

How managers use Enterprise Social Networks?

A study with 12 business units
over 2 years

Who are we ?

- An academic team of knowledge scientists working on the EU-funded Indira knowledge sharing project

What do we requested from participant companies ?

- Each employee receive his/her own web page on the business unit intranet
- We post on employee's pages 24 questionnaires specially designed to extract their knowledge and make it searchable, useful to others
- Employees are incentivized to fill-in fully their intranet page, answering all questions
- Each employee can search all other employees sites, asking questions

The participant companies

- 2 engineering companies
- 3 banks
- 2 telco businesses
- 2 public organizations
- 2 hospitals
- 1 consulting businesses

..we still look for 10 participant units before publishing the study

The results of the study

- What information should be collected from employees for business use?
- How to collect this information without employees harassment?
- How to motivate employees to share their knowledge?
- How to distribute this knowledge at the right employee, at the right moment?
- What is the best technology to run such knowledge sharing program?
- What are the difficulties and drawbacks?

What employee's knowledge is the most easy and beneficial to share?

- CV and job descriptions
- Ranking on competencies list
- Frequently asked questions and their answers
- Problem solving methods
- Improvement ideas
- Leads on customers and competitors
- Hot news on experts topics
- Teaching and mentoring offers
- Favorite documents commented
- Potential contributions to objectives and projects

What are the most frequent searches on the intranet?

- Who has this competency in this company?
- Who knows this customer?
- What is the solution to this problems?
- What is the best document on this issue?
- Who is this colleague: CV, job description ?
- What is the answers to that question?
- Who has the same profile as me in this company: job, clients, project, objective,...?

Knowledge capture level

- LinkedIn: level 2/10
- Typical in-company HR file: 4/10
- Indira HQL questionnaires: level 8/10

We tested the reverse use

- Managers send demands to targeted employees with the right profile
 - Who can contribute to this objective / project?
 - If yes, how?
 - Who can staff this job?

What are the difficulties?

- Design the questionnaires
 - For high knowledge extraction rate with no harassment for responders and
 - For structuring unstructured knowledge to facilitate search engine tasks

What employees appreciated the most?

- Find unknown colleagues with a similar profile: CV, job descriptions, objectives, projects, customers, problems,...
- Find help and answers to their open questions launched on the network
- Show off their competencies and experiences to everybody , putting themselves on the company map
- Receiving visits and demands from remote executives for their skills or know-how

What managers appreciated the most?

- Collecting “I contribute” for their initiatives, projects and objectives
- Building an internal university and mentoring program to integrate new hires faster
- Let customers see all competencies in the company on the extranet

What are the ways to motivate employees to share?

- A structured, ergonomic presentation of the questionnaires
- Well designed questions
- Stats on the number and origin of their page's visitors and followers
- A give and take policy
- Points for the quality of their page during their annual evaluation

How HR use the intranet?

- Staff internal positions with posted CV
- Contribute to business objectives with employees sourced ideas and contributions
- Build an internal university

How to link knowledge with results?

- All knowledge units are linked to a project or to a process through a URL

What were the good surprises?

- The high employees participation at 85 % with an average questionnaire completion rate of 76%
- The ability of Google Custom Search to find the relevant information quickly

How to increase team cohesion with Indira?

- Sharing profiles and news is less useful in a frequently interacting team or workgroup
- What is useful to share to improve team cohesion?
 - Open agenda
 - Open contact list
 - Team bible, joint local procedures
 - Joint scoreboard and objectives
 - Team replacement chart
 - Joint projects status
 - Delegation list

Structuring employees feedback

- I say
- I know
- I join
- I contribute
- I like

New research

- From employees profiles to business objectives profile, presenting the business unit objectives and project with the same structure as employee profile
 - Objective description
 - Objectives requested competencies
 - Objectives owner

Case study

Cegelec Vinci

The competencies list

- A list of 124 general competencies + engineering competencies + company-specific competencies
- Employees self-evaluate on the list as User, Pro or Expert
- Experts give e-courses and e-mentor newly hired engineers.
- Each competent employee designs a training on his topic for other employees online certification

1000 knowledge bricks

Conclusions

Conclusion

- It's feasible to extract more knowledge from employees to be useful to the business if
 - The questionnaires are ergonomic
 - The employees are incentivized
 - The search engine is personalized

Our next steps

- Publishing the book in the US “On the shoulder of a giant, your people”
- Convince the ESN leader, IBM software, to include those methods into their social software
- Integrating our knowledge sharing questionnaires and processes into social platforms like IBM Connections

Creating a Smarter Workforce



Boes, Laurent
 Social Business & Collaboration Leader
 Benelux, IBM Sales & Distribution, Software
 Sales
 32-2-339-5321

Preparing Social Business presentation for
 Umicore. Any input on this account is welcome

I am available on Macbook Air @ Office



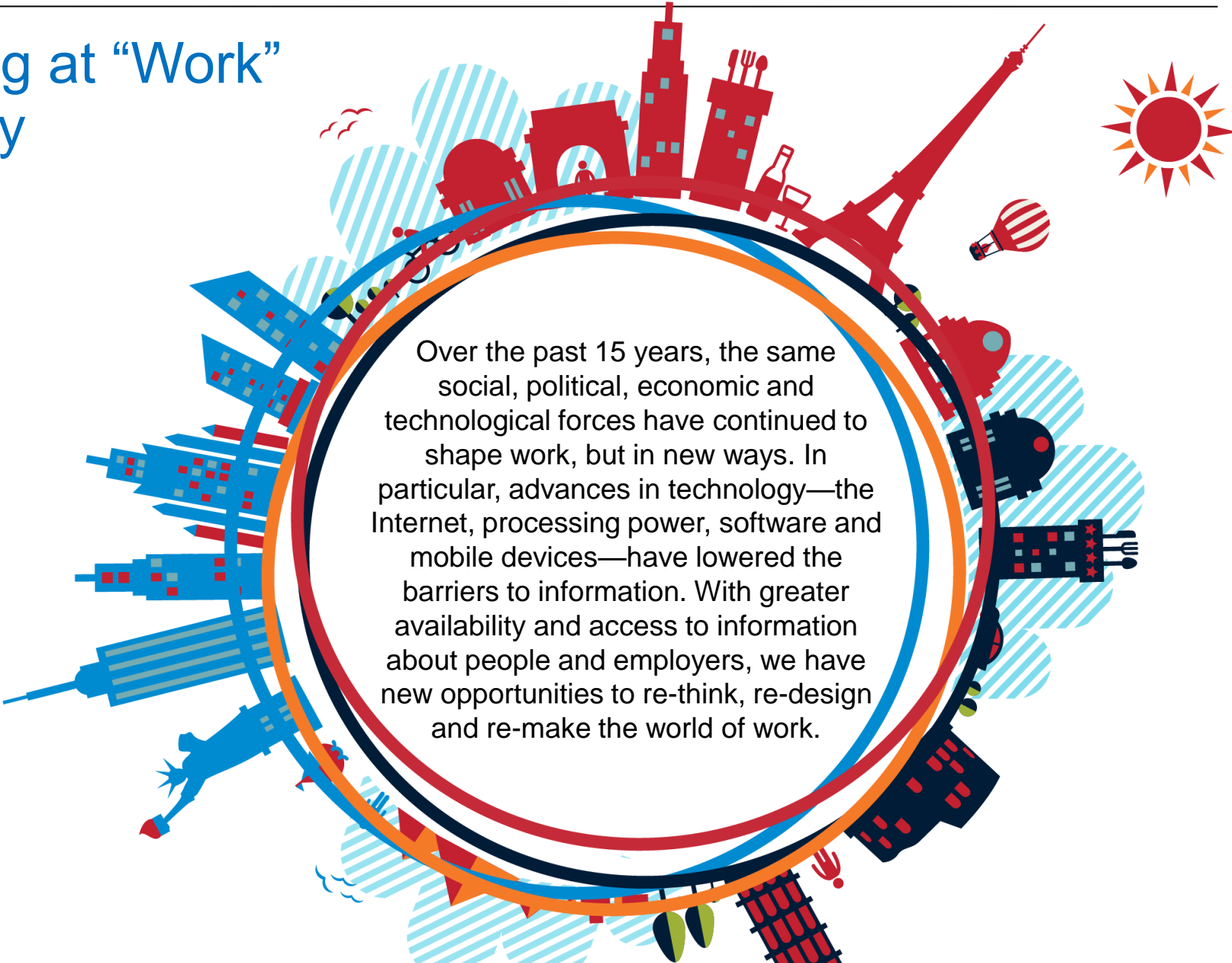
[Blogs](#) [Forums](#) [Wikis](#) [Files](#) [Communities](#) ▾

“ I believe the real difference between success and failure in a corporation can very often be traced to the question of how well the organization brings out the great energies and talents of its people. ”

Thomas Watson, Jr.

Former CEO of IBM

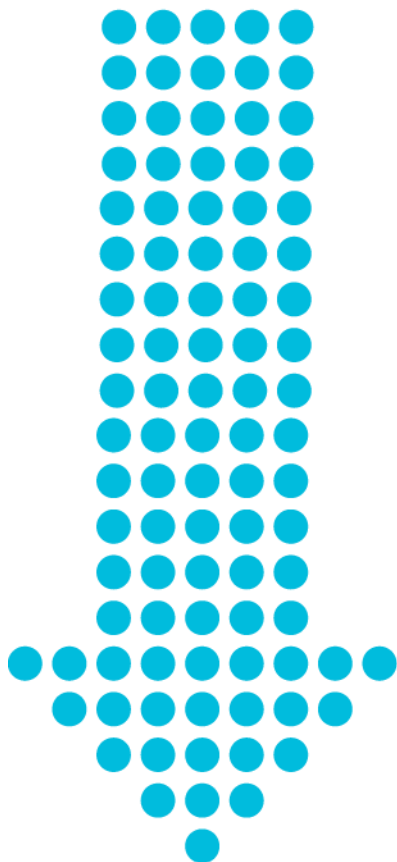
Looking at “Work” globally



Over the past 15 years, the same social, political, economic and technological forces have continued to shape work, but in new ways. In particular, advances in technology—the Internet, processing power, software and mobile devices—have lowered the barriers to information. With greater availability and access to information about people and employers, we have new opportunities to re-think, re-design and re-make the world of work.

And, the management of “Work” has changed

PAST



It was often about
top-down
management



Now, it's about
leveraging our
collective
intelligence

FUTURE



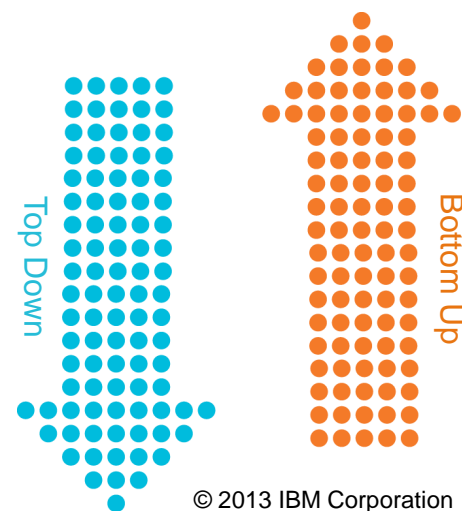
**So, what's driving this
change in work?**

1. The rise of social in the workplace

We are connecting with each other more quickly than ever before, and we're doing it in new ways.

25% | Productivity
increase

Source: McKinsey Global Institute, July 2012 - "The Social Economy: Unlocking Value and Productivity Through Social Technologies."

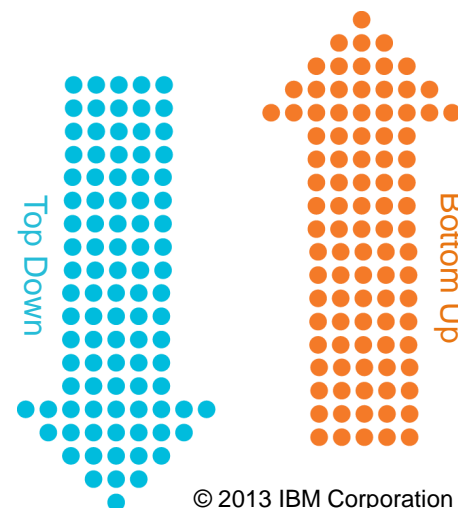


2. The rise of big data and analytics

Decisions once made based on limited information and gut feelings are now being made based on insights extracted from the exabytes of information that people and employers publish every day.

63% | See it as a competitive advantage

Source: IBM Institute for Business Value, October 2012 - "Analytics: The real-world use of big data, How innovative enterprises extract value from uncertain data"

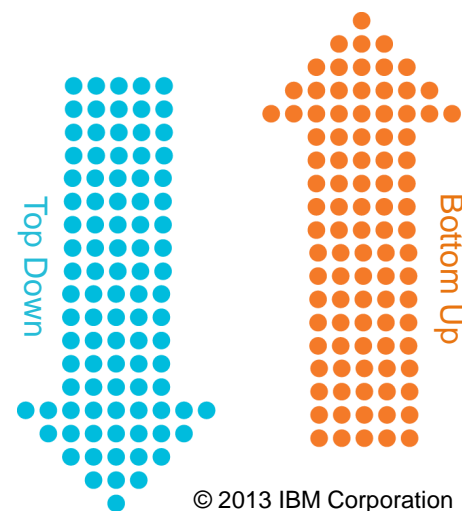


3. The rise of mobile technology

Now, with almost 75% of the world's population with a mobile device⁴, that information is not only accessible, but available at your fingertips.

75% | Have a mobile device today

Source: Mashable study, July 2012 – “75% of World Has Access to Mobile Phones”

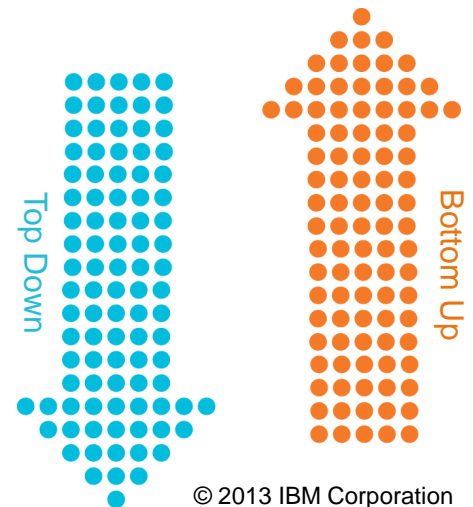


4. The rise of the independent worker

More people are striking out on their own and as human capital becomes the leading source of sustained economic value, employers are looking for better ways to partner with independent and non-traditional workers.

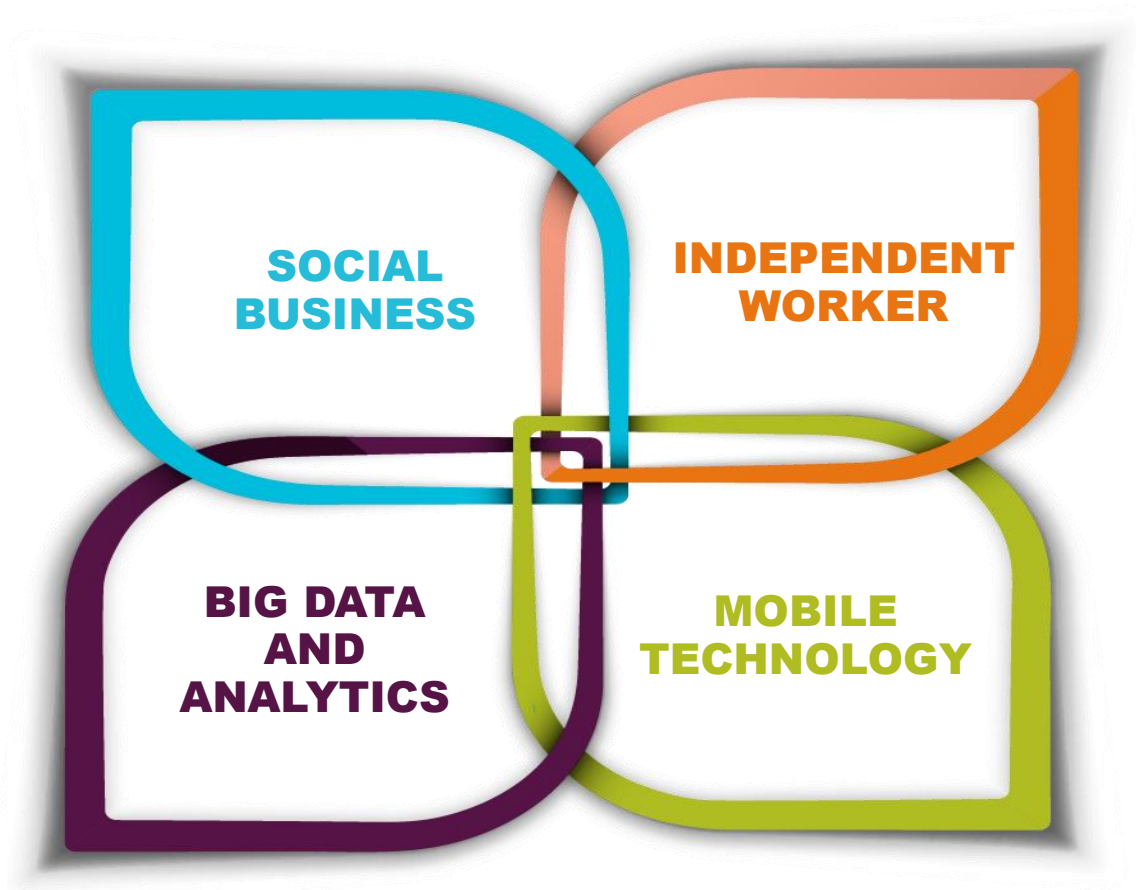
30%

Consider themselves
not, white or blue collar
but no collar employees



Source: Deloitte, 2012 – “Brawn from Brains: Talent, Policy and the Future of American Competitiveness”

All these intertwined dynamics require
a comprehensive point of view



Our Point of View. We can reinvent work through....

- 1 Enhancing the power of human judgment by using both mathematical and behavioral science analytics.
- 2 Eliminating hierarchies by implementing tools that empower the collective intelligence of an organization
- 3 Forming a true labor market built from long term needs and the career desires of the individual
- 4 Creating radical transparency across organizations by using social networks to create constant collaboration
- 5 Causing career paths and 'best fit roles' to be predicted for people and businesses.
- 6 Creating the new supply chain for the 21st Century of workers and the work needing to be done.




Therefore, if we could harness the power of big data and analytics with human insight, human behavior and workforce solutions, along with social and mobile technologies, we could bring people and employers together to do more meaningful and valuable work to drive business.

We call it **Smarter Workforce**


Smarter Workforce demo time!!





 **Lenaerts, Koen**
ICS Client Technical Professional, IBM
Sales & Distribution, Software Sales
32-2-339-2114
Getting to know FileNet a little bit better, by
learning its basic functionalities in a computer
based course
 I am available @ AGL

[Profiles](#) [Communities](#) [Blogs](#) [Forums](#) [Wikis](#) ▾

 koen_lenaerts

IBM Social Business

 #ibmsocialbiz

Get Social. **Do Business.**

©2012 IBM Corporation



Lenaerts, Koen

IBM employee, Regular
IBM of Belgium sprl/bvba
IBM Sales & Distribution, Software Sales
Client Technical Professional, IBM Collaboration Solutions
Client Technical Specialist: ICS.Messaging & Collaboration-MAJ
AVENUE DU BOURGET, 42 , BRUSSELS , , 1130 Belgium
Building: BELE | Floor: 4 | Office: AZ410
32-2-339-2114
koen_lenaerts@be.ibm.com
Local Time: 8:42 AM

Edit My Profile

Send Email Download vCard

Recent Updates Contact Information Expertise

Name:	Lenaerts, Koen
Courtesy title:	Mr.
Is manager:	N
Office number:	32-2-339-2114
IP telephony number:	33212114
Mobile number:	32-473-728030
Fax number:	32-2-339 2114
Office email:	koen_lenaerts@be.ibm.com
Alternate email:	Koen Lenaerts/Belgium/IBM@IBMBE
Preferred business address:	Avenue du Bourget/Bourgetlaan 42 Brussels 1130

Tags

Add tag(s) to this profile +

- belgium belux benelux
- collaboration connections
- ctp demonstration domino
- ics lotus notes quickr
- sametime social social-business social+business social+software
- Cloud | List

Report-to Chain



Full Report-to Chain
Same Manager

Network



View All (75)

My Links

- Lotus Symphony
- IBM Connections
- Lotus Greenhouse
- Add Link





Integrated Capabilities of IBM Connections



Profiles

Find the people you need



Home page

See what's happening across your social network



Communities

Work with people who share common roles and expertise



Social Analytics

Discover who and what you don't know via recommendations



Files

Post, share, discover, edit documents, presentations, and more



Micro-blogging

Reach out for help or share news with your social network



Wikis

Create web content together



Bookmarks

Save, share, and discover bookmarks



Activities

Organize your work and tap your professional network



Blogs / Ideation Blogs

Present your own ideas, and learn from others



Forums

Exchange ideas with, and benefit from the expertise of others



Mobile

Access Connections anywhere, anytime with mobile & tablet access



Profiles

Find the right expert

- Combines HR and user generated data
- Quickly find the people and expertise you need
- Post a status message informing your network of what you are doing
- Grow and maintain your professional network
- Communicate to your network your expertise and content
- Profiles can be made inactive

The screenshot shows the IBM Connections interface for a user profile. The top navigation bar includes 'IBM Connections', 'Home', 'Profiles', 'Communities', and 'Apps'. The user 'Lucille Suarez' is logged in. The profile page for 'Jasmine Haj' is displayed, showing her profile picture, title 'Administration Assistant to Lucille Suarez', and contact information. The page is divided into several sections: 'Tags' (mexico, sales), 'Things in Common' (Community 1), 'Recent Updates' (a message from Pierre Dumont), 'Who Connects Us?' (a network diagram showing connections to Pierre Dumont and Lucille Suarez), 'Report-to Chain' (Dennis Michaels, Cindy Neumann, Lucille Suarez, Jasmine Haj), 'Network' (Pierre Dumont), and 'My Links' (LinkedIn, My Blog).

Profiles

Home

Profiles ▾

Communities ▾

Apps ▾

Lenaerts, Koen ▾

Share

Feedback

English ▾



My Profile

My Network

Directory

Profiles by Name ▾

Search



Edit My Profile

Lenaerts, Koen

IBM employee, Regular

IBM of Belgium sprl/bvba

IBM Sales & Distribution, Software Sales

Client Technical Professional, IBM Collaboration Solutions

Client Technical Specialist: ICS.Messaging & Collaboration-MAJ

AVENUE DU BOURGET, 42 , BRUSSELS , , 1130 Belgium

Building: BELE | Floor: 4 | Office: AZ410

32-2-339-2114

koen_lenaerts@be.ibm.com

Local Time: 8:42 AM

Send Email

Download vCard

Recent Updates

Contact Information ▾

Expertise

Name:	Lenaerts, Koen
Courtesy title:	Mr.
Is manager:	N
Office number:	32-2-339-2114
IP telephony number:	33212114
Mobile number:	32-473-728030
Fax number:	32-2-339 2114
Office email:	koen_lenaerts@be.ibm.com
Alternate email:	Koen Lenaerts/Belgium/IBM@IBMBE
Preferred business address:	Avenue du Bourget/Bourgetlaan 42 Brussels 1130

Report-to Chain



[Full Report-to Chain](#)

[Same Manager](#)

Network



[View All \(75\)](#)

My Links

[Lotus Symphony](#)

[IBM Connections](#)

[Lotus Greenhouse](#)

Add Link

Tags


Add tag(s) to this profile +

[belgium](#) [belux](#) [benelux](#)
[collaboration](#) [connections](#)

[ctp](#) [demonstration](#) [domino](#)
[ics](#) [lotus](#) [notes](#) [quicks](#)
[sametime](#) [social](#) [social-business](#) [social+business](#)
[social+software](#)

Cloud | [List](#)

Profiles

Lenaerts, Koen 

IBM employee, Regular

IBM of Belgium sprl/bvba

IBM Sales & Distribution, Software Sales

Client Technical Professional, IBM Collaboration Solutions

Client Technical Specialist: ICS.Messaging & Collaboration-MAJ

AVENUE DU BOURGET, 42 , BRUSSELS , , 1130 Belgium

Building: BELE | Floor: 4 | Office: AZ410

32-2-339-2114

koen_lenaerts@be.ibm.com

Local Time: 8:42 AM

Send Email

Download vCard

Recent Updates

Contact Information

Expertise

Name:	Lenaerts, Koen
Courtesy title:	Mr.
Is manager:	N
Office number:	32-2-339-2114
IP telephony number:	33212114
Mobile number:	32-473-728030
Fax number:	32-2-339 2114
Office email:	koen_lenaerts@be.ibm.com
Alternate email:	Koen Lenaerts/Belgium/IBM@IBMBE
Preferred business address:	Avenue du Bourget/Bourgetlaan 42 Brussels 1130

Profiles

Recent Updates

Contact Information

Expertise ▾

Experience and qualifications | [Skills](#) | [Projects and teams](#) | [Areas of expertise](#)

Expertise summary

Today I am part of the Lotus technical pre-sales unit where I support the sales organization, mainly by giving presentations and demos to our customers.

Before that I have worked for 12 years in an internal supporting role in IBM (several years in the internal IT department of IBM).

Supporting activities included creating communications, teaching, giving presentations, sales reporting and being the key contact person for the ibm.com Avaya telephony server.

I managed internal projects and implemented new processes/tools to increase employee efficiency, reduce the costs and to make sure we are 100% compliant with the IBM rules.

I also coached several new IBM employees.

I often had to work together with other departments in IBM (eg HR), sometimes also for voluntary projects (eg Work/Life Balance sessions, Mail Management, ..).

I love to work with people and always like to stimulate a good working atmosphere.

I like to share knowledge and experiences with my colleagues.

Biography / resume / CV

No information provided

Certifications

No information provided

Credentials

No information provided

General experience

Your **interests** in business subjects, industries and competitors are maintained in your [w3 Profile](#) , which determines the content on your IBM Intranet home page

Business

-Internal Communications

-Hardware & Software Training

Industry

Education

Technical experience

Your **interests** in technologies and solutions & products are maintained in your [w3 Profile](#) , which determines the content on your IBM Intranet home page

Profiles

[Recent Updates](#)[Contact Information](#)[Expertise](#)[Experience and qualifications](#) | [Skills](#) | [Projects and teams](#) | [Areas of expertise](#)

Below are the skills that this employee has opted to display in their profile.

Primary job role: Client Technical Specialist [?](#)

Primary skill set: ICS.Messaging & Collaboration-MAJ [?](#)

Is your skill assessment up to date? Are your skills accurately listed in your Profile?

[➔ Maintain my skills](#)

Other skills	Attainment level
Advise Management ?	3 - Mastered
Advise on Emerging Technologies ?	2 - Applied
Analyze Business Organization & Processes ?	3 - Mastered
Analyze Client Business Environments ?	2 - Applied
Apply Business Control Requirements ?	2 - Applied
Apply Bus Unit Mission/Vision/Strategy/Org ?	2 - Applied
Apply Collaboration/Teaming Techniques ?	4 - Thought Leader
Apply Global Perspective & Cultural Adaptability ?	3 - Mastered
Apply IBM Resources/Infrastructure ?	2 - Applied
Apply Interface to Architecture ?	2 - Applied
Apply Knowledge of Data Analysis ?	3 - Mastered
Apply Knowledge of Innovation ?	3 - Mastered
Apply Knowledge of Smarter Planet Strategy ?	2 - Applied
Apply Organizational Change Techniques ?	2 - Applied
Apply Personal Impact Awareness ?	3 - Mastered
Apply Project Management ?	2 - Applied
Apply Sales Strategies, Concepts & Methodologies ?	2 - Applied
Develop Client Deliverables-Technical ?	2 - Applied
Lead in Setting & Managing Technical Direction ?	2 - Applied
Lead Teams ?	2 - Applied

Profiles

Recent Updates

Contact Information

Expertise ▾

[Experience and qualifications](#) | [Skills](#) | **Projects and teams** | [Areas of expertise](#)

Projects summary

Links: [IBM seen in 3D](#)

Project name	Description
IBM Millenials	Working with a cross-IBM and international team on researching an developing the communication channels of the future
IBM Seen in 3D	A new approach for communications. The objective of this approach was to challenge the status-quo within IBM Marketing and Communications and start a cultural transformation that integrates Sales, PR and Networking, by empowering IBMers to be the brand trough Communications. We focused on analytics and threw social, digital and traditional media all in one pot. We baptized this approach 3D. The results for this 6 month pilot were astonishing and resulted consequently in the EMEA Gold Sabre Award

Teams summary

Team name	Description
CSC Team United Arab Emirates	Part of a cross-IBM international team advising the Emirate of Sjarjah on Marketing and Social Communication. Objective: develop a strategic marketing and communication plan for the government of the Emirate of Sharjah and the Supreme Council for Family Affairs to promote the e-services of the government.
IBM Security Framework	Yves Van Seters, IBM ISS Benelux Marketing Manager, Eero Vellekoop, IBM Tivoli Benelux Marketing Manager

Profiles



My Profile

My Net



Edit My Profile

Edit Profile Information For Koen Lenaerts

 Update information that you want to change in your profile. 

Contact Information

About Me

Photo

Pronunciation

Update your contact information. Fields that are not editable are populated with values from your organization Directory. If a predefined value is inaccurate, contact your system administrator. You cannot update the value yourself.

Name:	Koen Lenaerts
Building:	<input type="text" value="BELE"/>
Floor:	<input type="text" value="4"/>
Office:	<input type="text" value="AZ410"/>
Office number:	<input type="text" value="32-2-339-2114"/>
IP telephony number:	<input type="text" value="33212114"/>
Mobile number:	<input type="text" value="32-473-728030"/>
Pager number:	<input type="text"/>
Fax number:	<input type="text" value="32-2-339 2114"/>
Alternate email:	<input type="text" value="Koen Lenaerts/Belgium/IBM"/>
Blog link:	<input type="text"/>
Job title:	<input type="text" value="ICS Client Technical Professional"/>

Profiles

Home

Profiles ▾

Communities ▾

Apps ▾

Lenaerts, Koen ▾

Share

Feedback

English ▾



My Profile

My Network

Directory

Profiles by Name ▾

Search



Edit My Profile

Lenaerts, Koen

IBM employee, Regular

IBM of Belgium sprl/bvba

IBM Sales & Distribution, Software Sales

Client Technical Professional, IBM Collaboration Solutions

Client Technical Specialist: ICS.Messaging & Collaboration-MAJ

AVENUE DU BOURGET, 42 , BRUSSELS , , 1130 Belgium

Building: BELE | Floor: 4 | Office: AZ410

32-2-339-2114

koen_lenaerts@be.ibm.com

Local Time: 8:42 AM

Send Email

Download vCard

Recent Updates

Contact Information ▾

Expertise

Name:	Lenaerts, Koen
Courtesy title:	Mr.
Is manager:	N
Office number:	32-2-339-2114
IP telephony number:	33212114
Mobile number:	32-473-728030
Fax number:	32-2-339 2114
Office email:	koen_lenaerts@be.ibm.com
Alternate email:	Koen Lenaerts/Belgium/IBM@IBMBE
Preferred business address:	Avenue du Bourget/Bourgetlaan 42 Brussels 1130

Report-to Chain



[Full Report-to Chain](#)

[Same Manager](#)

Network



[View All \(75\)](#)

My Links

[Lotus Symphony](#)

[IBM Connections](#)

[Lotus Greenhouse](#)

Add Link

Tags

Add tag(s) to this profile +

[belgium](#) [belux](#) [benelux](#)
[collaboration](#) [connections](#)

[ctp](#) [demonstration](#) [domino](#)
[ics](#) [lotus](#) [notes](#) [quicks](#)
[sametime](#) [social](#) [social-business](#) [social+business](#)
[social+software](#)

Cloud | [List](#)

Profiles

Tags



Add tag(s) to this profile



belgium belux **benelux**
collaboration **connections**
ctp demonstration domino
ics lotus notes quickr
sametime social social-
business social+business
social+software

Cloud | List

My tags for this profile:

belgium	x
benelux	x
collaboration	x
connections	x
ctp	x
domino	x
ics	x
lotus	x
quickr	x
sametime	x
social-business	x
social+business	x
social+software	x

Tagged by 7 people:

belgium	2	x
belux	1	x
benelux	2	x
collaboration	2	x
connections	6	x
ctp	4	x
demonstration	1	x
domino	1	x
ics	4	x
lotus	3	x
notes	1	x
quickr	1	x
sametime	1	x
social	1	x
social-business	1	x



connections



Tag added by 6 people
van Seters, Yves
Rosie, Tim
Adrichem Boogaert, R
(Reynout)
BlueThx *APPLICATION-ID*
Lenaerts, Koen
Van Crombrugge, Ralph

Profiles

Report-to Chain



[Full Report-to Chain](#)
[Same Manager](#)

Network



[View All \(75\)](#)

My Links



- [Lotus Symphony](#)
- [IBM Connections](#)
- [Lotus Greenhouse](#)

[Add Link](#)

Expertise Search

My Profile

My Network

Directory



Do You Know



S. McRae

Invite to Connect

Remove

- You share a bookmark
- The same people have tagged you both
- You have used the same tag
- You share some colleagues
- You are in a community together

Organization Tags



Find a Tag

analytics architect ba **bao**
blueiq bluethx_recipient brazil
business **business_analytics**
cloud collaboration communicat
ions connections

Search the Directory

To find a profile, start typing the name of the person you would like to find and the results will display automatically.

Display Name:

[Display full search options](#)

Expertise Search

My Profile

My Network

Directory

Profiles by Name Search

Organization Tags

Selected Tags

belgium x

social+business x

Type another tag

Related Tags

Add a related tag to further refine your search

+ benelux

+ collaboration

+ connections

+ ics

+ issc

+ issl

+ lotus

+ portal

+ social_business

Profile search results for

Profile Tags: [belgium](#) x [social+business](#) x

1 - 10 of 15

Page 1 | 2

Previous

Sort by: Relevance | [Display name](#) | [Last name](#)



Boes, Laurent

Social Business & Collaboration Leader Benelux
IBM Sales & Distribution, Software Sales
BRUSSELS
Belgium

Office number: 32-2-339-5321
Office email: laurent_boes@be.ibm.com
Alternate email: Laurent Boes/Belgium/IBM@IBMBE



Raeymaekers, Maarten

Client Technical Professional
IBM Sales & Distribution, Software Sales
BRUSSELS
Belgium

Office number: 32-2-339-3248
Office email: mraeymaekers@be.ibm.com
Alternate email: Maarten Raeymaekers1/Belgium/IBM@IBMBE



Bosmans, Jonathan

IT Specialist - ISSL
IBM Software Group, IBM Collaboration Solutions
BRUSSELS
Belgium

Office number: 32-486 98 20 50
Office email: jonathan.bosmans@be.ibm.com
Alternate email: Jonathan Bosmans/Belgium/IBM@IBMBE



van Herzele, Stijn

ICS Client Technical Professional
IBM Sales & Distribution, Software Sales
BRUSSELS
Belgium

Office number: 32-2-339-5207
Office email: Stijn_Van_Herzele@be.ibm.com
Alternate email: Stijn Van Herzele/Belgium/IBM@IBMBE

Expertise Search

 Every IBMer is an expert...

Welcome


Enter search terms to find an expert. Additionally browse the keyword categories below and select from a list of popular keywords.

Popular keywords

Keyword category:


Brand 

Keyword:

Select Keyword... 

- Select Keyword...
- CICS
- Cognos
- Connections
- DB2
- FileNet
- IBM Collaboration Solutions**
- IMS
- Informix
- InfoSphere
- Kenexa
- Platform Computing
- Rational
- SPSS
- System Z
- WebSphere

Search for experts:

"social business" 

Sales & Distribution  Belgium  Connections 

1-3 of 3

Page: 1

[Previous](#) | [Next](#)



Lenaerts, Koen

Client Technical Professional, IBM Collaboration Solutions

IBM Sales & Distribution, Software Sales
BRUSSELS, Belgium



van Herzele, Stijn

ICS Client Technical Professional

IBM Sales & Distribution, Software Sales
BRUSSELS, Belgium



Auquier, Brigitte

Collaboration Solutions Sales

IBM Sales & Distribution, Software Sales
BRUSSELS, Belgium

Show: 10 | 25 | 50 items

[Previous](#) | [Next](#)



Microblogs

Enable a more effective workforce

- Stay informed and connected
- No email addresses needed to send messages
- Easily share files & photos in your status updates
- Provide feedback in status updates by using a single click to indicate 'Like'
 - see and find others in the organization who liked the entry
- Search across all status updates to leverage intellectual capital created in these micro conversations
- Follow conversations via hashtags

Renovations charts

1-10 of 14,500 results Page 1 | 2 | 3 ... Next

Filter by: All Results

Minh Li most interesting <http://www.renovations.com/design>
Created 9:52 AM | 3 Likes

Gardner Raynes So, I was thinking of a new and better way to prioritize or organize my activity stream with the stuff that is important to me, when I noticed the Action Required design. In the community [Collaboration Software Next](#)
Created 9:36 AM

Minh Li ooohh scifi interface design at [renovations](#) conference
Created 9:15 AM

Samantha Daryn most interesting article about collaboration software at <http://www.renovations.com/article2134>
Updated 9:52 AM

Frank Adams s
Created 9:52 AM

Bal, Tom
Client Technical Professional - IT Specialist, IBM Certified, IBM Sales & Distribution, Software Sales
32-2-339-5597

Portal & WCM v8 STEW in Böblingen - with IBM'ers and Business Partners

I am in a meeting @ Boeblingen, BW, DE

directions.jpg
Jasmine Haj created the file directions.jpg | Created 3/29/12 | Report
Preview | Download | 131 KB
Like
Stop Following
Comments (0) | Sharing | Recent Updates
Add a comment
There are no comments.
Write something...

Blogs Forums Wikis Files Communities ▾

Microblogging

Status Updates

What are you working on right now?

Post Reset Attach a File

Type to find All Communities

Status Updates > All

- Alexander Forbes liked Eugenio Barozzi's comment posted to Luis Suarez.
- Mark Osborn Luis, saw the discussion on updating profiles and reminded me - colleagues arriving from the new Kenexa acquisition are unable to add a Profile photo because Bluepages requires this to be done via a complex Java aplet software that is incompatible with Java software they are required to run for their particular business - is there any way a simple file-upload option could be added?

IBM Connections

Files | Communities | **Updates *** | Profiles

Filter current view

I'm Following

- Ronald van den Bos added you and 3 others to the fall plan 2014 community. Yesterday 11:50 AM
- Stijn Van Herzele edited the file Sametime_85_Microsoft_integration.odp.... Yesterday 10:55 AM
- Koen Lenaerts created the event Education: Effective Client Meetings in the Customer visits... Yesterday 10:45 AM

Status Updates

View status updates from your network, people and communities you are following.

What are you working on right now?

Filter By: People I Follow

- Alexander Forbes liked Eugenio Barozzi's comment posted to Luis Suarez.
- Mark Osborn Luis, saw the discussion on updating profiles and reminded me - colleagues arriving from the new Kenexa acquisition are unable to add a Profile photo because Bluepages requires this to be done via a complex Java aplet that is incompatible with Java software they are required to run for their particular business - is there any way a simple file-upload option could be added?
Today at 12:53 PM | 2 Like

Show all 10 comments

- Stefano Poglioni Today at 12:20 PM | Like
so gr8 news that APIs are avail on W3C. Now the issue is packaging the script and perl to be consumed by someone ele :-)
- Mark Osborn Today at 12:35 PM | Like
Maybe @SRINIVAS, DAVANUM M. (DIMS) you could add Update Photo to the Bulk Inviter as a quick tool?

- Mark Osborn liked Anne-Sophie Scher's message.
- Anne-Sophie Scher Looking at French newspapers to see the new IBM social business advertising campaign launched yesterday.... looks good!!!! the social biz message is also in airports on digital outdoor (Paris, Nice, Toulouse) , VIP lounges, on screens in multi companies buildings, on the web , on TV, in brand content partnership....we're ready!!!
Today at 12:46 PM | 3 Like

- Mark Osborn commented on Edward Brill's message.
- Edward Brill Has anyone does this with your Corporate Amex card? Switch to chip&PIN card? <http://chipandsignature.americanexpress.com>
Today at 12:46 PM | Like



Communities



Knowledge Sharing

- Help people who share common interests to exchange and share information and ideas
- Create public, private and moderated communities
- Share files, watch videos in the media gallery, vote on ideas, plan projects, share using blogs, wikis, forums, and more in a community
- Calendar provides a central place to plan and coordinate team events

The screenshot shows the IBM Connections interface for the 'Greenwell Product Launch' community. The top navigation bar includes 'IBM Connections', 'Home', 'Profiles', 'Communities', and 'Apps'. The user 'Pierre Dumont' is logged in. The page title is 'Greenwell Product Launch' with a search bar and 'This Community' dropdown. The main content area is divided into several sections:

- Greenwell Product Launch Overview:** Includes a logo and a list of navigation options: Overview (selected), Recent Updates, Status Updates, Members, Forums, Ideation Blog, Files, Blog, Events, Feeds, Activities, Media Gallery, and Wiki.
- Community Description:** States the community's purpose: 'This is the community where we bring together Sales, Product Management, Marketing, and Development as we coordinate the new product launch for Greenwell!'. It features icons for 'About Us', 'News', 'Calendar' (showing June 12), 'Success Stories', 'Smart Feeds', and 'YouTube Videos'. Tags include 'greenwell', 'innovation', 'launch', 'marketing', 'product', 'research', and 'sales'.
- Forums:** Lists recent discussions:
 - 'What is the project timeline?' by Pierre Dumont (Jul 20 | 3 replies)
 - 'Looking for the latest decision from marketing' by Simone Dray (Jul 20 | No replies)
 - 'What do you think about this video?' by Heather Reeds (Jul 20 | 1 reply)
- Members:** Shows a grid of member avatars and a link to 'View All (19 people)'.
- Upcoming Events:** Lists events such as 'Team Status Meeting' (Jul 26 9:00 AM), 'Team lunch' (Jul 27 12:00 PM), and 'Team Status Meeting' (Jul 30 9:00 AM).
- Media Gallery:** Displays a grid of images, including food items like pizza and blueberries.



Knowledge Sharing with Communities

Communities

I'm an Owner

I'm a Member

I'm Following

I'm Invited

Public Communities

Tags

Selected Tags

ipad

Type another tag

Related Tags

Add a related tag to further refine your search

- + android
- + app
- + apple
- + application
- + blackberry
- + business
- + design
- + enterprise
- + google
- + ios
- + iphone
- + ipod
- + lotus
- + mac

Filtered by: Tagged with 'ipad' x

Start a Community

1 - 10 of 50

Page: 1 | 2 | 3 | 4 | 5

Previous | Next

Sort by: Date | Popularity | Name



iPad Fans

2,796 people | Updated by [Donald P. Dejewski](#) | Today 1:09 PM | Tags: [apple](#), [ipad](#)

This community is for discussion of all facets of the Apple iPad device. It's open for anyone to join who has interest in the iPad device. This community features a discussion group and a group blog -- please feel free to contribute! (iPhone discussions should be directed to the iPhone Fans commu



Mac

9,579 people | Updated by [A. Ferrier](#) | Today 12:52 PM | Tags: [apple](#), [ipad](#), [iphone](#), [ipod](#), [mac](#), [mac@ibm](#), [macintosh](#), [os](#), [osx](#), [x](#)

Welcome to the Mac community at IBM. Many IBMers have switched to the Mac, and it's easier than ever to use a Mac at IBM. Anyone with an interest in the Mac is welcome to join the community. Visit [Mac@IBM](#) for answers to frequently asked questions, Mac software download



iNotes within IBM

1,015 people | Updated by [Connections Communities](#) | Today 12:10 PM | Tags: [android](#), [dwa](#), [inotes](#), [ipad](#), [iphone](#), [itouch](#), [mail](#), [webmail](#)

Welcome to iNotes, which provides web browser based access to your Lotus Notes mail, calendar and contacts. Browser access supports the Workplace of the Future strategy allowing the use of various light weight clients. This positions IBMers to be able to use a wide range of mobile devi



IBM Softphone

1,303 people | Updated by [I. Safrioune](#) | Today 10:29 AM | Tags: [android](#), [calling](#), [free](#), [ios](#), [ipad](#), [iphone](#), [pilot](#), [voice](#), [voip](#)

IBM Softphone is a secure VOIP solution for making free outgoing business calls on iOS and Android devices over Wifi and 3G/4G networks without being connected to the

Knowledge Sharing with Communities

iPad Fans

Follow this Community | Community Actions

▼ iPad Fans



Overview

- Recent Updates
- Members
- Forums
- Feeds
- Bookmarks
- Blog
- Wiki
- Files

▼ Tags

Find a Tag

android app **apple**
applications apps collaborat
ion connections directories
education enterprise2.0 free
games hints howtos insights
ios **ipad** ipad-apps

▼ Community Description

This community is for discussion of all facets of the Apple iPad device. It's open for anyone to join who has interest in the iPad device.

This community features a discussion group and a group blog -- please feel free to contribute!

(iPhone discussions should be directed to the iPhone Fans community)

Tags: [apple](#), [ipad](#)

Forums

[Start a Topic](#)



[Trial of IBM Docs on iPad](#)

Latest post by [Donald P. Dejewski](#) | Today 1:09 PM | 121 replies



[iOS 7 Beta](#)

Latest post by [RUSLAN RIYANOV](#) | Today 9:09 AM | 1 reply



[First Steps Instructions for setting up an ipad for IBM Lotus Connections and IBM Lotus Traveler](#)

Latest post by [Campbell Robertson](#) | Aug 29 | 4 replies



[Safari can't locate server](#)

Latest post by [K. J. Cullis](#) | Jul 31 | No replies



[Reset 8-digit password on iPad when using traveler](#)

Latest post by [Lisa Pichert](#) | Jul 30 | No replies

[View All](#)

Feeds

[Add a Feed](#)



[Client Experience Jam](#)

Updated by [GHOSH, SAMIRAN B \(SAMIRAN\)](#) | Mar 12 | Tags:

Important Bookmarks

[Get the new Smarter Planet App for iOS \(Android and Windows Mobile now, too!\)](#)

[IBM Authorized Personal Devices / BYOD Policy](#)

[IBM Connections Mobile Pilot on TAP](#)

[Ipad Updated to 4.3.2 & now will not open Apps](#)

[Lotus Traveler FAQ - helpful tips and links](#)

[Lotus Traveler email, calendar and contacts for iOS and Android now available for your mobile phone](#)

[My Blog - "My Life at IBM with an iPad"](#)

[ODF Viewer for iOS 4.2x Mobile application](#)

[Symphony Viewer for iPad and iPhone](#)

[Using an iPad, iPod Touch or iPhone at IBM Presentation](#)

Members



[View All \(2796 people\)](#)

Knowledge Sharing with Communities

▼ iPad Fans



Overview

Recent Updates

Members

• Forums

Feeds

Bookmarks

Blog

Wiki

Files

▼ Topic Tags

Find a Tag

/ & access acl android app
apple apps at&t att blue
business byod calendar
central chat cisco community
connect **connections** control
dd-wrt device document editor
emails encrypted endpoint
excel expiration hand-writing
help hotspot iapd icloud ics
in **ios** **ipad** iphone lotus

Forum Directory > Communities category > iPad Fans > First Steps Instructions for setting up an ipad for IBM Lotus Connections and IBM Lotus Traveler

4 replies Latest Post - Aug 29 by Campbell Robertson



Hermann Stolle
1 Post

First Steps Instructions for setting up an ipad for IBM Lotus Connections and IBM Lotus Traveler

Apr 22 | Tags: [connections](#), [ipad](#), [lotus](#), [traveler](#)

Hi

right now I have Lotus installed on my IBM Windows laptop and no IBM apps etc. installed on my ipad.

I am looking for a beginners step by step instruction on what to do to setup the smartphone and maybe also the laptop such that I can use lotus notes (lotus traveler) and lotus connections on my my ipad?

Unfortunately my searches so far have led me to pages that may be outdated. So I'd like to ask in this forum a beginners question.

Thanks for your hints

[Reply](#)



Alex Cheng
3 Posts

Re: First Steps Instructions for setting up an ipad for IBM Lotus Connections and IBM Lotus Traveler

Apr 22 in response to [Hermann Stolle](#)

Hi there,

Not sure if you have signed up for the Traveler program or not, assuming you haven't, here is the link to apply...

<http://w3.can.ibm.com/it/catraveler.html>

If you have applied, you can request to resend the "welcome email" which has the step by step instructions on how to install. Here is the link to request resending the welcome note.

https://w3-01.ibm.com/helpcentral/Content/View/d45beaa8-7840-4d6a-bd98-6532712163f3/lotus_traveler_in_north_america_-_resend_welcome_letter

Lotus Connections for mobile device

<http://w3.tap.ibm.com/tap/app/2851>

Lotus Sametime for mobile device

<http://w3.tap.ibm.com/tap/app/2825>

Knowledge Sharing with Communities

▼ iPad Fans



Overview

Recent Updates

Members

Forums

Feeds

Bookmarks

• Blog

Wiki

Files

▼ Tags

Find a Tag

alternative app apple
apple-ipad apps appstore
author bbc bbc-iplayer cmo
controllers ebook electronica
epub hurlyburly ibm **ipad**
iphone iplayer itouch lightning
mac marketing metadata

iPad Fans

New Entry

BYOD or how Apple has changed enterprise Computing

Antonelli, Michael R. (Mike) | Jan 17 2012 | 60 Visits



as one who has brought how own Apple device to my work environment, this article really rings a bell . IBM should actively encourage employees to purchase devices of their own liking, provide them with a secure environment to work inside our firewall . I personally know many IBM'ers who would abandon the Microsoft world quickly . We have a start in this area to be sure but I would love to see us push the envelope on modern devices. Sales people should have iPhones, iPads and MacBook air all integrated and secure .

Compared to today's world of blackberry - and windows laptops from Lenovo . I dare say productivity would go up 5%. That's huge when you multiply by thousands of sales people.

Opinion: How Apple has changed enterprise computing, forever

By Jonny Evans

Led by the fast-emerging **BYOD** (*Bring Your Own Device*) trend, **Apple [AAPL]** is **crunching** into the **enterprise market**, creating a **growing market share** with the *Trojan Horse* of its mobile devices and a fast-growing interest in its Macs.



We

Knowledge Sharing with Communities

▼ iPad Fans



- Overview
- Recent Updates
- Members
- Forums
- Feeds
- Bookmarks
- Blog
- Wiki
- **Files**

Files

Files for This Community

Download

Share Files

Share Folders

Display:



Customize

Files

Folders

1-3 of 3

<input type="checkbox"/>	Name	Shared	Shared By	Downloads	Size	Share
<input type="checkbox"/>	How to access an external NAT or shard Folder from an iPad.doc	3/4/11	Joerg Mutsch	305	3.06 MB	
<input type="checkbox"/>	Access iPad with Linux.doc	3/4/11	Joerg Mutsch	191	1.13 MB	
<input type="checkbox"/>	Configuring Your iPad.docx	2/15/11	Heather McClain	1,285	3.36 MB	

Show 10 | 25 | 50 items per page

[Feed for these Files](#) | [Download All Files](#)

This community has 492 MB of free space remaining (500 MB limit). | [View Tra](#)

File Sharing

IBM Connections in a Microsoft World.odp



This presentation was used during a 1/2 day session that we have organized in the Benelux for our Business Partners. It covers at one hand all the competitive details why IBM Connections is better than all the social features available in Yammer and SharePoint 2013, and at the other hand how IBM Connections can integrate perfectly with all popular Microsoft applications. The information used in this presentation comes from different sources inside IBM (especially from Omar Davison), our own experience, but also from Microsoft itself.

Public | Updated on December 21, 2012 by [Koen Lenaerts](#) | Version 4 | 19.8 MB

Tags: [connections](#), [microsoft-competitive](#), [sharepoint](#), [sharepoint-competitive](#), [sharepoint_2013](#), [yammer](#), [yammer-competitive](#) [Add or Remove Tags](#)

 11 Like



Download

Upload New Version

Share

Add to Folders

More Actions ▾

Comments (6)

About this File

Sharing

Versions (1)

Sort by: [Date](#) ^



[Niels J. Hansen](#) commented on December 19, 2012 (version 3)

What - only 131 pages...! Great deck covering a lot of aspects that we need to raise awareness - and understanding of. Don't mind if I steal some of this...

[Delete](#)



[Niels J. Hansen](#) commented on December 19, 2012 (version 3)

Suggestions if I may:

- incl. good analyst materials such as the recent AllIM report "The SharePoint Puzzle"

- incl. a description of how partners make money on Connections whereas there is very little money in selling SharePoint.

[Delete](#)



[Tony Ollivier](#) commented on December 19, 2012 (version 3)

it's a pretty good deck overall..

Sharepoint is a pretty big partner play because of the ISV apps needed (K2 or Nintex for workflow for example) and there's LOTs of governance needed to use sharepoint effectively. Most customers don't have the skills so they turn to partners.

There's LESS money for partners however if the customer moves to Office 365 as much of the customization is non-existent.

[Delete](#)

File Sharing

IBM Connections in a Microsoft World.odp



This presentation was used during a 1/2 day session that we have organized in the Benelux for our Business Partners. It covers at one hand all the competitive details why IBM Connections is better than all the social features available in Yammer and SharePoint 2013, and at the other hand how IBM Connections can integrate perfectly with all popular Microsoft applications. The information used in this presentation comes from different sources inside IBM (especially from Omar Davison), our own experience, but also from Microsoft itself.

Public | Updated on December 21, 2012 by [Koen Lenaerts](#) | Version 4 | 19.8 MB

Tags: [connections](#), [microsoft-competitive](#), [sharepoint](#), [sharepoint-competitive](#), [sharepoint_2013](#), [yammer](#), [yammer-competitive](#) [Add or Remove Tags](#)

 11 Like

- Download
- Upload New Version
- Share
- Add to Folders
- More Actions ▾

- Comments (6)
- About this File**
- Sharing
- Versions (1)









Created: November 28, 2012 9:29:01 AM Romance Standard Time by [Koen Lenaerts](#)
File contents updated: December 21, 2012 10:33:06 AM Romance Standard Time by [Koen Lenaerts](#)
Any update: September 14, 2013 5:13:12 PM Romance Daylight Time
Size: 19.8 MB
Likes: 11
Downloads: 239 (63 anonymously)

Adriana Jagerova	Version 4 on 3/20/13
Amy J. JohaneK	Version 3 on 12/19/12
Andreas Zapke	Version 3 on 12/19/12
Angie Caruso	Version 4 on 4/2/13
Annika Nevaste	Version 4 on 6/24/13
Ameet Gupta	Version 4 on 4/4/13
Barbara Koch	Version 4 on 8/6/13
Belen Gancedo Riestra	Version 4 on 1/17/13
Bhatta, Steve S. (inactive)	Version 4 on 5/17/13
BRENT DAVIDS	Version 4 on 3/5/13
Brigitte Auquier	Version 4 on 12/27/12



 11 Like

People who like this...

-  [Christopher C. Crummeys](#)
-  [Gilles Lacombe](#)
-  [Jeffrey R. Turnage](#)
-  [Muneyuki Ohkawa](#)
-  [Neil Santos](#)
-  [Niels J. Hansen](#)
-  [Peter Bjellerup](#)
-  [Pimmas Pitisovapak](#)

Knowledge Sharing with Communities

▼ **IBM Collaboration SWAT & Competitive Marketing Community**



■ **Overview**

Recent Updates

Status Updates

Members

Events

Media Gallery

Feeds

Forums

Bookmarks

Files

Blog

Wiki

Ideation Blog

Related Communities

▼ **Subcommunities**

Cisco Systems Competitive Community

SocialText Competitive Community

▼ **Community Description**

IBM Collaboration Solutions SWAT Team Competitive Community
Subscribe to SWAT Team Movies in the Media Library via iTunes Podcast

Competitor Company Overviews

Microsoft, Yammer Google, Salesforce.com, Jive

Tags: cisco, competition, competitive, google, jive, liferay, microsoft, mobile, novell, oracle, quad, sharepoint, socialtext, swat, tiger, tiger_team, zimbra

Subcommunities



Cisco Systems Competitive Community



SocialText Competitive Community



Salesforce Competitive Community



Office 365 Competitive Community



Jive Competitive Community



Google Competitive Community



Microsoft SharePoint Competitive Community



Yammer Competitive Community



Adobe Competitive Community



JBoss Portal Community

Important Bookmarks

1: About driving Social Business and Multichannel Customer Experiences (and survive).ppt

Achieving Real Business Value with IBM Connections

Analyst Buzz - Competitive Reports

Big Data M&A Heats Up: Pervasive Software Could Be Acquired Next

COMP | COMP

Comment Apple et Google enterrent le PC - Blogs Philippe Escande

Competitive Project Office

Competitor Social Insights

Facebook Ranks Top 'Enterprise' Collaboration Platform - Software -

How Microsoft got its own employees to use Yammer | CITEworld

IBM Boosts Social Software Compliance

IBM Client Reference Database

IT Pro Ranking: Enterprise 2.0 Vendors

Jive Acquires 'Proximal Labs' to Accelerate Strategy to Unlock the Enterprise Social Graph

Jive Launches Industry's Most Innovative Social Business Platform

Jive Product Documentation

Jive Sales Enablement Toolkit

Jive Software Acquires OffSync Tools For Microsoft Office

Jive buys data mining startup for social analytics

JiveWorld11 To Be Held In Las Vegas

Kenexa Market/Competitive Intelligence Community.

Knowledge Sharing with Communities

Customer visits



Overview

Recent Updates

Status Updates

Members

Forums

Activities

Wiki

Ideation Blog

Bookmarks

Surveys

Events

Community Description

Objective - Perform 3 customer visits per week

Tags: customer+visit, objective

Forums

[Start a Topic](#)

[How to free up more time for more customer visits ?](#) 0

Last post by [Koen Lenaerts](#) | Today 8:28 AM | 3 replies

[Software Customer Insights and Interaction Initiative and Tooling - Feedback Discussion Forum](#) 0

Last post by [Stijn Van Herzele](#) | Yesterday 10:38 AM | 2 replies

[Cannot Edit Customer Visit Journal entries - potential bug?](#) 0

Last post by [Steve Lievens](#) | Yesterday 10:17 AM | 1 reply

[View All](#)

Activities

[Start an Activity](#)

[Customer Meeting Activity](#) Shared

Updated by [Koen Lenaerts](#) | Today 8:07 AM | Tags: customer, meeting

Wiki

[Customer Meeting Preparation Guidelines](#) 0

[Koen Lenaerts](#) | Yesterday 10:12 AM

[Welcome to Objective - Perform 3 customer visits per week](#) 0

[Koen Lenaerts](#) | Yesterday 10:10 AM

[View All](#)

Ideation Blog

[Contribute an Idea](#)

[Use students/trainees to help us to prepare the customer meetings](#) 3 votes

[Steve Lievens](#) | Today 9:08 AM | 2 Comments | 6 Visits

Important Bookmarks

[CRM Application](#)

[Product Client Presentations](#)

Members



[View All \(4 people\)](#)

Upcoming Events

[Effective Client Meetings ...](#)

Sep 30 10:00 AM

[View All Events](#)

Featured Survey

1 of 3

How many customer visits do you perform in average each week ?

- 1
- 2
- 3
- 4
- 5
- >5



Tags

No tags yet

Tips

Arrange the sections on this page to see the updates you care about most at the top. Or, use the Recent Updates view in the community navigation to view all updates by time.

Knowledge Sharing with Communities

Objective - Perform 3 customer visits per week > How to free up time for more customer visits ?

3 replies Latest Post - Today 8:28 AM by Koen Lenaerts



Steve Lievens
3 Posts

How to free up time for more customer visits ?



Today 8:15 AM | Tags: [customer+visit](#)

I have no problem performing at least 3 customer visits each week, but we have so much administrative follow-up to do that it is impossible for me to do more then 3 visits. I am curious how other manage to do this ?

[Log in to reply.](#)

Updated on Sep 19, 2013 at 10:02 AM by Steve Lievens



Stijn Van Herzele
2 Posts

Re: How to free up more time for more customer visits ?



Today 8:19 AM in response to [Steve Lievens](#)

I agree with you. Moreover I often have nowadays (and it seems I am not the only one) technical problems on my workstation which is causing a lot time lost that could be used for other puposes.

[Log in to reply.](#)



Koen Lenaerts
4 Posts

Re: How to free up more time for more customer visits ?



Today 8:27 AM in response to [Stijn Van Herzele](#)

Stijn, we are really interested to find out what kind of tecnical problems you (and your colleagues) have with your workstations. If this really is a general problem, we can setup a project to list these problems and to look together with the IT department for solutions. This should indeed not be obstacle for your customer visits.

[Log in to reply.](#)

Updated on Sep 19, 2013 at 8:27 AM by Koen Lenaerts

This reply was deleted by [Koen Lenaerts](#) Today 8:27 AM.



Koen Lenaerts
4 Posts

Re: How to free up more time for more customer visits ?



Today 8:26 AM in response to [Steve Lievens](#)

@Steve, we to find out exactly how much time it costs you to do all your administrative work and how we can help you to minimize this . If this really is a general problem, we can setup a project to look into this in more detail.

[Log in to reply.](#)

Knowledge Sharing with Communities

Customer Meeting Activity

[Follow this Activity](#)

[Mark Activity Complete](#)

[Activity](#)

Activity Tags: [customer](#), [meeting](#)

[Add Entry](#)

[Add To Do Item](#)

[Add Section](#)

[Display](#)

▼ Preparation

<input type="checkbox"/> Understand all open issues prior to visit	Koen Lenaerts	Today 8:00 AM
<input type="checkbox"/> Have knowledge of all audiences prior to visit	Koen Lenaerts	Today 8:00 AM
<input type="checkbox"/> Send materials in advance to make the visit more effective	Koen Lenaerts	Today 8:01 AM

Add to this section: [Entry](#) | [To Do Item](#)

▸ Communication

▼ Collaboration

<input type="checkbox"/> Include the IBM account team to ensure continuity of the account and avoid possible pitfalls	Koen Lenaerts	Today 8:02 AM
<input type="checkbox"/> Set up a pre-meeting with IBM account team to review customer status	Koen Lenaerts	Today 8:03 AM
<input type="checkbox"/> Request organizational hierarchy from IBM account team to aide you with having a complete understanding of the customer structure	Koen Lenaerts	Today 8:03 AM

Add to this section: [Entry](#) | [To Do Item](#)

▸ Relationship Building

▸ Meeting Activities

▪ Activity Outline

[Recent Updates](#)

[To Do Items](#)

[Trash](#)

[Members](#)

▸ [Sections](#)

[Add Section](#)

▼ [Tags](#) ?

No tags yet

Knowledge Sharing with Communities

Featured Survey ☰

1 of 3

How many customer visits do you perform in average each week ?

- 1
- 2
- 3
- 4
- 5
- >5

← →

Featured Survey ☰

2 of 3

What do you believe is feasible ?

- 1 visit per week
- 2 visits per week
- 3 visits per week
- 4 visits per week
- 5 visits per week
- >5 visits per week

← →

Featured Survey ☰

3 of 3

What is your most important inhibitor to performs at least 3 customers vist per week ?

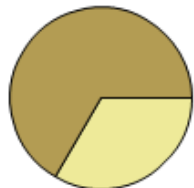
- CRM
- Entry in customer database
- Meeting report for Ex. Meeting

← → Submit

Featured Survey ☰

2 of 2

What do you believe is feasible ?



<input checked="" type="checkbox"/> 1 visit per week	- 0%
<input checked="" type="checkbox"/> 2 visits per week	- 0%
<input checked="" type="checkbox"/> 3 visits per week	- 0%
<input type="checkbox"/> 4 visits per week	- 33.3%
<input checked="" type="checkbox"/> 5 visits per week	- 66.7%
<input checked="" type="checkbox"/> >5 visits per week	- 0%

3 Response(s) [Data Table](#)

Knowledge Sharing with Communities

Customer visits



Overview

Recent Updates

Status Updates

Members

Forums

Activities

Wiki

Ideation Blog

Bookmarks

Events

Surveys

Tags



No tags yet

Objective - Perform 3 customer visits per week

New Idea

View All Ideas

3

✓ Voted

Use students/trainees to help us to prepare the customer meetings

Steve Lievens | Today 9:08 AM | 2 Comments | 5 Visits

When we prepare a customer meeting/event we often we lose time loose time to :

- check the details of the participants
- prepare the presentations
- arrange practical stuff (parking, diner, ??)

In the past this was all done by secretaries, but because of savings we all now have to do this ourselves. But we already have some good experience with students/trainees who can work for us for 3/6 months and help us out with all kind of administrative work. At the same time they get important experience by working in a large organization.

Modified today 9:19 AM by [Koen Lenaerts](#)

[Add a Comment](#)

[More Actions](#)

Comments (2)

1 - 2 of 2

Page 1

[Previous](#)

[Next](#)



1 [Koen Lenaerts](#) commented today 9:20 AM [Permalink](#)

I agree Steve, I also have positive experience with students.



Like



2 [Stijn Van Herzele](#) commented today 9:22 AM [Permalink](#)

I also agree, but lets make sure that the students speak at least French or Dutch, besides of course English.



Like

Show: [10](#) | [25](#) | [50](#) items per page

Jump to page of 1

[Previous](#)

[Next](#)

[Add a Comment](#)

Knowledge Sharing with Communities

Customer visits



Overview

Recent Updates

Status Updates

Members

Forums

Activities

Wiki

Ideation Blog

Bookmarks

Surveys

Events

Metrics

Recent Updates



Share a message with the community



[Stijn Van Herzele](#) commented on the [Use students/trainees to help us to prepare the customer meetings](#) idea in the [Objective - Perform 3 customer visits per week](#) Ideation Blog.



[Steve Lievens](#) When we prepare a customer meeting/event we often we lose time loose time to

- o check the details of the participants
- o prepare the presentations
- o arrange practical stuff (parking, diner, ??)

In the past this was all done by secretaries, but because of savings we all now have to do this

👍 Today at 9:22 AM | 3 likes



[Koen Lenaerts](#) Today at 9:20 AM

I agree Steve, I also have positive experience with students.



[Stijn Van Herzele](#) Today at 9:22 AM

I also agree, but lets make sure that the students speak at least French or Dutch, besides of course English.



[Koen Lenaerts](#) updated the event [Effective Client Meetings education session](#).



[Koen Lenaerts](#) ONLINE MEETING INFORMATION

Meeting link: <https://stmeetings.na.collabserv.com/stmeetings/room/join/access?id=1947-3508>
Conference ID: 1947-3508

Meeting room password is: ICS Benelux

👍 Today at 8:58 AM

Knowledge Sharing with Communities

Customer visits

Community



August 18, 2013 - September 14, 2013 (All dates and times in GMT+2)

View: Last 4 weeks

- Overview
- Recent Updates
- Status Updates
- Members
- Forums
- Activities
- Wiki
- Ideation Blog
- Bookmarks
- Events
- Surveys

Metrics

Community

- People
- Participation
- Content

View all Metrics

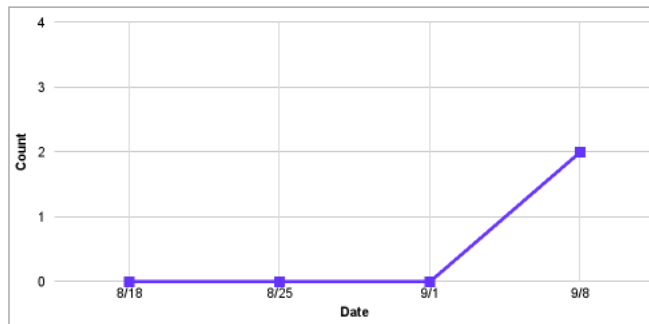
People

Communities need to be valuable to members and by understanding people who use the community, leaders can help facilitate valuable content and behavior. People metrics answer questions, like "How many people visited the community in the past month?"

Number of unique authenticated visitors

[View table](#)

For each segment (day, week, month, or year) of the selected time period, displays the number of people who logged in to this community at least once.



Metric	Total	Max
Number of unique authenticated visitors ?	--	2
Number of new members ?	0	--
Top contributors ?	--	--
Number of members who left the community ?	0	--

[View More](#)

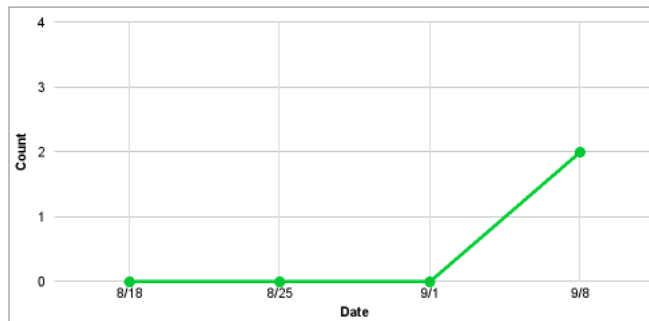
Participation

Leaders need to know how many people contribute and consume content in the community. Participation metrics answer questions like, "How many wiki pages were created in the past year?"

Number of visits

[View table](#)

For each segment (day, week, month, or year) of the selected time period, displays the number of visits to this community, including anonymous users and repeat visitors.



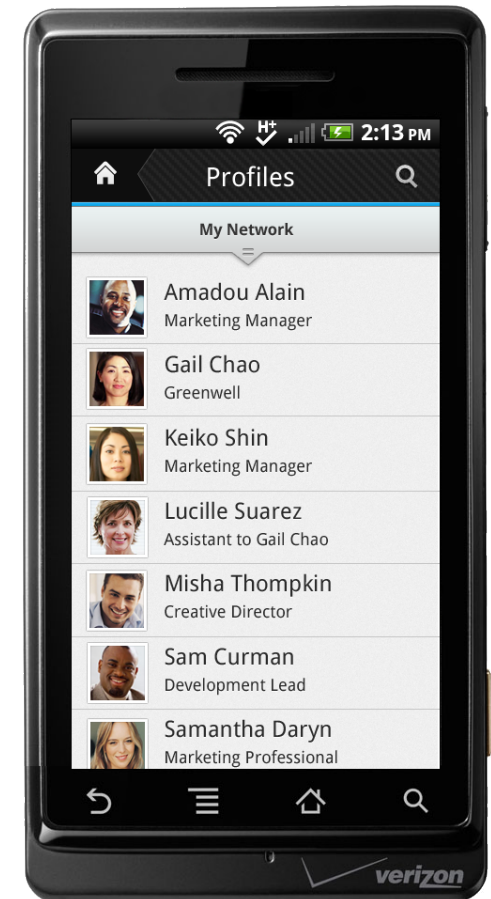
Metric	Total	Max
Number of visits ?	2	--
Number of unique contributors ?	--	0
Number of new updates ?	0	--
Number of unique people following the community ?	--	0

[View More](#)

Knowledge Sharing on Mobile

*Anytime, anyplace
access to your network*

- Access all of your Connections data from mobile browsers and free native apps
- Download native app from major app stores: iTunes®, Google Play (formerly Android Market), Blackberry App Worlds™



Knowledge Sharing on Mobile

The screenshot shows an iPad mobile application interface. At the top, the status bar displays 'iPad', signal strength, Wi-Fi, the time '13:26', and battery level '49%'. The main content area is titled 'I'm Following' and features a list of updates:

- Alexander Forbes** liked **Eugenio Barozzi's** comment posted to **Luis Suarez**.
Today 12:53
- Mark Osborn** (10 comments, 2 reactions)
Luis, saw the discussion on updating profiles and reminded me - colleagues arriving from the new Kenexa acquisition are unable to add a Profile photo because Bluepages requires this to be done via a complex Java applet that is ... [Continue Reading](#)
a possible workaround team with a buddy IBMer that should have standard platform that should work ...
- Mark Osborn** liked **Anne-Sophie Scher's** message.
Today 12:46
- Anne-Sophie Scher** (3 reactions)
Looking at French newspapers to see the new IBM social business advertising campaign launched yesterday... looks good!!!! the social biz message is also in airports on digital outdoor (Paris, Nice, Toulouse) , VIP lounge... [Continue Reading](#)
- Mark Osborn** commented on **Edward Brill's** message.
Today 12:46
- Edward Brill** (3 comments)
Has anyone does this with your Corporate Amex card? Switch to chip&PIN card? <http://chipandsignature.americanexpress.com>

At the bottom of the feed, the start of another update is visible: 'This has been Compucon in the UK for some time now...'

The left sidebar contains navigation options: Search, Updates, Profiles, Communities, Files, Downloads, Wikis, Activities, Forums, Blogs, Bookmarks, and My Account (IBM Connections w3 extern...).

Knowledge Sharing on Mobile

The screenshot shows an iPad interface with a top status bar displaying 'iPad', signal strength, '11:32', and '86%' battery. The main content is split into two panels. The left panel, titled 'Community', shows a group named 'iPad Fans' updated by John J. Scott III on 4 December 2012. It features 'Leave' and 'Follow' buttons, an 'Updates' section, and a menu with options: About, Members, Blog, Bookmarks (highlighted in blue), Feeds, Files, Forums, and Wiki. The right panel, titled 'Bookmarks', has an 'Edit' button and a list of saved items:

- Apple Store special prices for IBMers, Spain** by Manuel Alcaraz Garcia (3-dec.-2012 10:35)
- Mobile reference card for IBM Connections 3.0.1** by Stuart M. Hickson (11-okt.-2012 23:13)
- Mobile reference card for IBM Connections 4.0** by Stuart M. Hickson (11-okt.-2012 23:10)
- IBM Connections Mobile Pilot on TAP** by Edward Shockley (22-sep.-2012 12:40)
- Lotus Sametime for Mobile Devices pilot on TAP (iOS, Android)** by Lutz Marten (22-aug.-2012 10:28)
- IBM releases Sametime 8.5.2.5 for Apple iOS** by NABEEL AHMAD (31-jul.-2012 20:12)
- Call In app - Technology Adoption Program** by Lutz Marten (30-jul.-2012 08:40)
- Mobile Enterprise Services - BYOD** by Lutz Marten (19-jul.-2012 11:37)
- Create and Connect Mobile Apps Using WebSphere Cast Iron and IBM Worklight** by S. A. Baker

Knowledge Sharing on Mobile

The screenshot displays an iPad interface with a dark sidebar on the left containing navigation icons. The main area is split into two panels. The left panel, titled "My Files", shows a list of files with their names, dates, and interaction counts. The right panel, titled "Details", shows the content of the selected file, including a comment from Koen Lenaerts and a comment from Neil Santos.

My Files

- IBM Connections 4 overview - Daikin.odp
4 januari
- IBM Connections 4 overview.odp
3 januari
2 likes
- IBM Connections in a Microsoft World.odp**
21 december 2012
8 comments
- IBM Connections 4 overview Aquafin.pdf
7 december 2012
1 comment
- IBM Social Business demo scenario v2.odt
6 december 2012
- IBM SmartCloud overview.odp
24 november 2012
- Screenshots_ActivityStream.zip
22 november 2012
- Social_Business_for_Healthcare.odp
21 november 2012
- HIMSS2012 Social Business in Healthcare.pptx
21 november 2012

Details

IBM Connections in a Microsoft World.odp
Version 4, 19 MB

Koen Lenaerts 21-dec.-2012

Comments Info

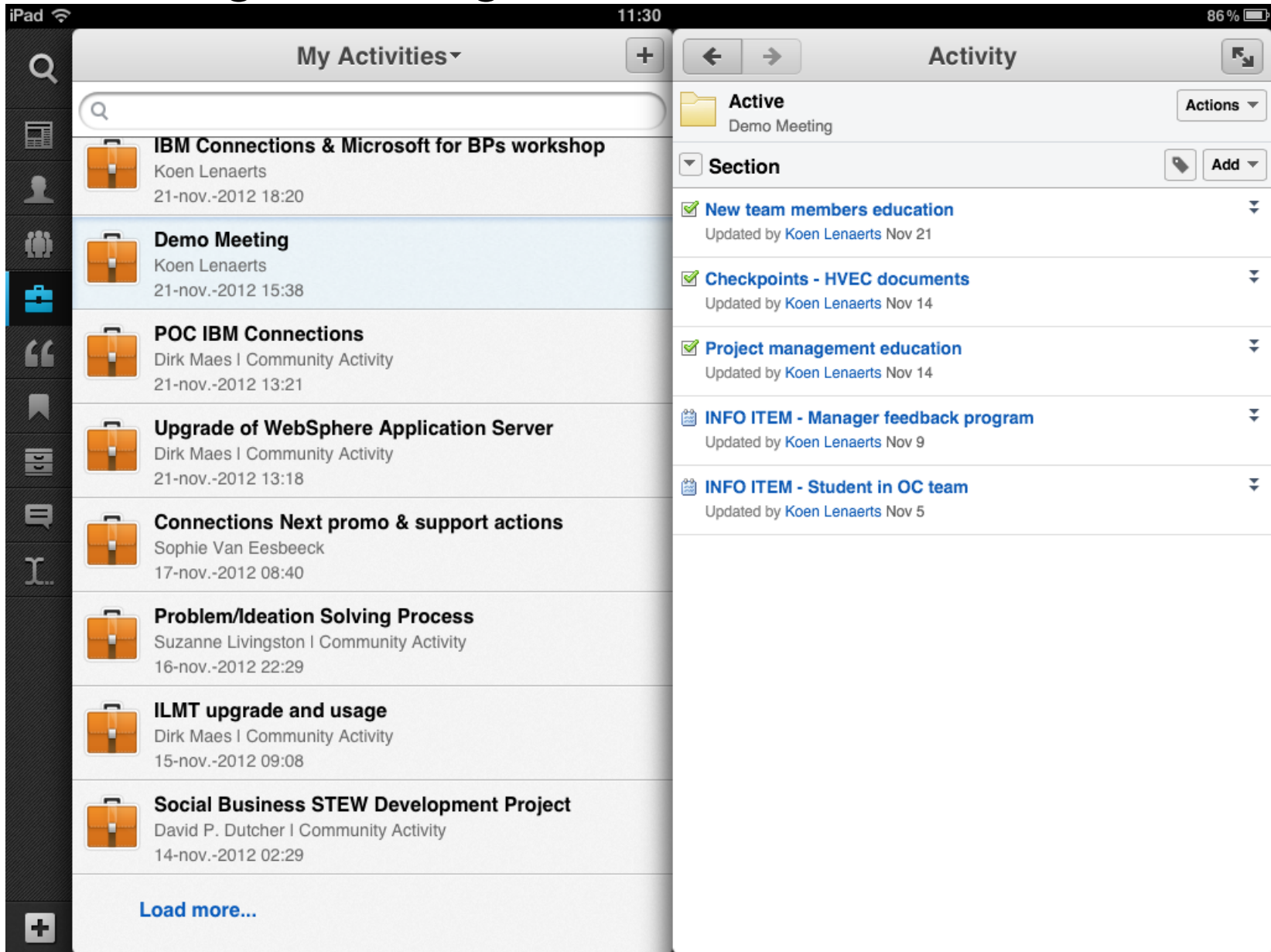
Koen Lenaerts on version 4
@Niels, thanks for the feedback. The AIIIM report is really a very good source of information. I used the content to add 2 more slides to the deck. Now it counts 133 pages :-)
I am still missing a good description on how partners can make money on Connections. Besides the usual stuff; selling, implementing, .. I see one new item, developing integrations in the activity stream. Anny suggestion here is welcome.
21 december 2012 10:41

Neil Santos on version 3
Internal reference to the "Sharepoint Puzzle": https://w3-connections.ibm.com/communities/service/html/communityview?communityUuid=eab42a3f-b010-436b-b3f3-9d371a231a58#fullpageWidgetId=W40c3d9410870_43cb_a_b19_20ecc5ba4027&file=eb9a5e8a-2615-43d1-993b-bfd708becb7f
20 december 2012 23:16

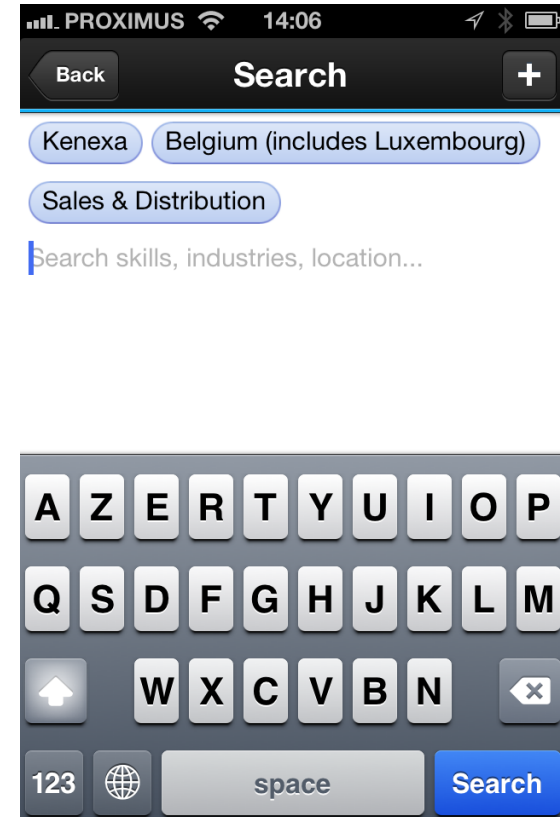
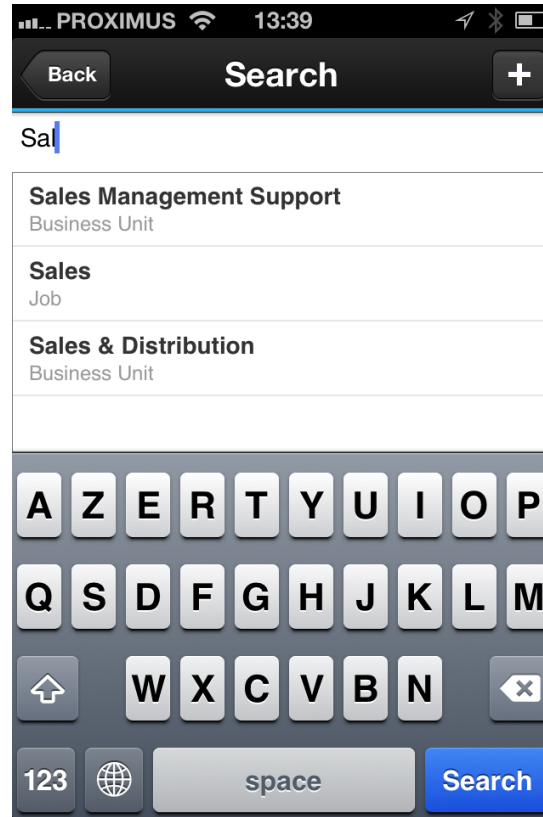
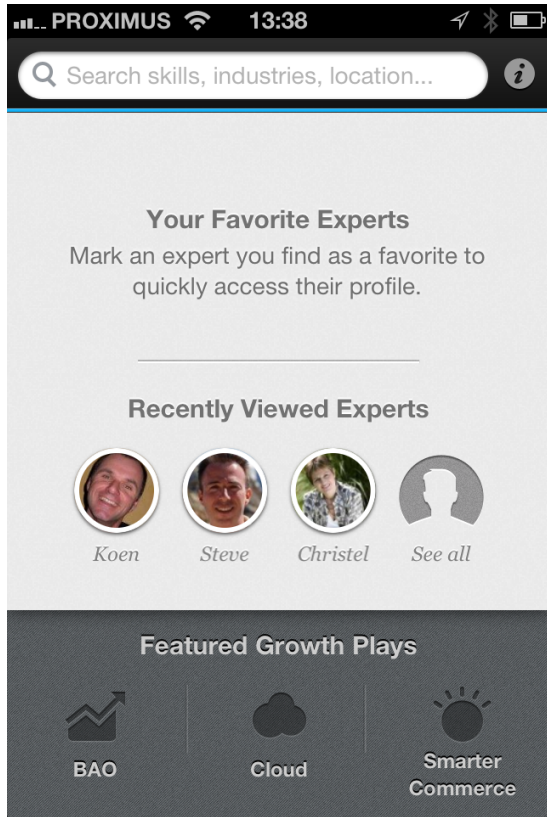
Dawn Z. Herndon on version 3
Socailizing Sharepoint: <https://w3-connections.ibm.com/files/app#/file/3cb33676-6374-4ff7-b692-5bc75fde7158> (created by Laura, Ron, and with input from others).

Write a comment

Knowledge Sharing on Mobile



Knowledge Sharing on Mobile



Knowledge Sharing on Mobile

Search Results Profile

Laurent Boes
BRUSSELS, Belgium
13:40

Contact

Job Title

**Social Business & Collaboration
Leader Benelux**
IBM Sales & Distribution, Software Sales

Primary Job Role

Solution Sales Manager

Skill Sets
Mastered or Greater

Profile Areas of Expertise

Enterprise Taxonomy

Job Roles

- Sales Professional

Software Topics

- Messaging and Collaboration
- Social Media

Solution Area

- Collaboration

Data from "Expertise Location & Answer Network"

Search Results Profile

Tags

kenexa, belgium, benelux, bluethx_recipient, brand, business +partners, cloud, collaboration

Add or View Tags 41 >

Contact
Personal email accounts and text messages are not secure forms of communication.

Work 32-2-339-5321

Mobile 32-2-339-5321

Message 32-2-339-5321

Email laurent_boes@be.ibm.com

Gamification

IBM Connections Home Profiles Communities Apps Give Thanks Adam Brown Share

My Profile My Network Directory Profiles by Name Search

Adam Brown

abrown@isw.net.au
Local Time: 4:14 PM

Send Email Download vCard

Recent Updates Contact Information Background **KudosBadges** KudosThanks

Adam Brown
Overall Rank: 1st (4729 Points)
Kudos Veteran
271 Points to Next Level

Achievement Levels move up the achievement levels as you progress, meet milestones, and learn more

Kudos Missions
series of challenges to complete to achieve a master mission for each feature

All Categories	Profiles	Communities	Activities
35 Of 82 Badges	11 Of 13 Badges	2 Of 4 Badges	3 Of 6 Badges

My Badges Remaining Badges

Page 1 | 2 | 3 | 4

Sort by: Name | Message | How To Get It | Category | Awarded

Icon	Activity	Description	Awarded
	Activities	Well done! You have created an Activity and invited some colleagues to work with you. Make sure you tag the Activity and think about creating an Activity Template for repeatable processes.	Awarded: May 22
	Activity	Well done, you have completed an activity. Have you considered making it into an Activity Template for reuse down the track?	Awarded: May 22
	Activity	Tenacious Template! Activities are great for working with awesome for You have crea	Awarded: May 22
	An Answer	You replied to a question that was posted and provided the answer! Keep it up and try and help your colleagues with your knowledge. To get to the	Awarded: May 22

My/Remaining Badges view earned and yet to be earned badges. see what challenges are yet to be achieved!

Report-to Chain

Adam Brown
Full Report-to Chain
People Managed

Network

View All (30)

Kudos Summary

View All (35)

Thanks Summary

Thank Someone

My Links

Blue Kudos Summary recent Kudos Badges & Thanks that the person has earned. mouse over for description!

ProfileProgress
95% - This profile can be improved by following more people.

Tags
Add tag(s) to this profile +
My tags for this profile:
connections x
development x
domino x
sales x
sametime x
tas x
vic x
websphere x
Tagged by 5 people:
connections x

Kudos Profile Progress encourage user to update profile and take other actions such as tagging or joining a community

IBM