




SOCIAL BUSINESS ON CLOUD!



IBM My Dashboard People Apps Rishab Sharma Help Log Out

My Dashboard Profiles Search

 Rishab Sharma IBM My Account Settings

LotusLive Apps Communities Activities Files Forms Charts Events Meetings Downloads LotusLive Labs Support Forums Storage

Add and share files
Upload files to store them, and group files into a collection. Mark files private, or share files and collections with others.
[Go to Files](#) | [Learn More...](#) < previous | next >

Meetings

ID: 620-987 **Host Meeting** Enter meeting ID

Require password
 Generate meeting report

Your meeting URL:

Invitations and Requests

BIREN PATNAIK has requested you to participate in survey: [biren form2](#)

BIREN PATNAIK has requested you to participate in survey: [Biren Form1](#)

News Feed All updates My updates

Today

Kazuhiro Kilanaka has shared the file 'TestFile0325.txt' with 'IBM'

Rishab Sharma
Technical Sales Leader
IBM Collaboration Solutions
IBM India / SA



Transparent

Work in a security rich environment
outside or inside the company to
solve business problems

Engaging

Nexus of people
and expertise

Nimble

Innovate quickly to
create new business
processes in the cloud



Trust

Security

Compliance

LotusLive enables social business in the Cloud



Our strategy

Simplify and Improve business interactions

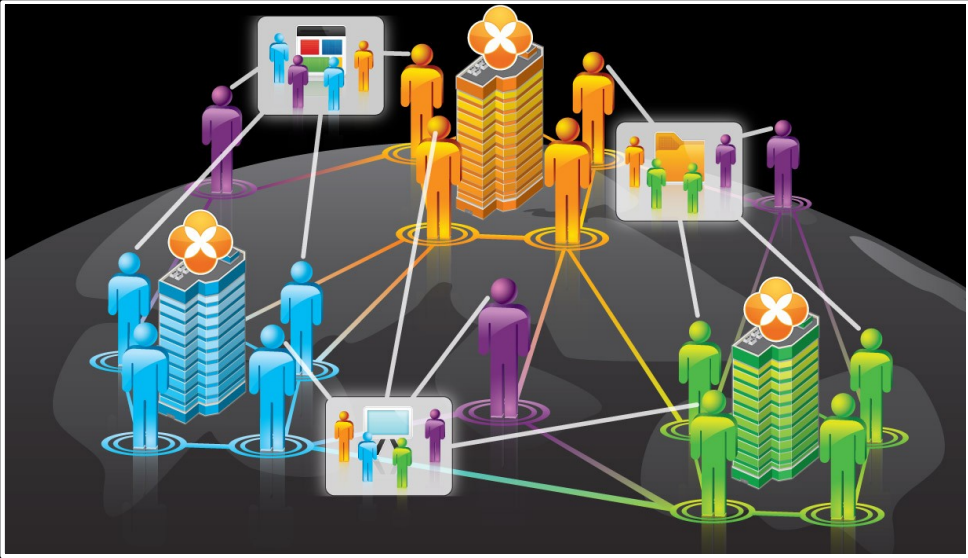
Expanding the enterprise perimeter to the cloud

Creating new business value through seamless integration with your applications

Growth and Innovation

Cost reduction





My Network



Communities



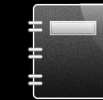
Activities



Files



Meetings



Events



Chat



eMail



Charts



Survey Forms



Integrated Applications



The LotusLive Portfolio



LotusLive provides integrated, Cloud-based email, web conferencing, instant messaging, file sharing, relationship management and project tracking that enables you to work with anyone from anywhere -- all with IBM's focus on security, reliability and enterprise integration.



Web Conferencing

LotusLive Meetings

A full-featured, easy to use Web conferencing service

LotusLive Events

Provides tools to create, manage and conduct webinars for up to 999 attendees



Collaboration

LotusLive Engage

An integrated suite of tools that combines your business network with collaboration and conferencing services

LotusLive Connections

Combines your business network with collaboration services



eMail

LotusLive Notes

IBM's flagship Lotus Notes email, calendar, contact management and instant messaging

LotusLive iNotes

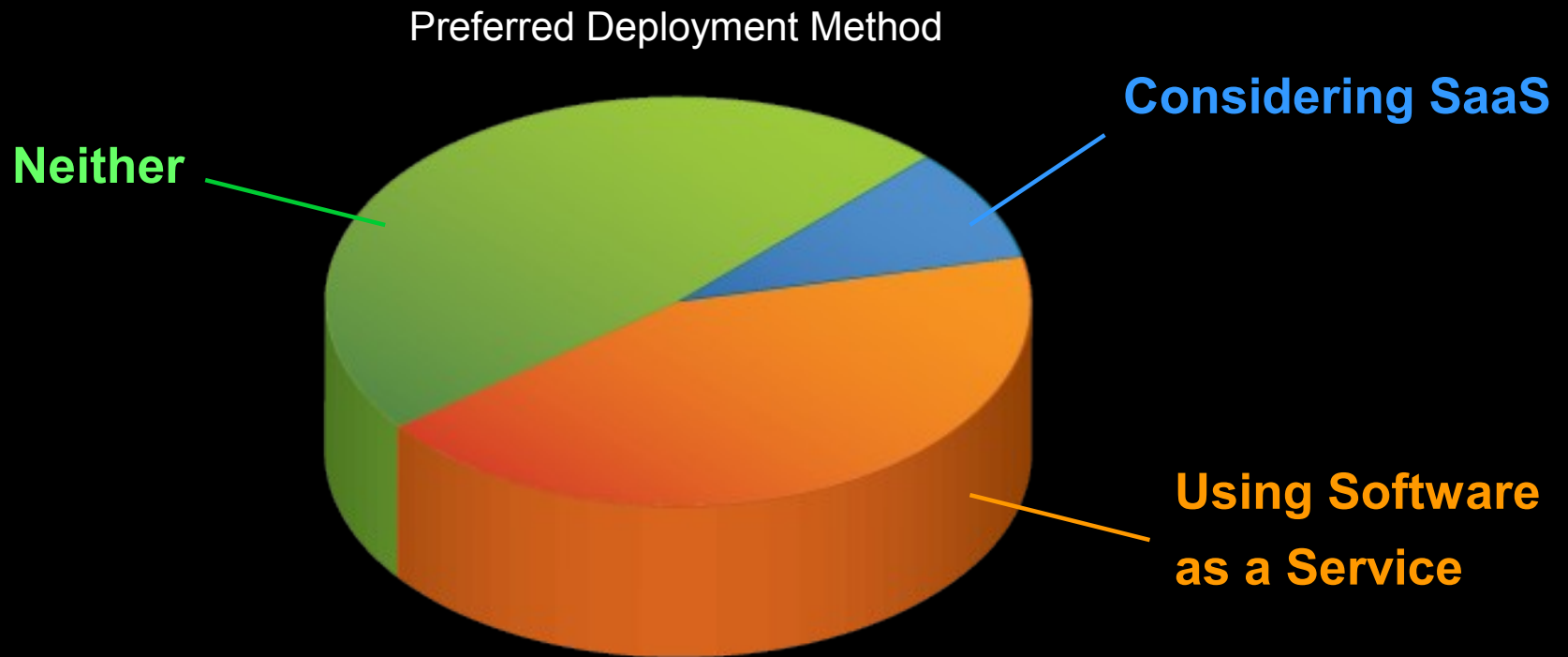
Web-based e-mail, personal calendar and contact management

Customers are moving to the cloud



'After email, with 58% saying they'd be using a cloud solution of some type in the next 24 months, overall collaboration was the second most important workload, with 48% saying they'd be looking to build out an internal cloud, or use a public solution.'

"IDC North American Cloud Survey" - Robert Mahowald, January 2011



IBM Collaboration Solutions Customer Study – North America 2010

Business value drives customer momentum

Triple digit growth in NEW customer signing's
(30 signed and deployed in India)





Lotuslive @ Shriram Group



The Business

- Shriram Transport Finance Company Limited is India's largest player in commercial vehicle finance company
- The company has a network of 484 branches and service centers and more than 20,000 employees

The Challenge

- Exponential growth in the next few years, this lead them to realize that their incumbent solution provider would be unable to scale up to cater to this exponential growth.
- Service levels in terms of performance, loss of mails and band width requirement. I
- If they continued they would have been forced to invest in additional hardware and operating systems as this was a dedicated hosting solution.

The Solution

- Today, the Company is using IBM Lotus Notes for its corporate employees and LotusLive iNotes for transport finance branch and field sales force
- What made us win there were robustness, ease of use, scalability, centralized, Mobility options, secure, and easy to manage.
- A lot of their Sales force who do not go to office on a regular office are able to access emails on mobile phones at no cost for the company

Benefits

- Low Cost and Rapid deployment
- Ease of use and low management costs

Lotuslive @ IndiaFirst Life Insurance



The Business

- IndiaFirst Life Insurance, an insurance company headquartered in Mumbai
- Branch network of over 4,800 branches of Bank Of Baroda & Andhara Bank across more than 1,000 cities and towns in India

The Challenge

- Company needed an easy and quick way to hold business meetings without requiring all employees to physically meet in one location.
- Wanted a platform "Chat with CEO, Investment/Fund Managers" for the large institutional investors, Corporate advisors to interact with Company executives
- A tool to drive new field sales executive induction and regular sales enablement for field sales force

Solution

- Today, the Company is using IBM LotusLive Meetings for monthly meetings between top management and the sales force
- Chat with CEO or Chat with Fund/Investment Heads" for large institutional investors, Corporate advisors to be able to freely and informally chat with the top executives and understand their strategy and vision.
- Web-conferencing can be carried out with people outside the company Intranet
- With Web meetings, employees can use the "chat room" feature and screen sharing feature to share charts, analysis etc..
- IndiaFirst Life Insurance is also planning to use LotusLive Meetings for agent training and new agent introduction to the rest of the sales teams

Benefits

- Low Cost and Rapid deployment
- Superior and easy collaboration with extranet, will give a competitive edge to IndiaFirst life insurance by building extremely strong relationships with Agents, advisors, institutional investors etc.

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A Look Ahead



2011

IBM Social Business in the Cloud



Domino apps



Enterprise-class email



Social Business Services



Integrated third-party business apps



LotuLive Symphony



Mobile access



Administration and help desk support



NEW Integrated third-party business apps

Extending business value through new partner integration



Edit files online using Lotus Symphony/Microsoft Office without leaving LotusLive

January 2011



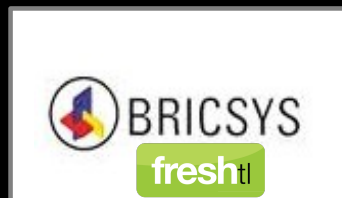
Social business for buyers and sellers of goods and services

Targeted February 2011



Communicate with prospects and share sales information

Targeted Q1/Q2 2011



This is social business



Integrated
Commerce



Integrated
Selling



Integrated
eSigning



Integrated
Logistics



Integrated
Document Editing



Integrated
File Viewer



Integrated
Communications



Integrated
Scheduling



Beyond Office....Introducing LotusLive Symphony



NEW Social web editing tool for word processor, spreadsheet and presentation documents

- Real time co-editing
- Author presence awareness
- Assignment and notifications
- Revision history
- Task management
- Attention management
- Live sections
- Import Microsoft documents



Integrated with LotusLive

- Profiles
- Files
- Activities

www.lotuslive.com/symphony

Available as a "Tech Preview" in LotusLive Labs

Get Started on the IBM Social Business Cloud



Domino apps



Enterprise-class email



Social Business Services



Integrated third-party business apps



Office productivity apps



Mobile access



Administration and help desk support



NEW Integrated third-party business apps



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