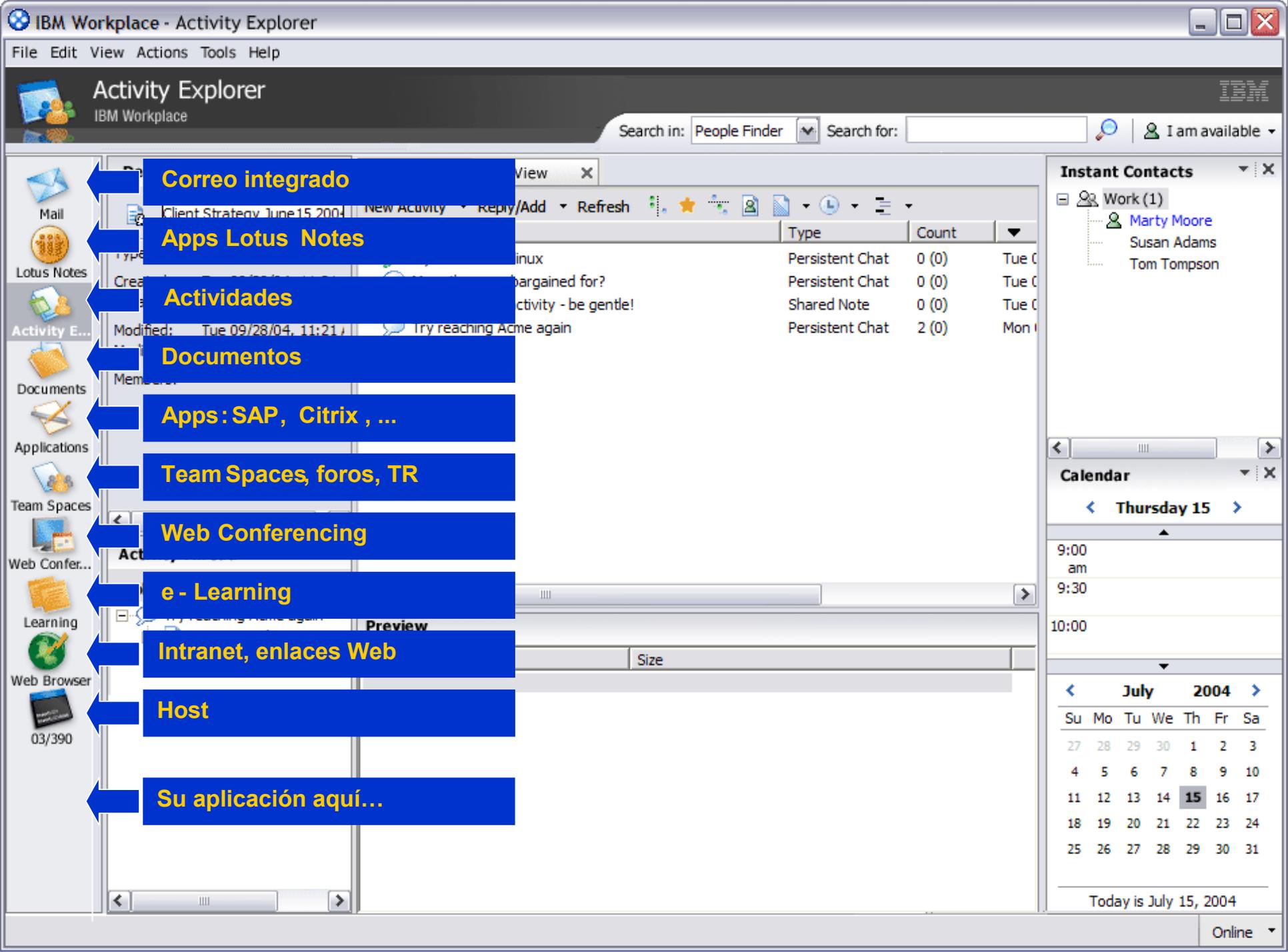
Create Ticket
 Open Ticket
 Edit Ticket
 Delete Ticket
 Close Ticket
 Create FAQ from Ticket

| Ticket ID  | Status | Created    | Title                                   | Owner             | Category          |
|------------|--------|------------|---|-------------------|-------------------|
| TTWPSA4894 | New    | 03/10/2005 | Can you copy the Internet onto this ... | Hunter Medney     | Hardware - Lap..  |
| TTWPSA4896 | New    | 03/10/2005 | I'm having a problem connecting to t... | wpsadmin          | Hardware - Acc..  |
| TTWPSA4897 | New    | 03/10/2005 | This is a ticket title.                 | Chris Riner       | Hardware - Acc..  |
| TTWPSA4900 | New    | 03/10/2005 | Can you copy the Internet onto this ... | Raj Balasubram... | Hardware - Acc..  |
| TTWPSA4902 | New    | 03/10/2005 | I'm having a problem connecting to t... | David Sakole      | Networking and.   |
| TTWPSA4903 | New    | 03/10/2005 | This is a ticket title.                 | Hunter Medney     | Intranet Applic.. |
| TTWPSA4906 | New    | 03/10/2005 | Can you copy the Internet onto this ... | wpsadmin          | Microsoft Excha.  |
| TTWPSA4907 | New    | 03/10/2005 | My computer crashed!                    | Niall Murphy      | Hardware - Acc..  |
| TTWPSA4910 | New    | 03/10/2005 | I have just received your software, ... | Raj Balasubram... | Business Applic.. |
| TTWPSA4891 | New    | 03/10/2005 | This is a ticket title.                 | Chris Riner       | Networking and.   |
| TTWPSA4893 | New    | 03/10/2005 | Where is the "Any Key"?                 | Raj Balasubram... | Business Applic.. |
| TTWPSA4898 | New    | 03/10/2005 | I have just received your software, ... | Hunter Medney     | Business Applic.. |
| TTWPSA4899 | New    | 03/10/2005 | Where is the "Any Key"?                 | David Sakole      | Microsoft Excha.  |
| TTWPSA4904 | New    | 03/10/2005 | I have just received your software, ... | Niall Murphy      | Intranet Applic.. |
| TTWPSA4905 | New    | 03/10/2005 | Where is the "Any Key"?                 | Hunter Medney     | Intranet Applic.. |
| TTWPSA4909 | New    | 03/10/2005 | This is a ticket title.                 | wpsadmin          | Hardware - Lap..  |
| TTWPSA4892 | New    | 03/10/2005 | I have just received your software, ... | Hunter Medney     | Microsoft Excha.  |
| TTWPSA4895 | New    | 03/10/2005 | My computer crashed!                    | Salvatore Mazz... | Hardware - Acc..  |
| TTWPSA4901 | New    | 03/10/2005 | My computer crashed!                    | Raj Balasubram... | Intranet Applic.. |

- Messaging
- Lotus Notes
- Activity Explorer
- Documents
- Team Spaces
- Applications
- Web Conferences
- Learning
- Web Browser
- RCPSDK Call Center**
- RCPSDK Samples

Trouble Ticket deleted successfully

Online



Correo integrado

Apps Lotus Notes

Actividades

Documentos

Apps: SAP, Citrix, ...

Team Spaces, foros, TR

Web Conferencing

e - Learning

Intranet, enlaces Web

Host

Su aplicación aquí...

# Tecnología para cliente rico

The image shows a screenshot of a presentation slide displayed within a software application window. The window title is "Workplace Collaboration Services 2.5 Sizing Questionnaire - IBM Productivity Tools - IBM Workplace Managed Client". The application has a menu bar with "Archivo", "Editar", "Ver", "Crear", "Diseño", "Herramientas", "Tabla", "Ventana", and "Ayuda". Below the menu bar is a header for "Herramientas de productividad de IBM" with the IBM logo. The presentation slide content includes:

- IBM Lotus software logo
- IBM EMEA TECHLINE |**
- WORKPLACE COLLABORATION SERVICES 2.5**
- SIZING AND PLANNING QUESTIONNAIRE**
- When completed, please forward to the Techline ID

# Tecnología para cliente rico

The image displays the Lotus Sametime Connect application interface. On the left is a contact list with categories like 'PMs', 'Profesión', 'Sametime Dev', 'SEs', 'Support', 'SWIT', 'Telefonica', and 'Ventas'. The main window shows a chat conversation with 'Jorge Juan Bermejo Celaa', including a profile picture, name, and contact information (SWG IT Architect, SWITA Telefonica, 334-66871 / 28002 Spain, 28002 Spain, ES). A virtual keypad is overlaid on the chat window, featuring a numeric keypad (1-9, \*, 0, #), call control buttons (MUTE CALL, RECORD CALL, PLAY FILE, CONVERT TO CHAT), and a microphone icon.

# Tecnología para cliente rico

Sales Leads - IBM Lotus Notes

File Edit View Action Tools Window Help

Welcome Mail 4 Activities 5 Calendar 2 Contacts Sales Leads 2 Go to More

### Sales Leads

New Lead Search Edit

| Customer                    | Opportunity      | Revenue   | Status          | Close Date |
|-----------------------------|------------------|-----------|-----------------|------------|
| <b>Central</b>              |                  |           |                 |            |
| Scoletti Construction       | Upgrade          | \$50,000  | Initial Contact | 04/05/2005 |
| Wilder Construction Company | Expansion        | \$100,000 | Initial Contact | 06/14/2005 |
| Washington Home Builders    | Replace existing | \$50,000  | Follow up       | 06/14/2005 |
| Arturo Remodeling           | Upgrade          | \$100,000 | Initial Contact | 06/22/2005 |
| Halversen Remodeling        | New installation | \$125,000 | Initial Contact | 07/19/2005 |
| <b>Northeast</b>            |                  |           |                 |            |
| Kravitz Contractors         | Upgrade          | \$50,000  | Follow up       | 06/06/2005 |
| Kilgore Builders            | Replace existing | \$125,000 | Follow up       | 06/14/2005 |
| <b>OP Tools</b>             | Expansion        | \$125,000 | Initial Contact | 06/14/2005 |
| Minto Landscapers           | Upgrade          | \$75,000  | Initial Contact | 06/14/2005 |
| Sanders & Sons              | Expansion        | \$75,000  | Follow up       | 06/20/2005 |
| Retro Restoration           | New installation | \$125,000 | Proposal        | 06/22/2005 |
| Hines Environments          | Undetermined     | \$75,000  | Inactive        | 06/30/2005 |
| Webster Electrical          | Upgrade          | \$25,000  | Follow up       | 07/01/2005 |
| Rainbow Painters            | Expansion        | \$125,000 | Follow up       | 07/06/2005 |
| Hooper General Contracting  | Expansion        | \$150,000 | Proposal        | 07/20/2005 |
| Da Ponte Plumbing           | Expansion        | \$125,000 | Initial Contact | 07/25/2005 |

**Customer**

- by Name
- by Number
- by Region

**Sales**

**SQL View**

**Related Activities**

**OP Tools deal**

- Sales Lead: OP Tools
- More on OP Tools deal
- Competitive products
- 5/01/05 Sam Curman

**Contacts**

Available

**Related Contacts (1)**

- Pierre Dumont
- Anna Bauer
- Monifa Shani
- Lukas Geiger

**My Contacts (26)**

**Related Feeds**

- Reuters Business Headlines
- Sales Discussion
- Commercial Development N...

**Calendar**

Today is May 01, 2005

**Related meetings**

- Today 1:00 OP Deal Meeting
- May 05 1:30 Meeting with Monifa
- May 19 3:30 OP Tools Meeting

**Today's meetings**

- 9:30 Business Discussion
- 1:00 OP Deal Meeting

**Similar Proposals**

Actions - Search

- Caz** 04/19/04 Anna Bauer
- BFT** 10/29/04 Lloyd Harvey
- Minto** 02/19/05 Brian Hooper
- Tri-City** 03/01/05 Lloyd Harvey
- Aegean** 11/15/04 Brian Hooper
- Hines** 01/25/05 Anna Bauer
- F&J** 06/30/04 Anders Rietsema
- B&BGC** 07/21/04 Brian Hooper

**Projections**

Actions -

**OP Tools Projections**

Legend: Elite (22%), Pro (43.3%), Home (33.3%)

**CRM Sales History**

Query Get Quote Actions -

Customer: OP Tools

Type: Commerical

Current Volume: \$560,000.00

Legal Structure: Corporation

Annual Revenue: \$15,000.00.00

Online

QuickCall | Search contact information - Mozilla Firefox

Archivo Editar Ver Ir Marcadores Herramientas Ayuda

http://c2cpilot.sbylab.sby.ibm.com:9080/C2CWeb/search.jsp

## W3 QuickCall Search

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

Name:

(e.g., smith john)

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

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

Terminado

http://c2cpilot.sbylab.sby.ibm.com:9080 - QuickCall | Talk by Phone - Mozilla Firefox

**w3** Notes signature Make another call FAQ Sign out

## QuickCall

Calls and sets up a voice connection between the two numbers you specify (Call by phone) or between Voice Client and the number you specify (Call by PC Voice Client).



**Aguiar Cayetano, Jose Jorge**  
1  
Premium Service Manager

E-mail: [jorge.aguiar@es.ibm.com](mailto:jorge.aguiar@es.ibm.com)  
Notes mail: Jorge Aguiar Cayetano/Spain/IBM@IBMES  
Sametime status: [Sign in to Sametime](#)

**Call by phone** Call by PC Voice Client

|  |  |
|--|--|
| <p>Call <b>Aguiar Cayetano, Jose Jorge</b> at:</p> <ul style="list-style-type: none"> <li><input type="radio"/> Tie line: 60014</li> <li><input type="radio"/> External phone: 34-91-3976611 x51593</li> <li><input checked="" type="radio"/> Mobile phone: 34-609 075 872</li> <li><input type="radio"/> Alt. external: 34-91-4180014 x60014</li> <li><input type="radio"/> Other <input type="text"/></li> </ul> | <p>Call and connect with <b>you</b> at:</p> <ul style="list-style-type: none"> <li><input type="radio"/> Tie line: 66447</li> <li><input type="radio"/> External phone: 34-91-397</li> <li><input checked="" type="radio"/> Mobile phone:34-626-9785</li> <li><input type="radio"/> Alt. tieline: 53888</li> <li><input type="radio"/> Other <input type="text"/></li> </ul> |
|--|--|

[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



# clientes IBM Workplace. Dispositivos personales

## Windows Mobile

- PocketPC 6600
- HP iPAQ hx4700/h6340
- HP iPAQ h5550/rx3115/3715
- Fujitsu Siemens PocketLoox 720
- Dell X30
- HTC Dopod 700
- i-mate PDA2k
- Toshiba Genio e830
- Qtek 9090
- Dell Axim X3
- HP iPAQ 4150
- MM02 XDA II
- Symbol 8800

## Palm

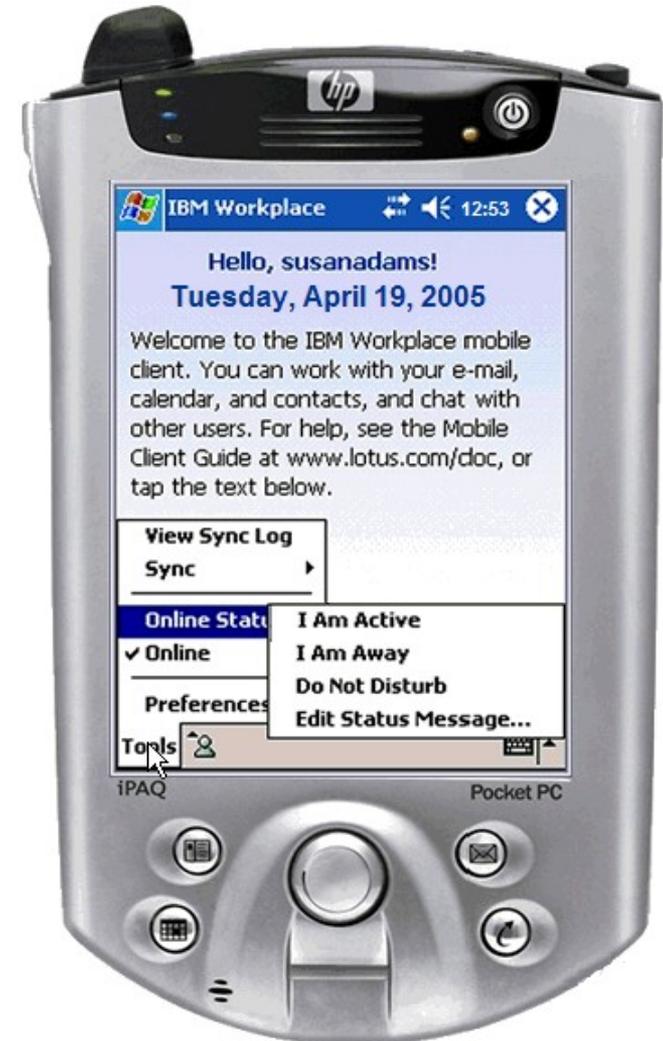
- Tungsten C
- Treo 600
- Tungsten W

## Symbian

- Sony Ericsson P900
- Sony Ericsson P910
- Nokia 9500 Communicator
- Nokia 9300 Communicator

## Otros

- Motorola M1000
- NTT DoCoMo 900i, 901i
- KDDI BBP (A5505SA)



# IBM Workplace Collaborative Learning

- Motor de ejecución de paquetes formativos
- Gestión de la formación
- Servicios de colaboración asociados
- Herramienta de autor
- Módulo de gestión de profesiones y habilidades



# IBM Workplace Collaborative Learning

Acceso al catálogo de cursos

Inscripción dentro de un curso (clase presencial, online, etc..)

Realización de un curso online

Realización de un curso offline

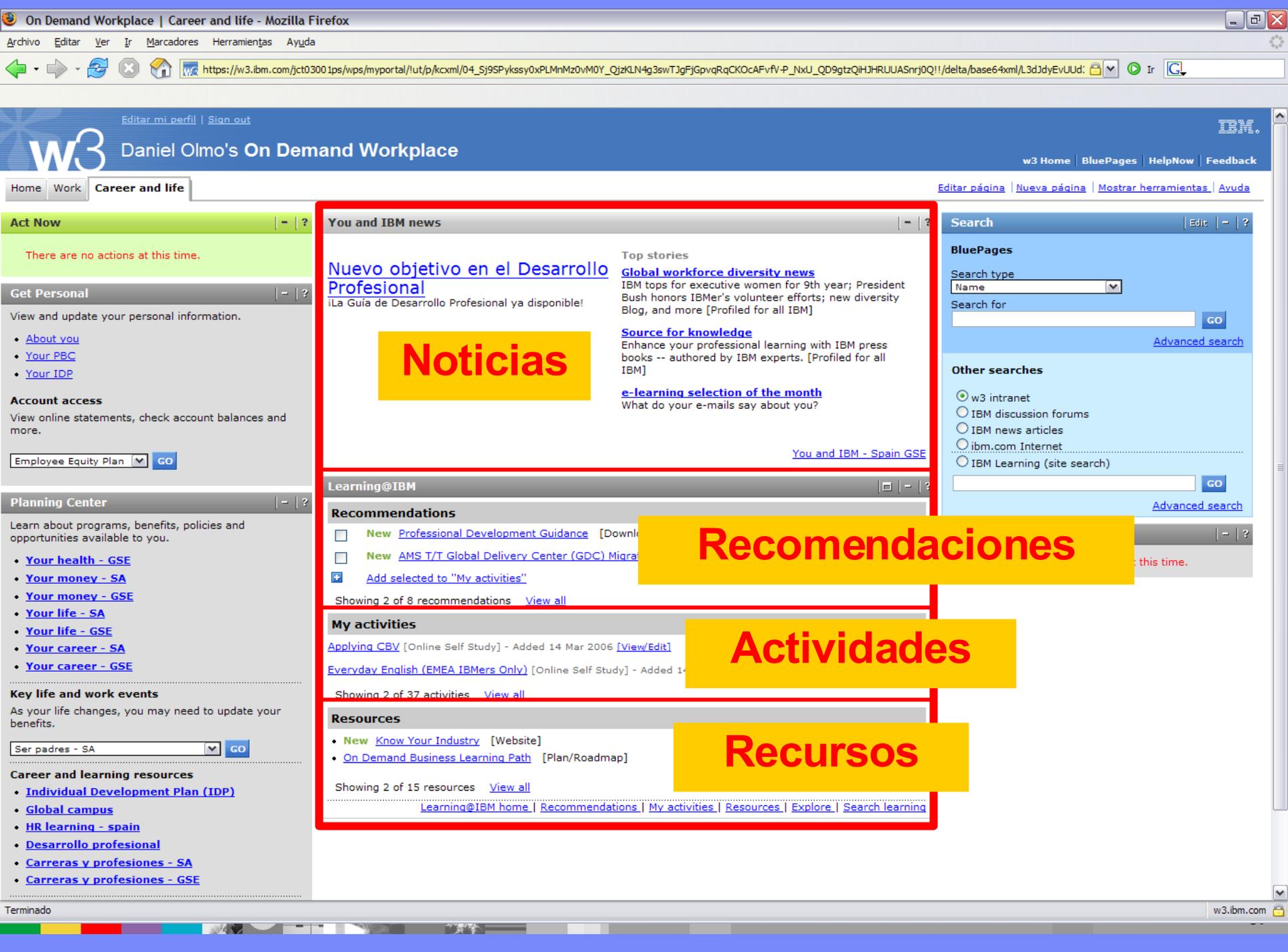
Ejecutar un informe sobre el progreso en tu equipo

The screenshot displays the IBM Lotus Workplace Collaborative Learning interface. It is divided into several panes:

- Student Catalog:** A search interface with a 'Keywords' field and a list of course categories including BCS, IGS, PCD, SWG, Class Survey, Diversity Awards, and IBM Safety & Health.
- Course Offerings:** A section for 'Diversity Awards' with a 'Return to Catalog' link and a table of course offerings.
- Course Details:** A pane showing 'Start Date' information for the selected course.
- Course Tools:** A section with links for 'Progress Report' and 'Calendar'.
- User Transcript:** A report titled 'User Transcript' for user 'SusanAdams22' on 'November 14, 2003 5:53 PM'. It contains a table with the following data:

| Course Number | Course Name                     | Last Accessed | Progress    | Completed | Score | Times Accessed | Time Spent |
|---------------|---------------------------------|---------------|-------------|-----------|-------|----------------|------------|
| Survey        | Class Survey                    | --            | Not Started | --        |       | 0              |            |
| Workplace101  | Workplace: the power unleashed  | --            | Not Started | --        |       | 0              |            |
| 111           | Basic1                          | --            | Not Started | --        |       | 0              |            |
| CSR000        | Customer Service Representative | --            | In Progress | --        |       | 0              |            |

The transcript report ends with 'End Report'.



**You and IBM news**

**Nuevo objetivo en el Desarrollo Profesional**  
¡La Guía de Desarrollo Profesional ya disponible!

**Top stories**  
**Global workforce diversity news**  
IBM tops for executive women for 9th year; President Bush honors IBMer's volunteer efforts; new diversity Blog, and more [Profiled for all IBM]  
**Source for knowledge**  
Enhance your professional learning with IBM press books -- authored by IBM experts. [Profiled for all IBM]  
**e-learning selection of the month**  
What do your e-mails say about you?

[You and IBM - Spain GSE](#)

**Learning@IBM**

**Recommendations**

- New [Professional Development Guidance](#) [Download]
- New [AMS T/T Global Delivery Center \(GDC\) Migration](#)

[Add selected to "My activities"](#)

Showing 2 of 8 recommendations [View all](#)

**My activities**

[Applying CBV](#) [Online Self Study] - Added 14 Mar 2006 [View/Edit](#)

[Everyday English \(EMEA IBMers Only\)](#) [Online Self Study] - Added 14 Mar 2006 [View/Edit](#)

Showing 2 of 37 activities [View all](#)

**Resources**

- New [Know Your Industry](#) [Website]
- [On Demand Business Learning Path](#) [Plan/Roadmap]

Showing 2 of 15 resources [View all](#)

[Learning@IBM home](#) | [Recommendations](#) | [My activities](#) | [Resources](#) | [Explore](#) | [Search learning](#)

**Noticias**

**Recomendaciones**

**Actividades**

**Recursos**

**Search**

Search type  
Name

Search for

[Advanced search](#)

**Other searches**

- w3 intranet
- IBM discussion forums
- IBM news articles
- ibm.com Internet
- IBM Learning (site search)

[Advanced search](#)

Editar mi perfil | Sign out

**w3 Daniel Olmo's On Demand Workplace**

Home | Work | **Career and life**

**Act Now**

There are no actions at this time.

**Get Personal**

View and update your personal information.

- [About you](#)
- [Your PBC](#)
- [Your IDP](#)

**Account access**

View online statements, check account balances and more.

Employee Equity Plan

**Planning Center**

Learn about programs, benefits, policies and opportunities available to you.

- [Your health - GSE](#)
- [Your money - SA](#)
- [Your money - GSE](#)
- [Your life - SA](#)
- [Your life - GSE](#)
- [Your career - SA](#)
- [Your career - GSE](#)

**Key life and work events**

As your life changes, you may need to update your benefits.

Ser padres - SA

**Career and learning resources**

- [Individual Development Plan \(IDP\)](#)
- [Global campus](#)
- [HR learning - spain](#)
- [Desarrollo profesional](#)
- [Carreras y profesiones - SA](#)
- [Carreras y profesiones - GSE](#)

**Iniciar sesión en IBM Lotus Learning Management System - Mozilla Firefox**

Archivo Editar Ver Ir Marcadores Herramientas Ayuda

http://nbaxa006.ng.boulder.ibm.com/edu

**IBM. Internal Learning Lotus Learning Management System**

**Iniciar sesión**

Iniciar sesión en IBM Lotus Learning Management System

Nombre del usuario  
daniel.olmo@es.ibm.com

Contraseña  
\*\*\*\*\*

Terminado

http://nbaxa006.ng.boulder.ibm.com - IBM Lotus Learning Management System - Mozilla Firefox

Launch Course

Search w3  GO

Search Integrated Supply Chain

w3 Home | BluePages | HelpNow | Feedback

**w3 Integrated Supply Chain**

- ISC home
- About ISC
- ISC strategy
- ISC senior leadership
- Careers & education
- Tools & resources
- Awards & recognition
- Manager information
- News archive

**Bienvenido al módulo educativo Información del cliente - Fundamentos**

Para comenzar la clase, haga clic en el enlace de abajo. El módulo Información del cliente - Fundamentos se tomará aproximadamente 0.5 hora para completar. Mientras avanza, recibirá una marca de verificación por cada sección completada. Si debe dejar la clase antes de completar todas las secciones, las marcas de verificación le permitirán regresar al lugar donde se detuvo. Las marcas se mantendrán por siete días.



[INICIAR LA CLASE EN VERSIÓN INTRODUCCIÓN ANIMADA \(BANDA ANCHA\)](#)

[INICIAR LA CLASE EN VERSIÓN INTRODUCCIÓN EN HTML \(ACCESO TELEFÓNICO\)](#)

[RESUMEN](#)

[PREGUNTAS FRECUENTES](#)

Copyright IBM Corporation 2005 - 2006. Todos los derechos reservados.

Si encuentra textos o imágenes superpuestos en esta clase, haga clic en el botón Preguntas frecuentes en esta página o en el botón Ayuda de la barra de navegación de la clase.

http://nbaxa006.ng.boulder.ibm.com - IBM Lotus Learning Management System - Mozilla Firefox

Launch Course

**Información del cliente - Fundamentos**

© Copyright IBM Corporation 2005 - 2006

Este módulo educativo consta de cinco secciones.  
Seleccione una sección para comenzar.



1. Introducción
2. Una cara/Una voz
3. CRM
4. Recursos
5. Conclusión

IBM. Menú principal

Referencias Ayuda Glosario Menú Anterior Siguiente

Terminado

# Solución de informes y controles de negocio

The screenshot displays the IBM Workplace for Business Controls and Reporting interface. The main navigation bar includes 'Home', 'Executive View', 'Documentation', 'Evaluation', 'Organization', 'Reports', and 'Financial Reports'. The 'Documentation' section is active, showing a 'Tree View' on the left and a 'Documentation Detail' pane on the right.

**Tree View:**

- ACME
  - AP Operations
  - EMEA Operations
  - NA Operations\*
    - Finance\*
      - Accounts Receivable\*
        - Account for Sales Transactions
        - Bad Debt
          - Bad debt is appropriately monitored and managed. (Selected)
          - Bad debt may go uncollected or not be collected
          - Bad debts may be unintentionally and inappropriately processed by users
          - The ability to perform periodic processing related to bad debts
        - Credit Memos
        - Deposit Checks

**Documentation Detail:**

**Objective:** Bad debt is appropriately monitored and managed.

**Description:**

**Outline:**

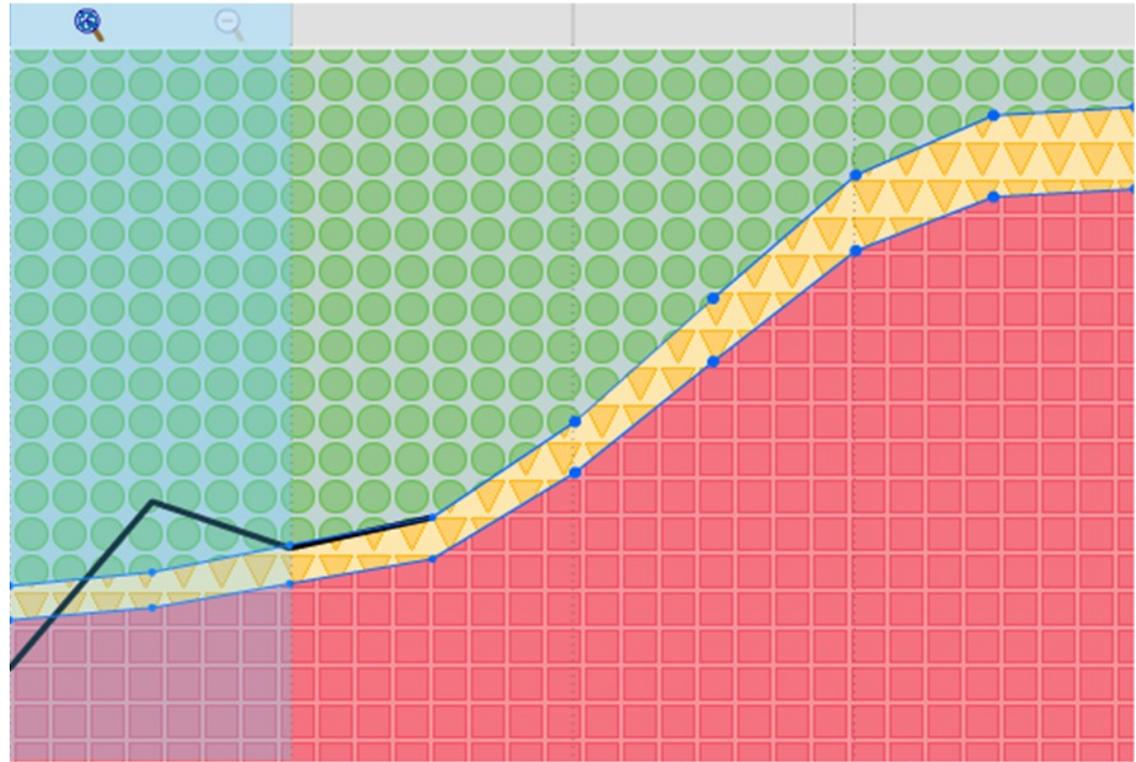
**Risks for Current Objective**

| Objective Association               | Risk  |
|-------------------------------------|---|
| <input checked="" type="checkbox"/> | Bad debt may go uncollected or not be collected in a timely manner which may impact write-offs.   |
| <input type="checkbox"/>            | Bad debts processing by unauthorized users may result in an understatement of the accounts receivable balance and a premature expense of bad debts. |

Page 1 of 1      Total: 2    Displayed: 2

# Solución de gestión de objetivos y estrategia de negocio

- ***Alineación de objetivos personales y de negocio***
- ***Vinculación de empleados y negocio***
- ***Control y gestión de resultados y tendencias***



# IBM Workplace for Business Strategy Execution

Home Scorecard Dashboard

**Ronnie Espinosa**  
View Employee's Information

**Scorecard for Ronnie Espinosa**

**Linkage Path**  
Ronnie Espinosa  
Minh Li

**Minh Li**  
**Objective:**  
Increase AP sales revenue by 10%

Target: **\$4.04 M**  
Actual: **\$2.3 M**  
Variance: **-\$1.74 M**

Show:  
All linkages  
Status type:  
View all

**Ronnie Espinosa**  
Achieve Revenue Goals  
● 2 ▼ 2 ■ 0 **-\$2.62 M**

**Francis Merriweather**  
Increase Sales Revenue  
● 3 ▼ 1 ■ 0 **-\$21.3 K**

**Stan Carrow**  
Increase EMEA sales  
● 1 ▼ 2 ■ 0 **-\$400.2 K**

**Raimundo Martin**  
Increase South American sales  
● 4 ▼ 1 ■ 0 **-\$34.3 K**

**Minh Li**  
Increase AP sales revenue  
● 0 ▼ 4 ■ 1 **-\$1.74 M**

**Peter Brown**  
Increase North American sales  
● 5 ▼ 2 ■ 0 **-\$387.2 K**

**Irosama Takahashi**  
Increase Japan revenue  
● 0 ▼ 1 ■ 3 **-10%**

**Meng Chen**  
Increase China sales revenue  
● 1 ▼ 2 ■ 2 **-8%**

**Surengiin Hattori**  
Increase Mongolian sales  
● 0 ▼ 3 ■ 0 **-6%**

**Sanjay Ramanujam**  
Increase India sales  
● 0 ▼ 4 ■ 1 **-7%**

**Toshiro Chang**  
Increase Phillipine sales  
● 0 ▼ 3 ■ 1 **-9.4%**

Search:

My Alerts

Your status has changed to green: SOX Compliance

An objective has been pushed to you: Achieve Revenue Goals

An objective has been pushed to you: Maintain spending

An objective has been pushed to you: New Product Launch

Your trend has changed to up: World-Class Employer

# Soluciones de cuadros de mando

**Executive Insight**  
Powered by Bowstreet

Executive Home | Sales | Operations | HR | Manager | Welcome | My Favorites

**Alerts**

| Priority | Status | Alert  |
|----------|--------|--|
| High     | New    | YTD Operating Profit is at least 2% above target |
| Medium   | New    | YTD ROE on track                                 |

**Financials** (View all)

**Sales** (View all)

|      |     |  |
|------|-----|--|
| High | New | Globe travel - New opportunity > 1,000,000   |
| High | New | World Wide Co. - New opportunity > 1,000,000 |

**News** (View all)

|        |       |  |
|--------|-------|--|
| High   | New   | Mega Corp just acquired Globe Networks |
| Medium | New   | Alpha profit down 10%                  |
| Low    | Saved | Giant Co discloses new customer list   |

**Top Opportunities**

Current Top 10 Opportunities by Amount

| # | Account              | Rep              | Amount | Product          |
|---|----------------------|------------------|--------|------------------|
| 1 | Les Chapeaux         | Paul Roget       | 99,650 | Network Monitor  |
| 2 | R & S Insurance      | Simon Wilshire   | 99,250 | Network Monitor  |
| 3 | Le Monde             | Bertrand Dutrand | 99,250 | Network Monitor  |
| 4 | Iberica.com          | Luis Desoto      | 99,250 | Network Monitor  |
| 5 | Enterprise Computers | Jane Louis       | 98,434 | Server Manager   |
| 6 | Nippon Steel Concern | Ken Morimoto     | 98,000 | Server Processor |
| 7 | Cape Shipping        | Clark Haas       | 81,550 | Configurator     |

**EBITDA**

EBITDA in Millions of Dollars

**Key Performance Indicators**

| Objectives              | 2004        | 2005 YTD    | Target | Change |
|-------------------------|-------------|-------------|--------|--------|
| <b>Financials</b>       |             |             |        |        |
| Operating Profit        | \$4,155,500 | \$4,652,000 | 10.0%  | 11.95% |
| Gross Margin            | \$2,200,800 | \$2,805,000 | 12.0%  | 27.45% |
| Return on Equity        | 1.03%       | 1.87%       | 1.0%   | 0.84%  |
| <b>Sales</b>            |             |             |        |        |
| Revenue                 | \$6,032,401 | \$6,394,345 | 5.0%   | 6.01%  |
| Number of New Customers | 320         | 345         | 9.0%   | 7.99%  |
| Average Deal Size       | \$75,454    | \$76,209    | 2.0%   | 1.01%  |
| <b>Organizational</b>   |             |             |        |        |
| Headcount               | 4,504       | 4,639       | 5.0%   | 3.00%  |
| Turnover                | 2.3%        | 2.5%        | 1.0%   | 0.20%  |

Legend: ■ = Overperforming ■ = Underperforming

**Headcount**

Headcount Details

Headcount by Department

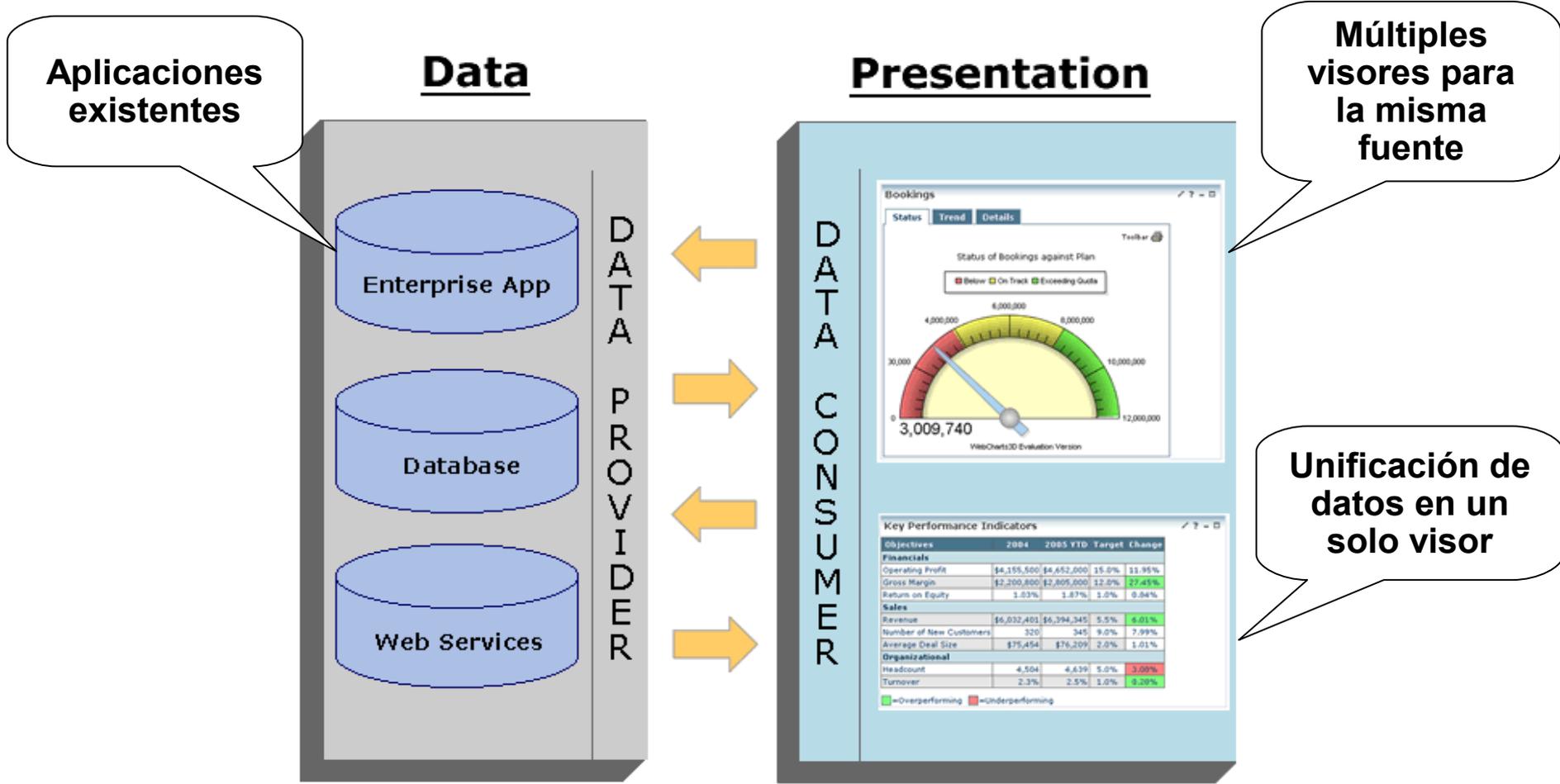
**My Team**

| Name             |
|------------------|
| Miles Montgomery |
| Jennifer Santos  |
| Earl Dutton      |
| Wallace Stokely  |
| Maria Vasquez    |

**Bookings vs. Quota**

valuation Version

# Presentación de datos flexible



# RRHH. Gestión de empleados y soluciones de auto-servicio

**EmployeeFIRST** My Portal | Edit my profile | Log out

Search:

Employee Documents Welcome My Tasks My Favorites

Home Profile Pay Time and Attendance Benefits Career

Home ? Help

**Welcome to Direct Access**

- Profile**
  - Edit or update personal information
  - Update emergency contacts
- Pay**
  - View pay checks
  - Change tax holdings
  - Change pay check options
- Time and Attendance**
  - Request time off
  - View absences
- Benefits**
  - View current benefits
- Career**
  - View performance reviews
  - Add additional skills and certifications

**Inbox**

**My Requests**

| Status           | Absence Type | Date       | Text                   |
|------------------|--------------|------------|------------------------|
| Pending Approval | Vacation     | 02-15-2005 |                        |
| Approved         | Sick Day     | 01-01-2005 | This has been approved |

**Announcements**

| Announcement                 | Date       | Details                 |
|------------------------------|------------|-------------------------|
| Read the New benefits policy | 03-05-2005 | <a href="#">Details</a> |
| Snow storm policy            | 02-28-2005 | <a href="#">Details</a> |
| Update on construction       | 02-27-2005 | <a href="#">Details</a> |

**Employee Directory**

Search by  Search Text

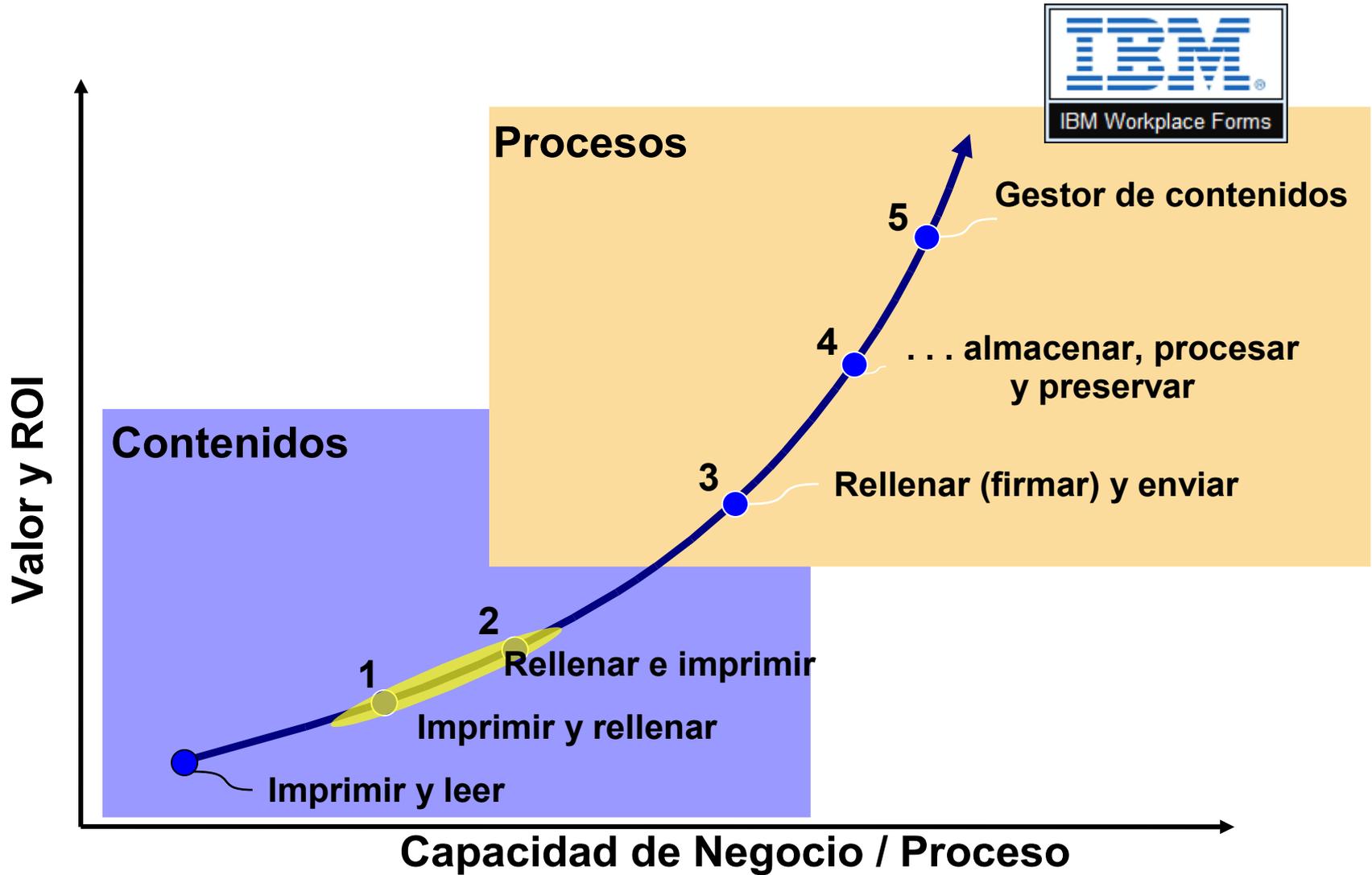
Employee Name

# IBM on-demand Workplace. ROI

*En millones de \$*

|   |                |
|---|----------------|
| <b>eLearning</b>  | <b>\$284</b>   |
| <b>IT: Instalación/Gestión de las soluciones corporativas</b> | <b>\$201</b>   |
| <b>IT: Gestión de Assets (ordenadores, impresoras, etc)</b>   | <b>\$133</b>   |
| <b>Recursos Humanos: Sistema de gestión de gastos On-Line</b> | <b>\$ 36</b>   |
| <b>Colaboración con Web Conferencing</b>                      | <b>\$ 25</b>   |
| <b>Reserva de viajes: On-line Travel</b>                      | <b>\$ 12</b>   |
| <b>Recursos Humanos: Employee Self Service</b>                | <b>\$ 248</b>  |
| <b>Comunicaciones Corporativas: Noticias, comunicados</b>     | <b>\$ 3</b>    |
| <b>Trabajo móvil: Ahorros inmobiliarios</b>                   | <b>\$ 452</b>  |
| <b>Dpto de Compras: Employee Self Service</b>                 | <b>\$ 450</b>  |
| <b>Customer Relationship Management</b>                       | <b>\$ 164</b>  |
| <b>Total</b>  | <b>\$ 2009</b> |

# e-Forms – Hacia el proceso “On Demand”



# Formularios electrónicos con IBM Workplace

**Mountain-Sure INVESTMENTS** Brokerage Account Application

INVESTMENTS Check/Withdrawing Account? Yes  No  Portfolio Account? Yes  No

Account Type  Individual  Estate\*  Partnership\*  Custodian for a Minor  Collateral  \*Additional Documents Required  
 Joint Tenants  Trust\*  Corporation\*  Charitable Organization\*  Investment Club

Applicant Information Required by MSRB Rule 0-8(A)(5) and NASD Rule 2310

First Name: Richard Middle Initial: Smith Last Name: Smith SSN: 999-99-9999 Date of Birth: 04-15-1964 Business Phone: ( ) -  
 Mailing Address: 123 Electric Form Ave City: Springfield State: MA ZIP Code: 01111  
 Legal (street) Address (Required in additional F.O. Box #): 123 Electric Form Ave City: Springfield State:  
 Employer: PureEdge Solutions Occupation: Doctor City: Springfield  
 Are you or joint applicant employed by a member firm of a stock exchange, a national securities dealer or other securities organization?  
 Yes, Co.

Flowchart: [Application for Estate, Partnership, Trust, Corp. or Charity] → User Changes Account Type → Application Requires Docs (do / show attachments button, do / pop up instructions dialog) → Application Needs No Docs → Unsigned → Approving Principal Signature Enabled → Approving Principal Signature Disabled

```

<name>PureEdge Solutions</name>
<address>
</address>
<city>Springfield</city>
</legalAddress> <state>MA</state>
</address>
<occupation>Doctor</occupati
</employer>
</applicant>
    
```

Bylaws of the American Institute of Organbuilders as amended October 10, 2001

Article I  
Name  
The name of this organization shall be: American Institute of Organbuilders (AIO)

Article II  
Objectives  
The objectives of this organization shall be: to advance the science and practice of research, experiment and other means; to disseminate knowledge regarding pipe...

CERTIFICATE OF ONE BIRTH

- ✓ Formularios “Pixel Perfect”
- ✓ Diseño de la lógica de negocio
- ✓ Soporte XML – Xforms
- ✓ Integración de contenidos



# Formularios electrónicos con IBM Workplace

**Mountain-Sure INVESTMENTS** Brokerage Account Application

**INVESTMENTS** Check/Trading Account? Yes  No  Portfolio Account? Yes  No

Account Type:  Soliited  Unsolited Office: CA-32 AE#: 9999 Account#: 88888

Individual  Estate\*  Partnership\*  Custodian for a Minor  Collateral  Additional Documents Required  
 Joint Tenants  Trust\*  Corporation\*  Charitable Organization\*  Investment Club

**Applicant Information** Required by MSRB Rule 0-8(a)(5) and NASD Rule 2310

First Name: Richard Middle Initial: Smith Last Name: Smith SSN: 999-99-9999 Date of Birth: 04-15-1964 Business Phone: ( ) - -

Mailing Address: 123 Electric Form Ave City: Springfield State: MA ZIP Code: 01111  
 Legal (Street) Address (Required in addition to P.O. Box#): 123 Electric Form Ave City: Springfield State: MA

Employer: PureEdge Solutions Occupation: Doctor City: Springfield State: MA

Are you or joint applicant employed by a member firm of a stock exchange, a municipal securities dealer or other securities firm?  
 Yes, Co.  No

Approving Principal Signature Disabled

**Signatures**

```
</legalAddress>
<employer>
  </address>
  <name>PureEdge</name>
  <occupation>Doctor</occupati
</employer>
<address>
</applicant>
</address>
```

Bylaws of the American Institute of Organbuilders as amended October 10, 2001

Article I  
 Name  
 The name of this organization shall be: American Institute of Organbuilders (AIO)

Article II  
 Objectives  
 The objectives of this organization shall be: to advance the science and practice of research, experiment and other means; to disseminate knowledge regarding pipe...

CERTIFICATE OF LIVE BIRTH  
 050498

- ✓ Formularios “Pixel Perfect”
- ✓ Diseño de la lógica de negocio
- ✓ Soporte XML – Xforms
- ✓ Integración de contenidos
- ✓ Firmas digitales y certificados

# ***IBM Workplace es:***

- tecnología***
- productos***
- soluciones***



- ✓ *Workplace Collaboration Services*
- ✓ *Workplace Client technology*
- ✓ *Workplace Documents*
- ✓ *Workplace Web Content Management*
- ✓ *Workplace for Business Controls and Reporting*
- ✓ *Workplace Team Collaboration*
- ✓ *Workplace Messaging*
- ✓ *Workplace Collaborative Learning*
- ✓ *Workplace for Business Strategy Execution*
- ✓ *Workplace Dashboards for sales*
- ✓ *Workplace Dashboards for executives*
- ✓ *Workplace Dashboard framework*
- ✓ *Workplace Forms*
- ✓ *Workplace for SAP*
- ✓ *Workplace Services Express*



# Catálogo de soluciones IBM Workplace por industria

The screenshot shows the IBM Workplace Solutions Catalog website. The browser window title is "IBM Workplace Solutions Catalog - Mozilla Firefox". The address bar shows the URL "http://catalog.lotus.com/wps/portal/portalworkplace". The website header includes the IBM logo, a navigation menu with "Inicio", "Productos", "Servicios & Soluciones", "Soporte & Descargar", and "Mi cuenta", and a search bar with a "Buscar" button. The main content area is titled "Catálogo de soluciones de IBM Workplace" and "Soluciones horizontales y específicas del sector para empresas 'on demand'". It features a "Noticias" section with a news item dated 24/01/06 about RSS Feeds, a "Buscar" search box, and a "Sectores" section listing various industries like Aerospace, Automotive, and Financial Markets. On the right side, there are "Nuevo" and "Popular" sections listing specific solutions like IT Factory CRM and WebSphere Portal V5.1 Sample Code. The left sidebar contains a "Software" section with a list of products and an "Enlaces relacionados" section with links to related content.

## ¿ El software más caro del mundo ?

- ✓ Solución completa de portal
- ✓ Gestor de documentos compatible y con editores Web integrados
- ✓ Plantillas para hacer espacios de trabajo
- ✓ Galería de aplicaciones colaborativas
- ✓ Control de presencia y mensajería instantánea
- ✓ Incluye base de datos y directorio
- ✓ Integración con su correo (Domino, Exchange...)

***2.000 € un paquete de 20 usuarios !!!***





IBM Software Expo 2006. Madrid 23 de Mayo

# en resumen



# ¿Por qué IBM Workplace?

## ✓ **Maximización de los beneficios**

- ✓ *Protección escrupulosa de inversiones realizadas*
- ✓ *Diseñado para acelerar la productividad*
- ✓ *Diseñado para integrarse en el negocio de las compañías*
- ✓ *Soporte multiplataforma y multi-cliente*
- ✓ *Mejores prácticas e innovación en colaboración y Groupware*

## ✓ **Reducción drástica de costes**

- ✓ *Eliminación del coste de despliegue y mantenimiento*
- ✓ *Independiente de sistemas operativos particulares*
- ✓ *Homogeneización de plataformas. SOA*

## **Basado en tecnologías estándar**

- ✓ *Lo que garantiza la integración, el soporte y la oferta de alternativas*



## ¿Qué necesito para realizar mi trabajo?

- Aplicaciones, procesos
- Datos, documentos, información
- Herramientas de comunicación
- Contactos, interacción
- Conocimiento, experiencia, habilidades
- Un espacio de trabajo
- Flexibilidad. Conectividad
- Un método (o varios)
- Vinculación, estrategias, objetivos



¿Qué necesito para realizar mi trabajo?

# *IBM Workplace*

