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The more you know, The more you dare

How managers use Enterprise Social Networks?

A study with 12 business units

over 2 years

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Who are we ?

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

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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

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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

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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?

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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

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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,…?

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Knowledge capture level

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

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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?

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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

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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

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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

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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

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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

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How to link knowledge with results?

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

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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

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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

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Structuring employees feedback

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

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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

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Case study

Cegelec Vinci

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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

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1000 knowledge bricks

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Conclusions

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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

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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

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"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

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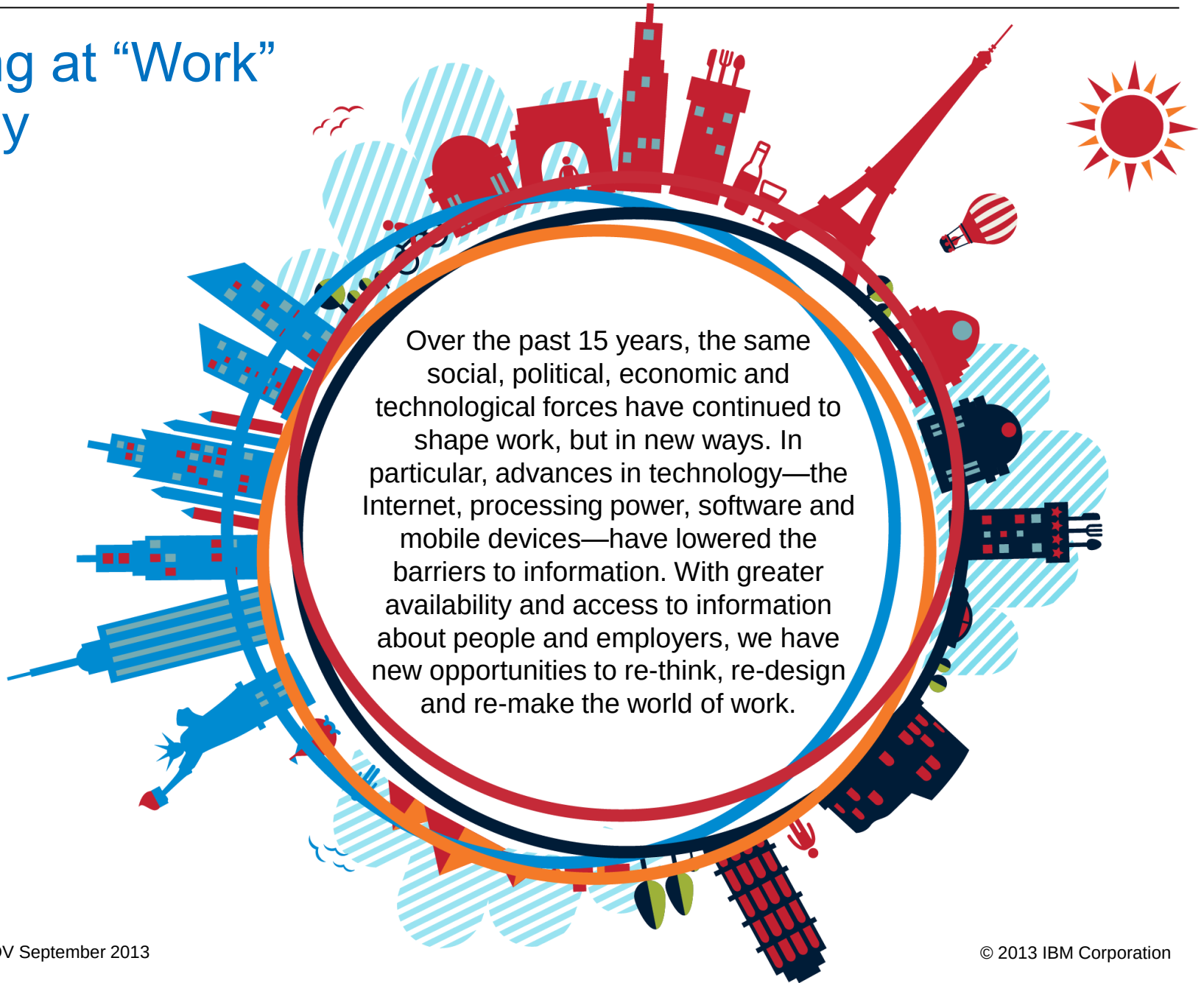
Looking at “Work” globally



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.

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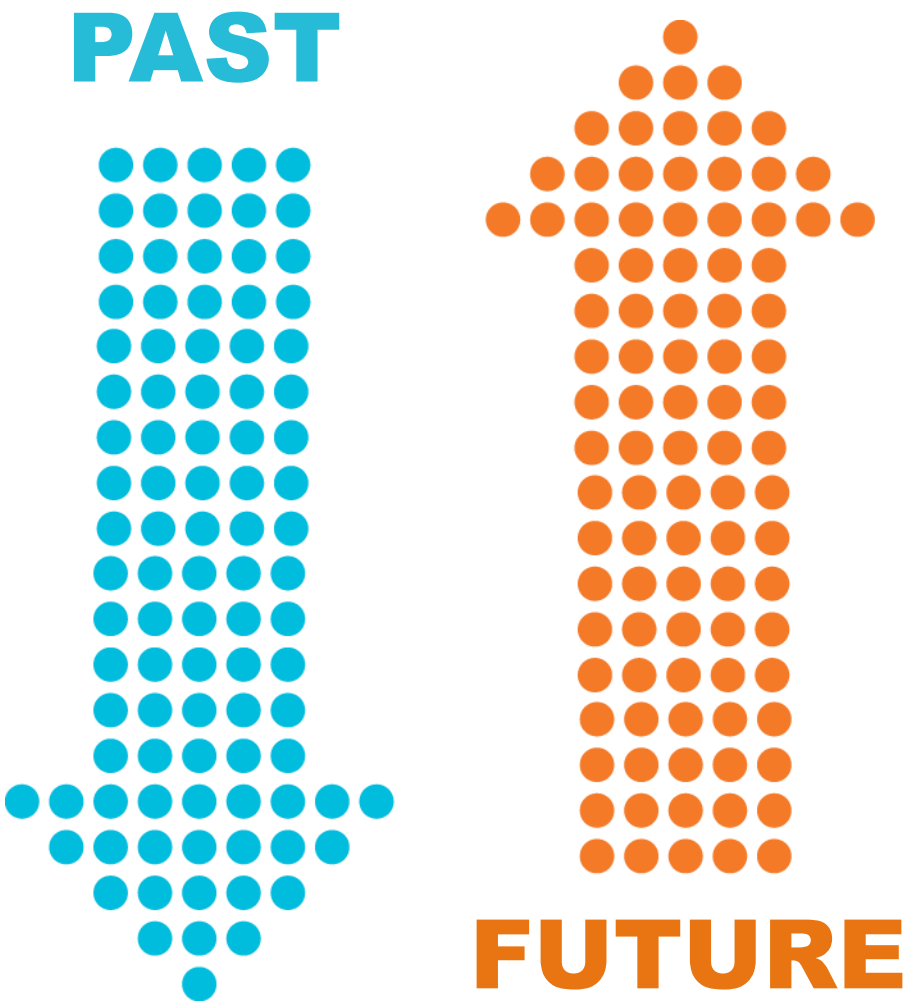
And, the management of “Work” has changed

It was often about top-down management



Now, it’s about leveraging our collective intelligence

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So, what's driving this change in work?

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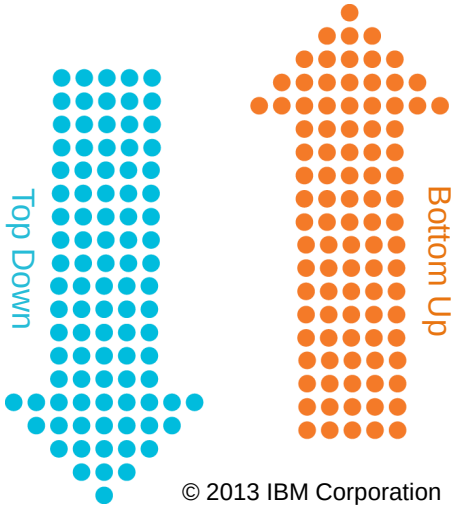
1. The rise of social in the workplace

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."

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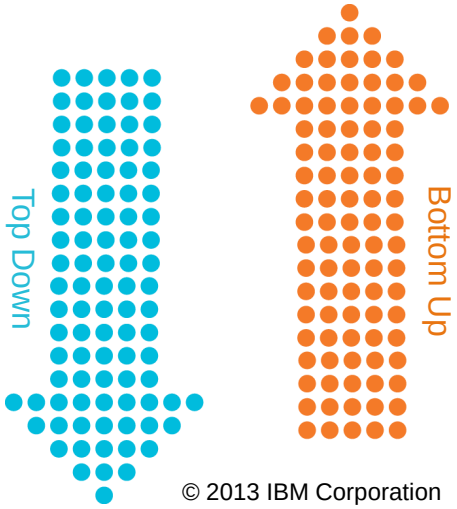
2. The rise of big data and analytics

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”

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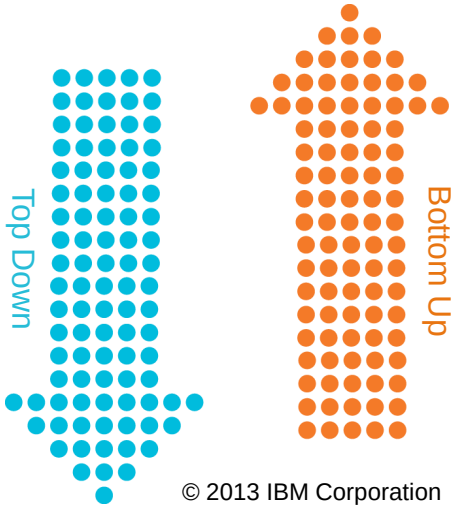
3. The rise of mobile technology

Now, with almost 75% of the world's population with a mobile device[4], 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"



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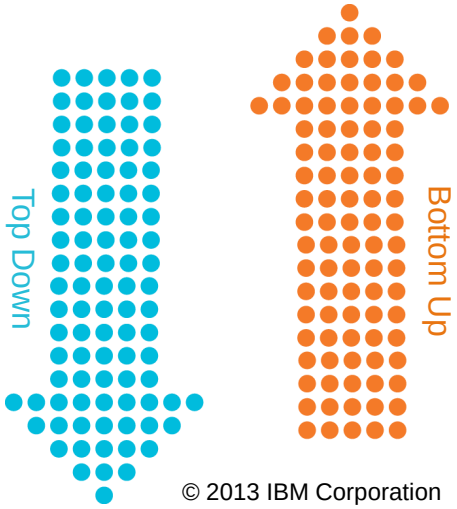
4. The rise of the independent worker

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"

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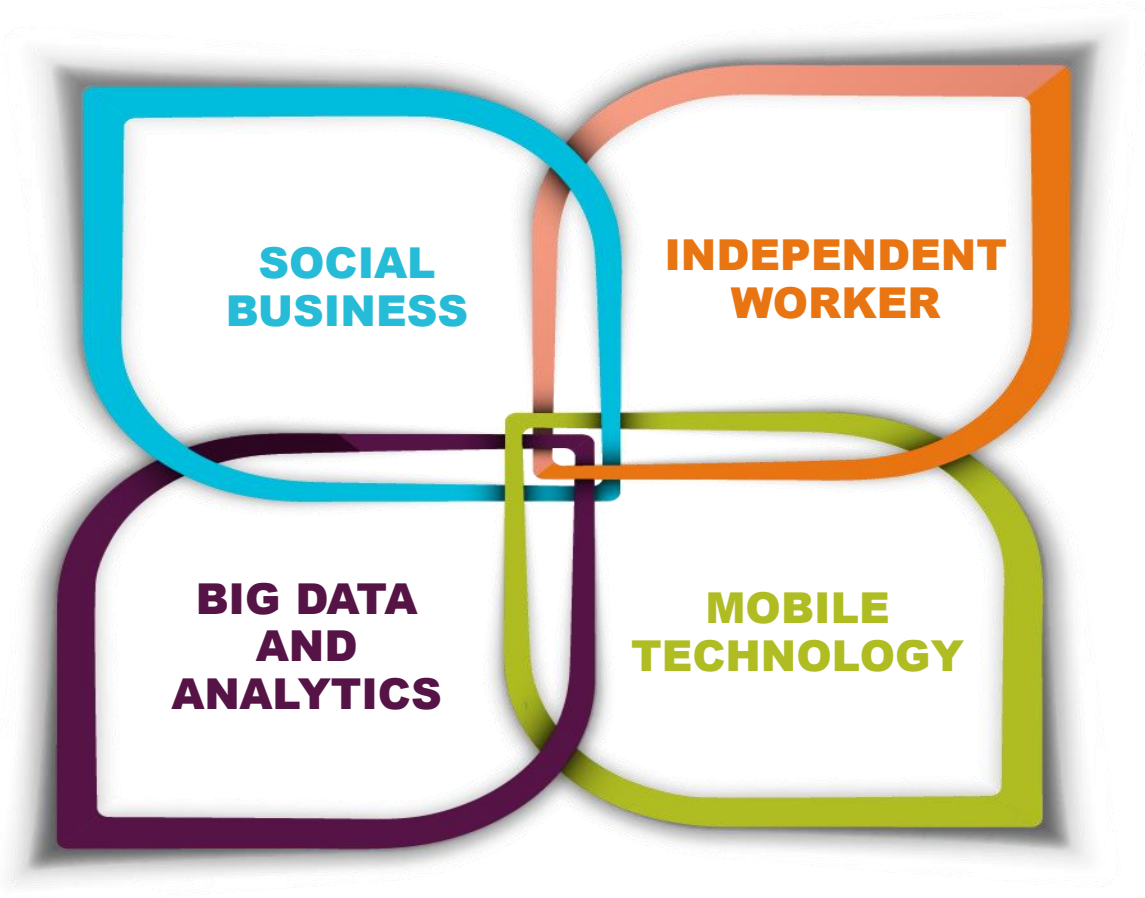
All these intertwined dynamics require a comprehensive point of view



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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.

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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**

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Smarter Workforce demo time!!

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koen_lenaerts

IBM Social Business

#ibmsocialbiz

Get Social. **Do Business.**

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Edit My Profile

Lenaerts, Koen

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Client Technical Professional, IBM Collaboration Solutions
Client Technical Specialist: ICS.Messaging & Collaboration-MAJ
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Cloud | List

Report-to Chain

- Windal, Bart
  - Kerkhofs, Ronny
    - van de Korput, Marty
      - Lenaerts, Koen

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

Communities
Work with people who share common roles and expertise

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

Wikis
Create web content together

Activities
Organize your work and tap your professional network

Forums
Exchange ideas with, and benefit from the expertise of others

Home page
See what's happening across your social network

Social Analytics
Discover who and what you don't know via recommendations

Micro-blogging
Reach out for help or share news with your social network

Bookmarks
Save, share, and discover bookmarks

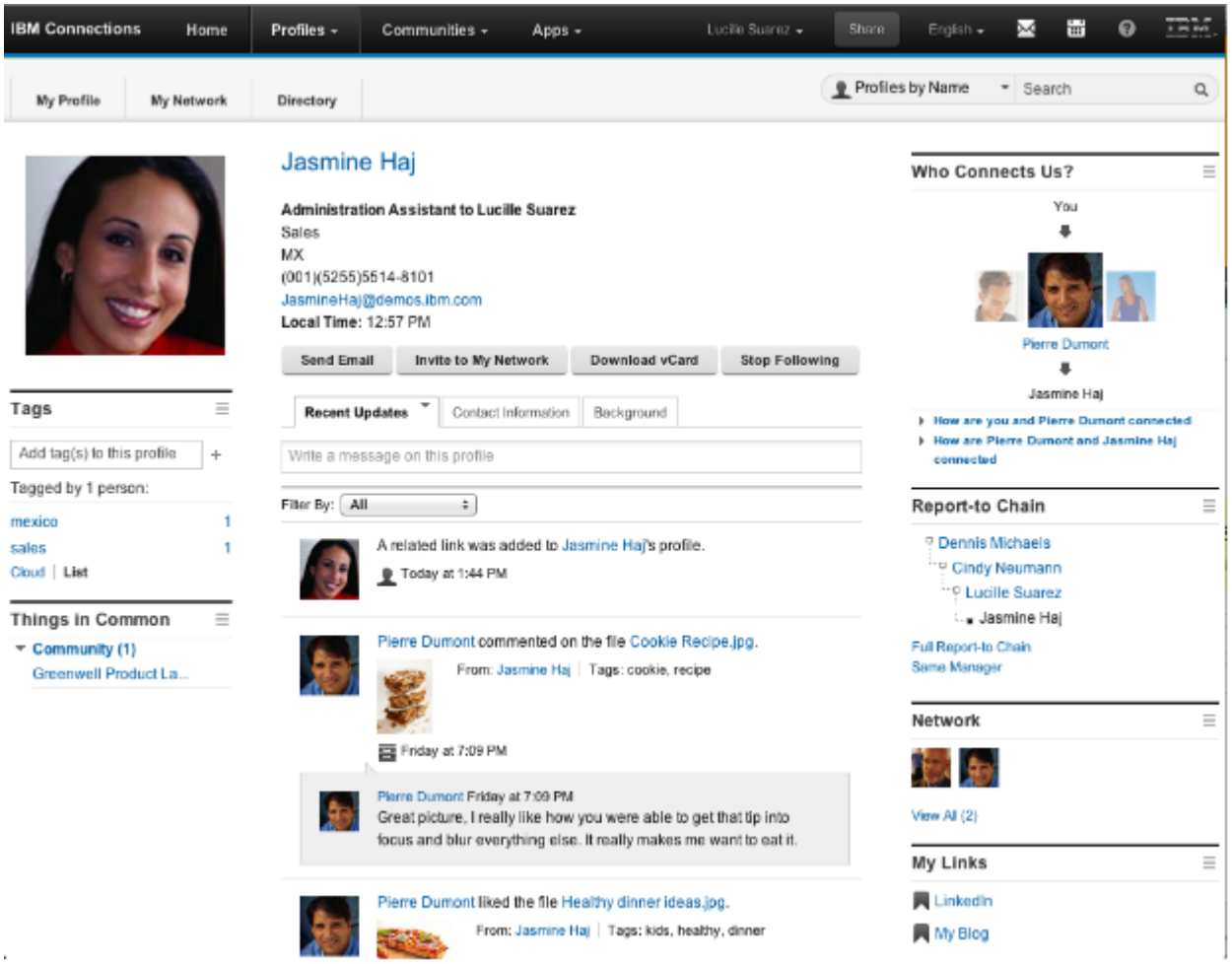
Blogs / Ideation Blogs
Present your own ideas, and learn from others

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



Profiles

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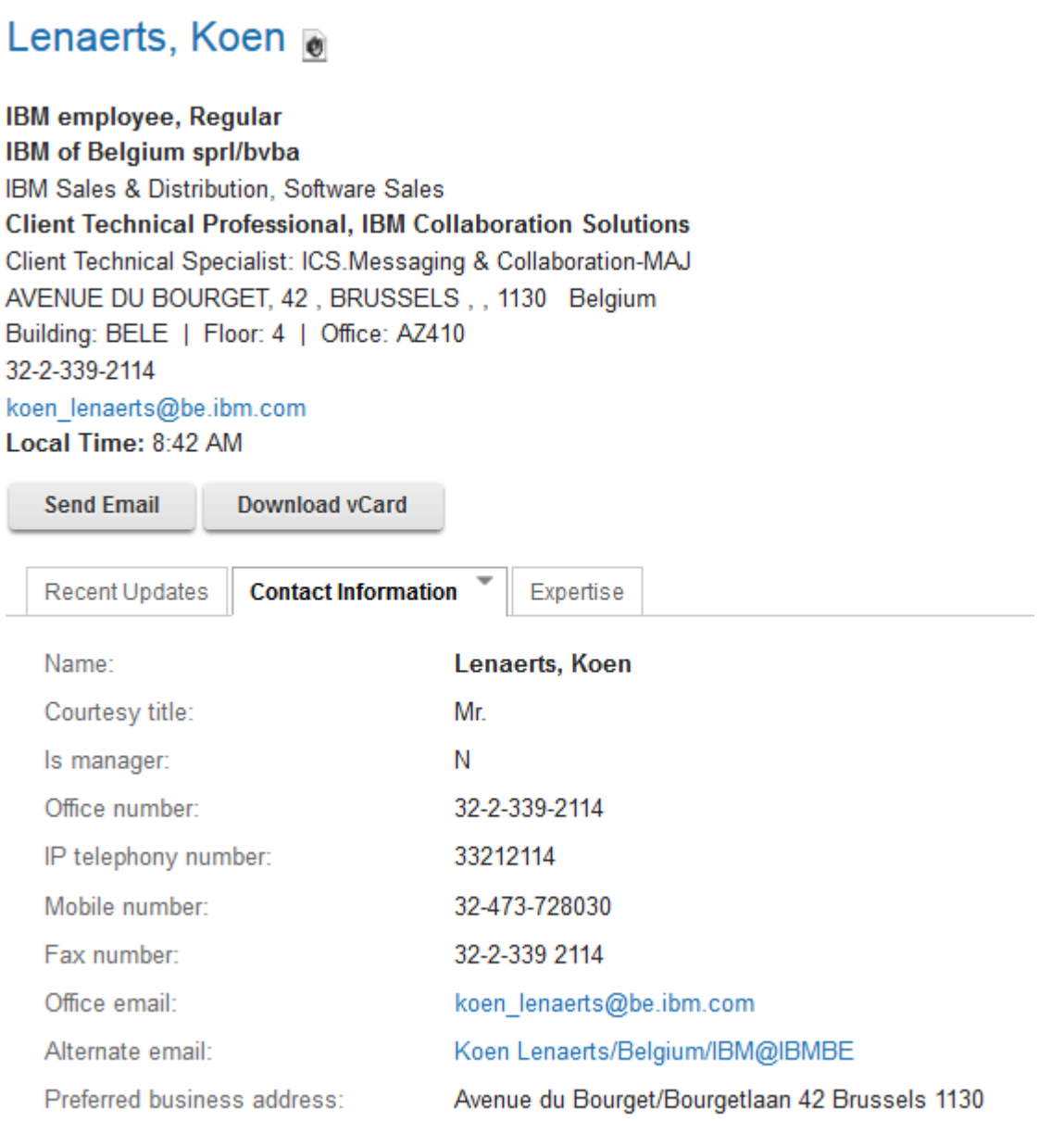
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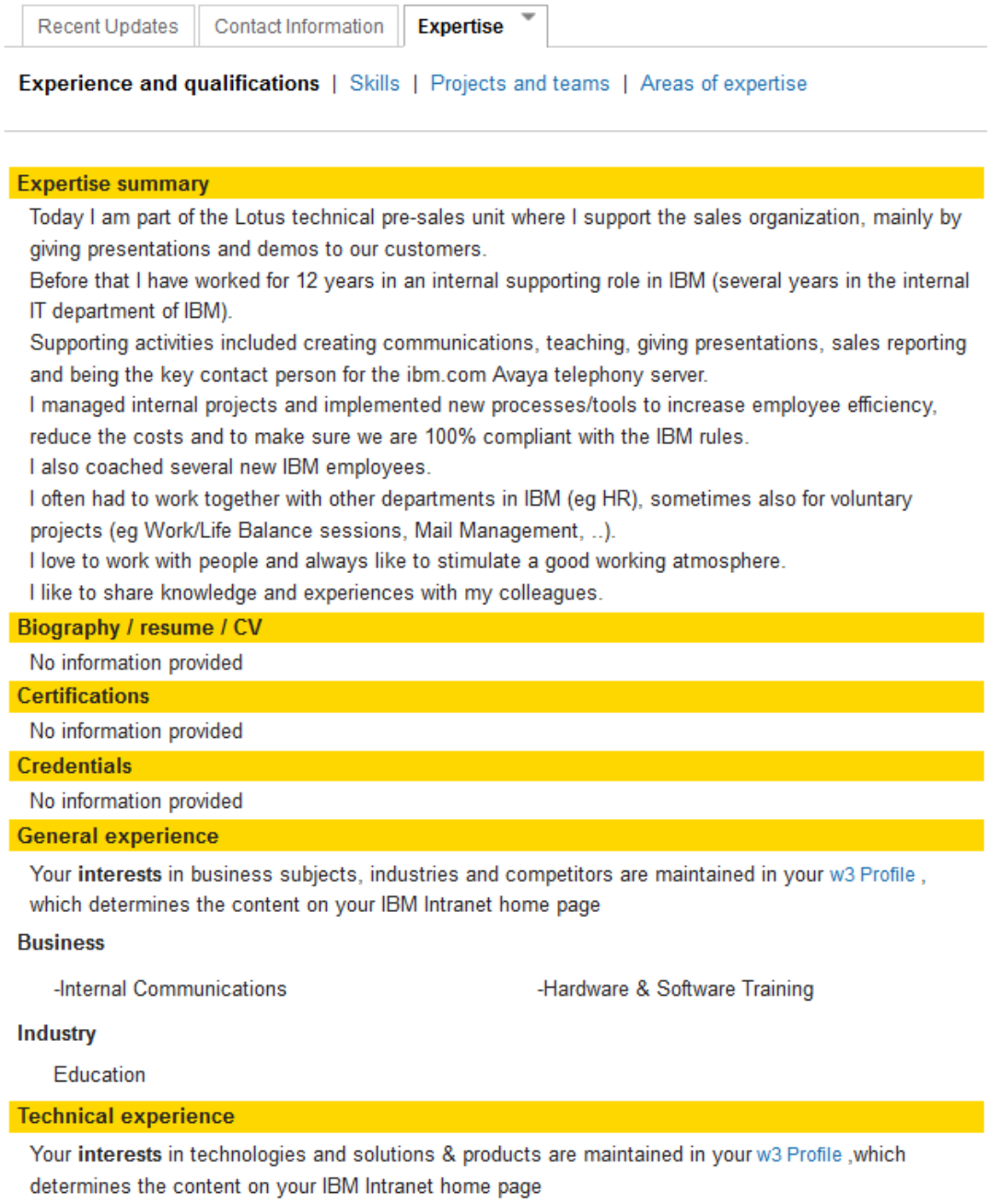

Recent Updates | Contact Information | **Expertise**

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**

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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 advicing 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.

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Floor:	4
Office:	AZ410
Office number:	32-2-339-2114
IP telephony number:	33212114
Mobile number:	32-473-728030
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Alternate email:	Koen Lenaerts/Belgium/IBM
Blog link:	
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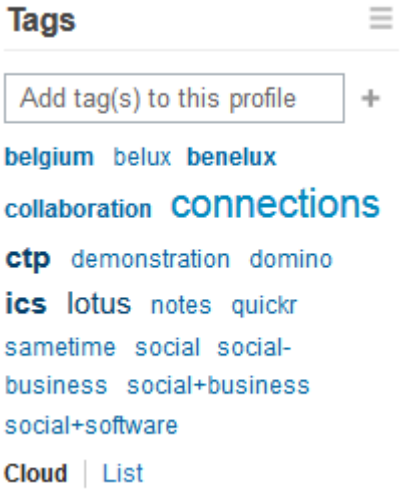
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Add tag(s) to this profile
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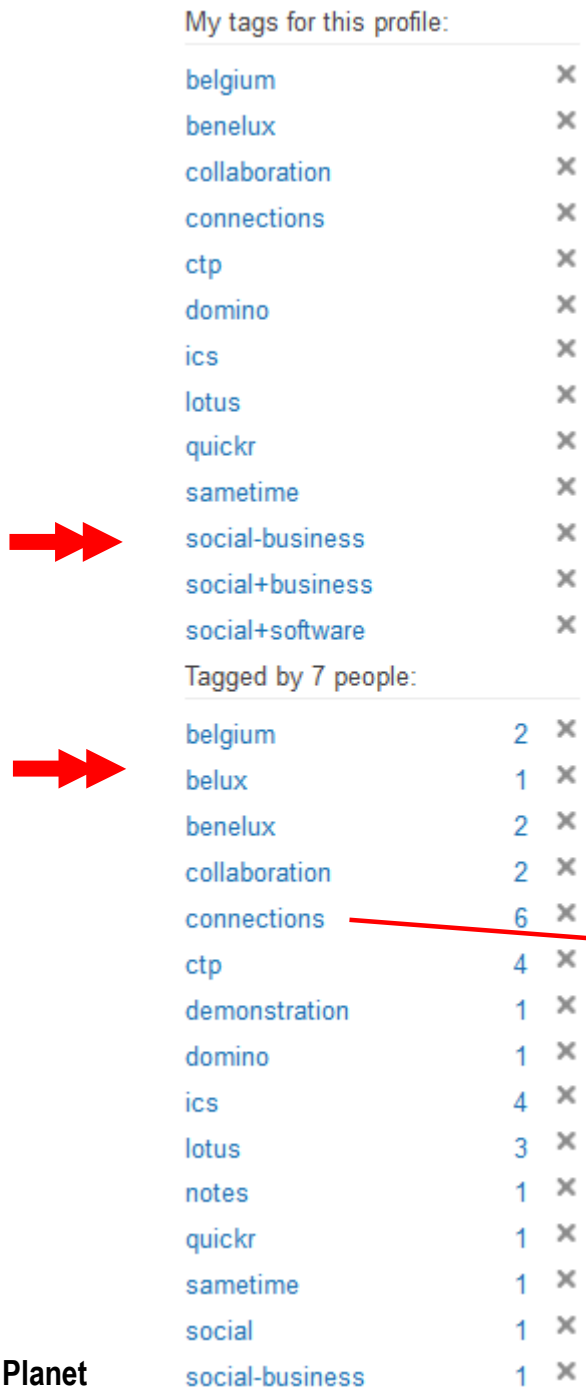
business social+business
social+software
Cloud | List


My tags for this profile:
belgium
benelux
collaboration
connections
ctp
domino
ics
lotus
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sametime
social-business
social+business
social+software
Tagged by 7 people:
belgium 2
belux 1
benelux 2
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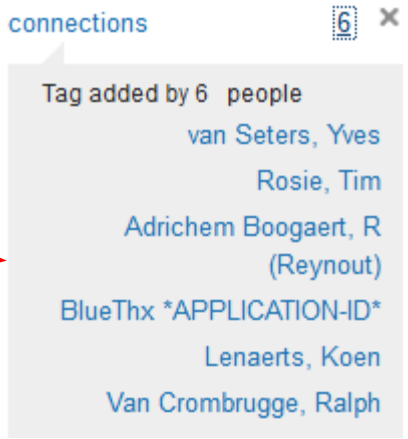
connections 6
ctp 4
demonstration 1
domino 1
ics 4
lotus 3
notes 1
quickr 1
sametime 1
social 1
social-business 1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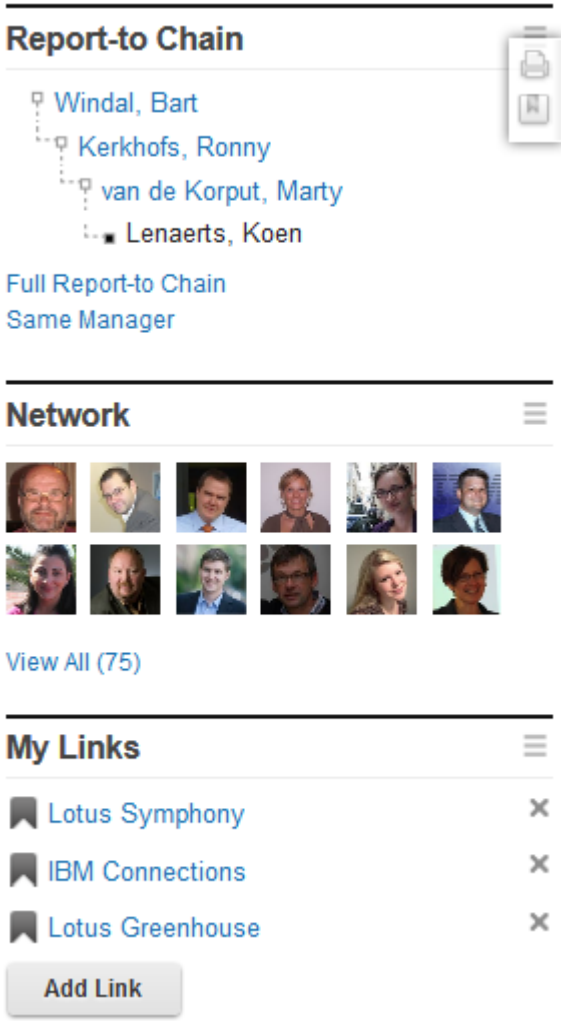
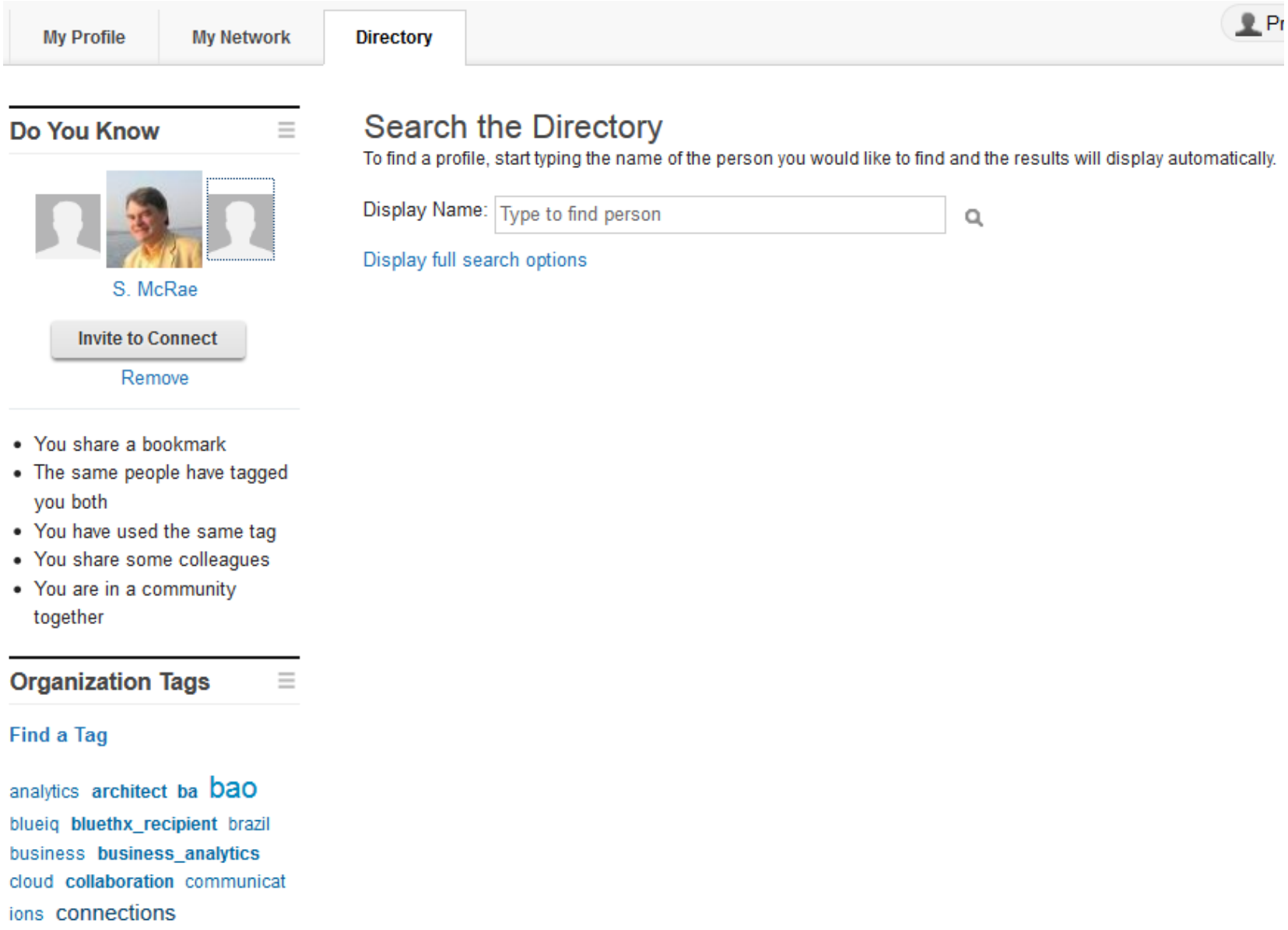
Tag added by 6 people
van Seters, Yves
Rosie, Tim
Adrichem Boogaert, R (Reynout)
BlueThx *APPLICATION-ID*
Lenaerts, Koen
Van Crombrugge, Ralph

Profiles


Report-to Chain
Windal, Bart
Kerkhofs, Ronny
van de Korput, Marty
Lenaerts, Koen
Full Report-to Chain
Same Manager
Network
View All (75)
My Links
Lotus Symphony
IBM Connections
Lotus Greenhouse
Add Link

Expertise Search



Expertise Search

My Profile | My Network | Directory | Profiles by Name | Search

Organization Tags

Selected Tags

belgium ×

social+business ×

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 × social+business ×

1 - 10 of 15 Page 1 | 2 Previou

Sort by: Relevance | Display name | Last name

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IBM Sales & Distribution, Software Sales
BRUSSELS
Belgium

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Every IBMer is an expert...

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

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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

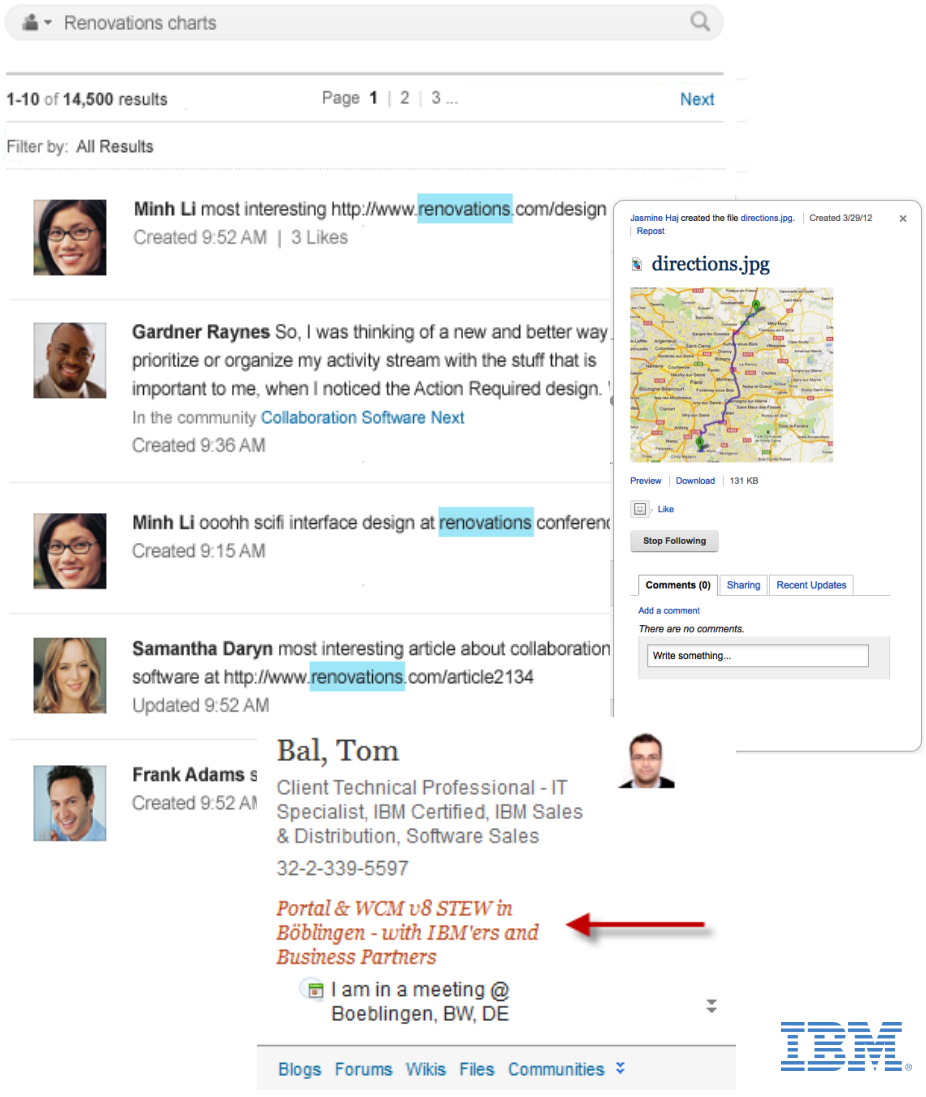
Auquier, Brigitte
Collaboration Solutions Sales
IBM Sales & Distribution, Software Sales
BRUSSELS, Belgium

Show: 10 | 25 | 50 items Previous | Next

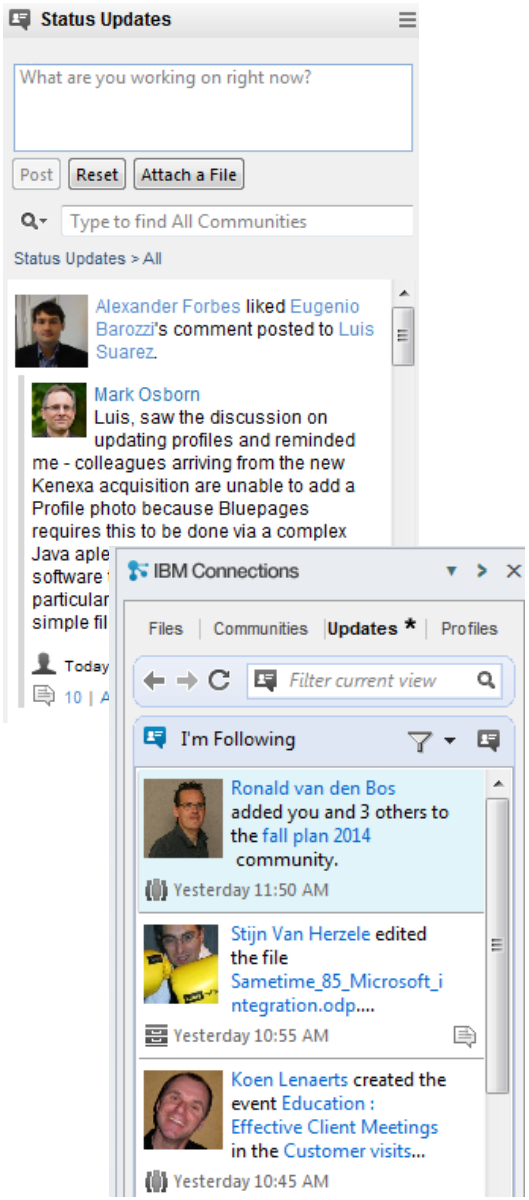
Microblogs

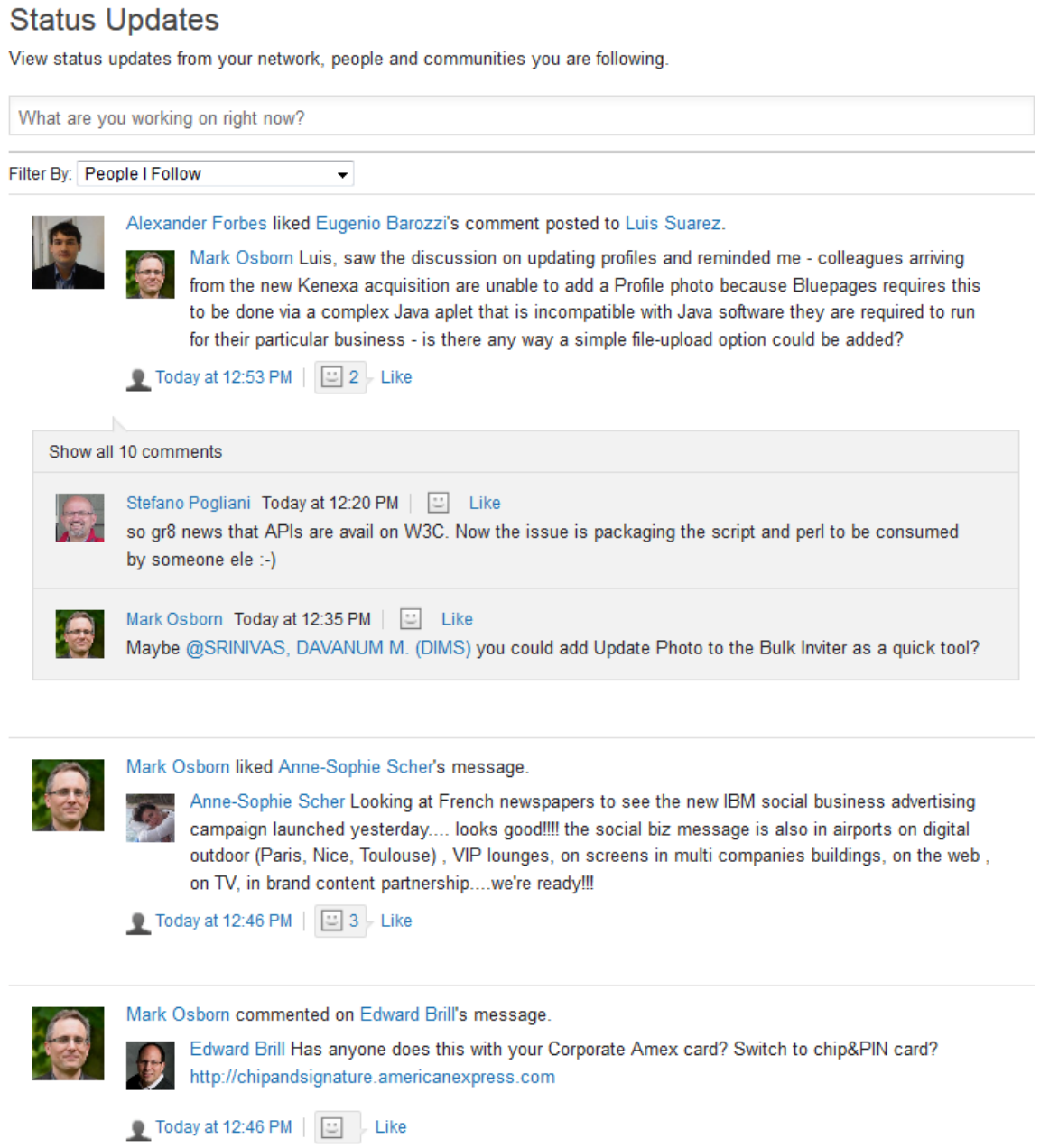
Enable a more effective workforce

- 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



Microblogging

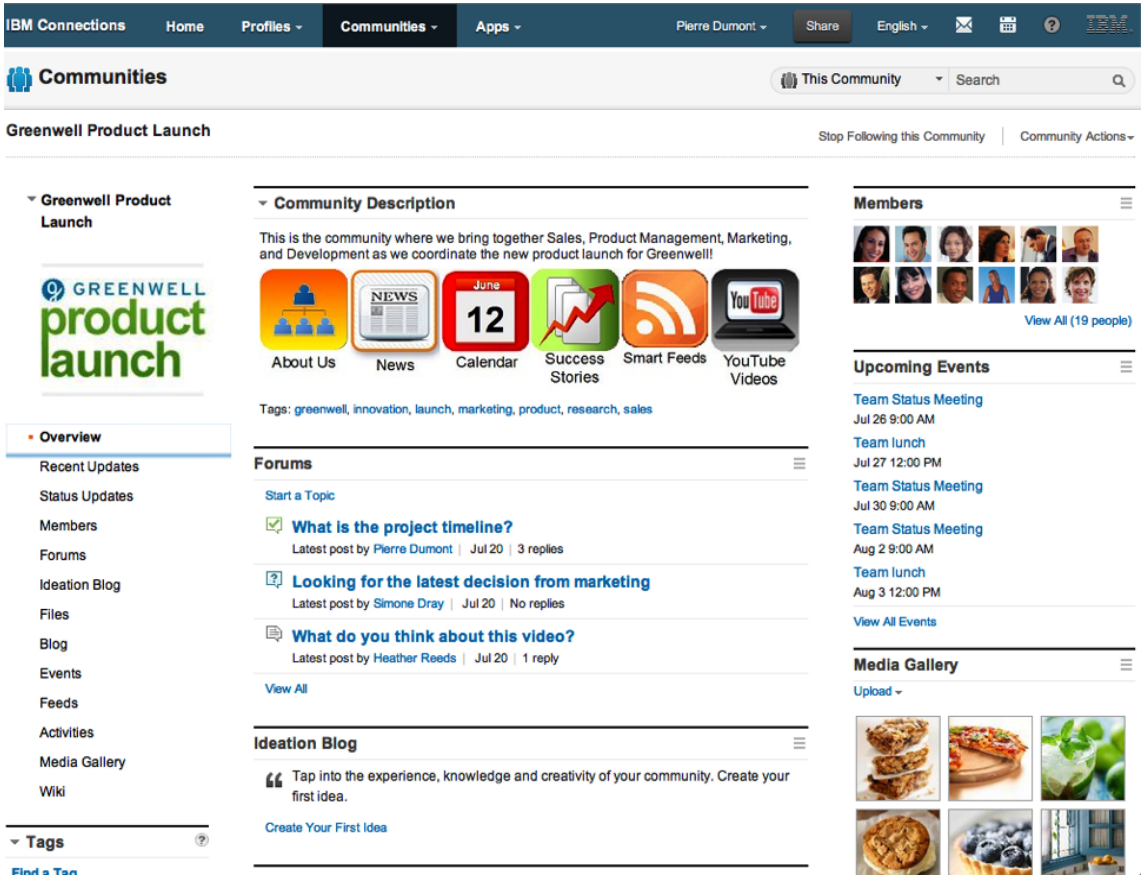




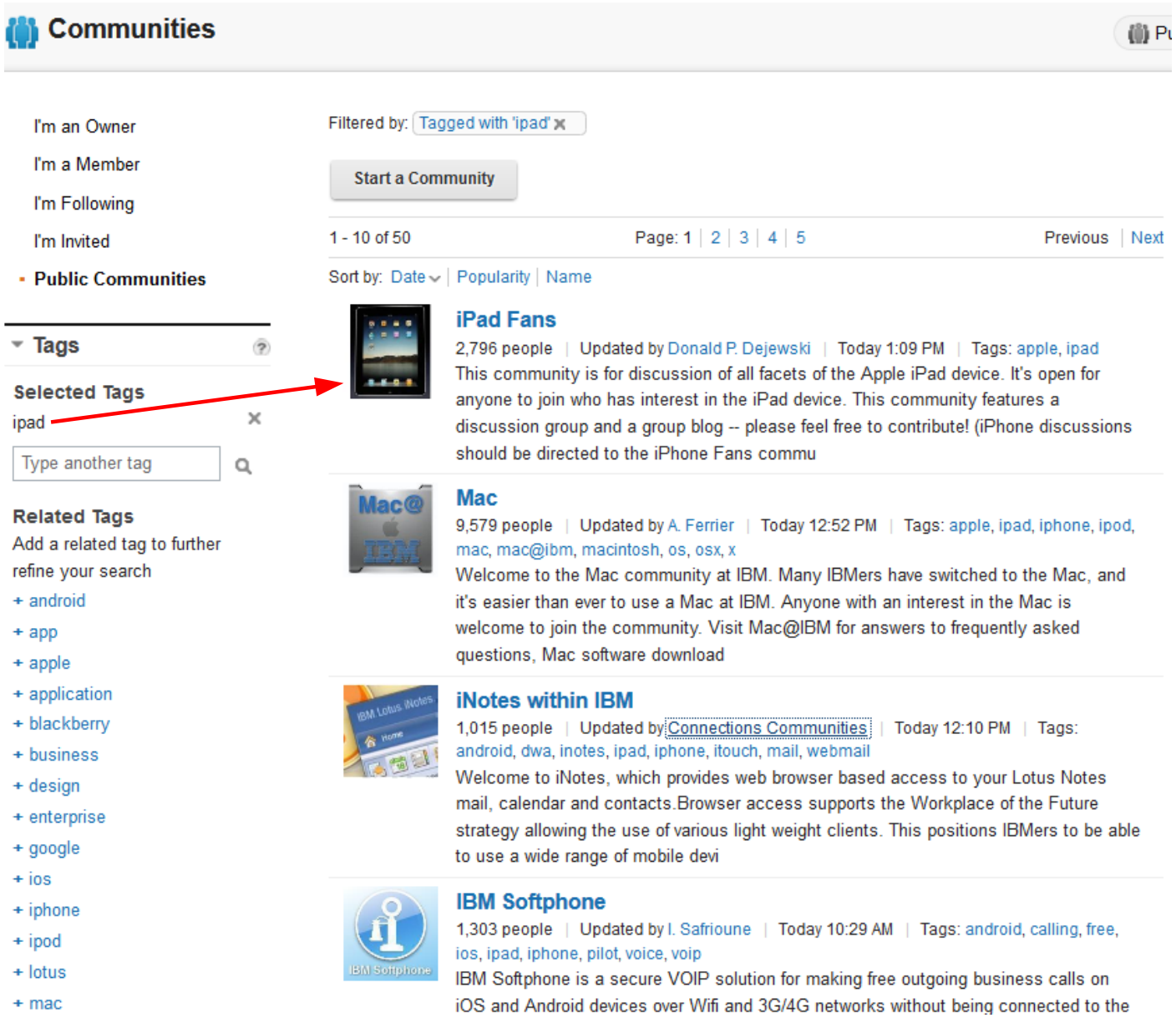
Communities

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



Knowledge Sharing with Communities



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 fo 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
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- 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

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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 metadate

iPad Fans

New Entry

BYOD or how Apple has changed enterprise Computing

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

Like

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 productivityy would go up 5%. That's huge when you multiply by thousands of sales people.

Opinion: How Apple has changed enterprise computing, forever

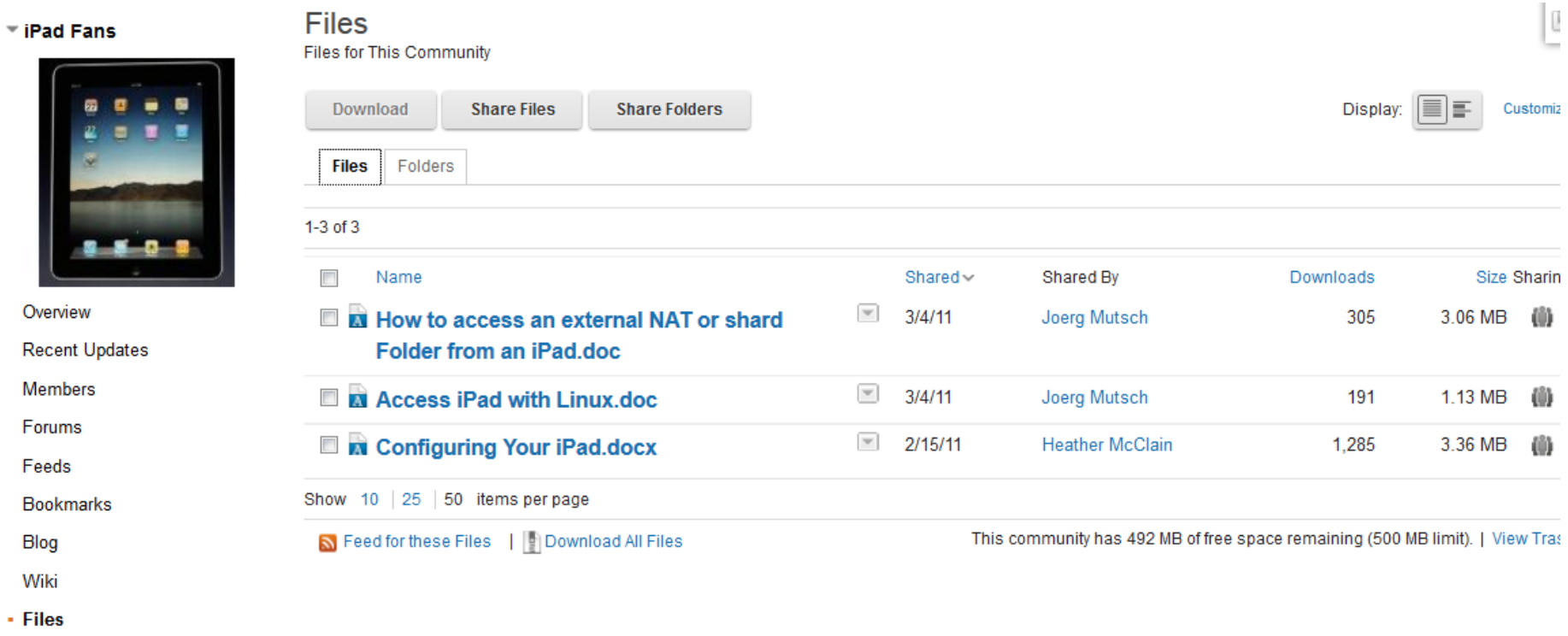
By Jonny Evans

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

IBM

Knowledge Sharing with Communities



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 then 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

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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 AIIM 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 goverance 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-existant.

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 then 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.

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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
Avneet 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...

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- Jeffrey R. Turnage
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- Neil Santos
- Niels J. Hansen
- Peter Bjellerup
- Pimmas Pitisoavapak

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	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 Grap
- Jive Launches Industry's Most Innovative Soci Business Platform
- Jive Product Documentation
- Jive Sales Enablement Toolkit
- Jive Software Acquires OffiSync 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
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Members
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Activities
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Ideation Blog
Bookmarks
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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.

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 perfom in average each week ?

- (•) 1
- ( ) 2
- ( ) 3
- ( ) 4
- ( ) 5
- ( ) >5

Smarter software for a Smarter Planet

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 worktstation 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

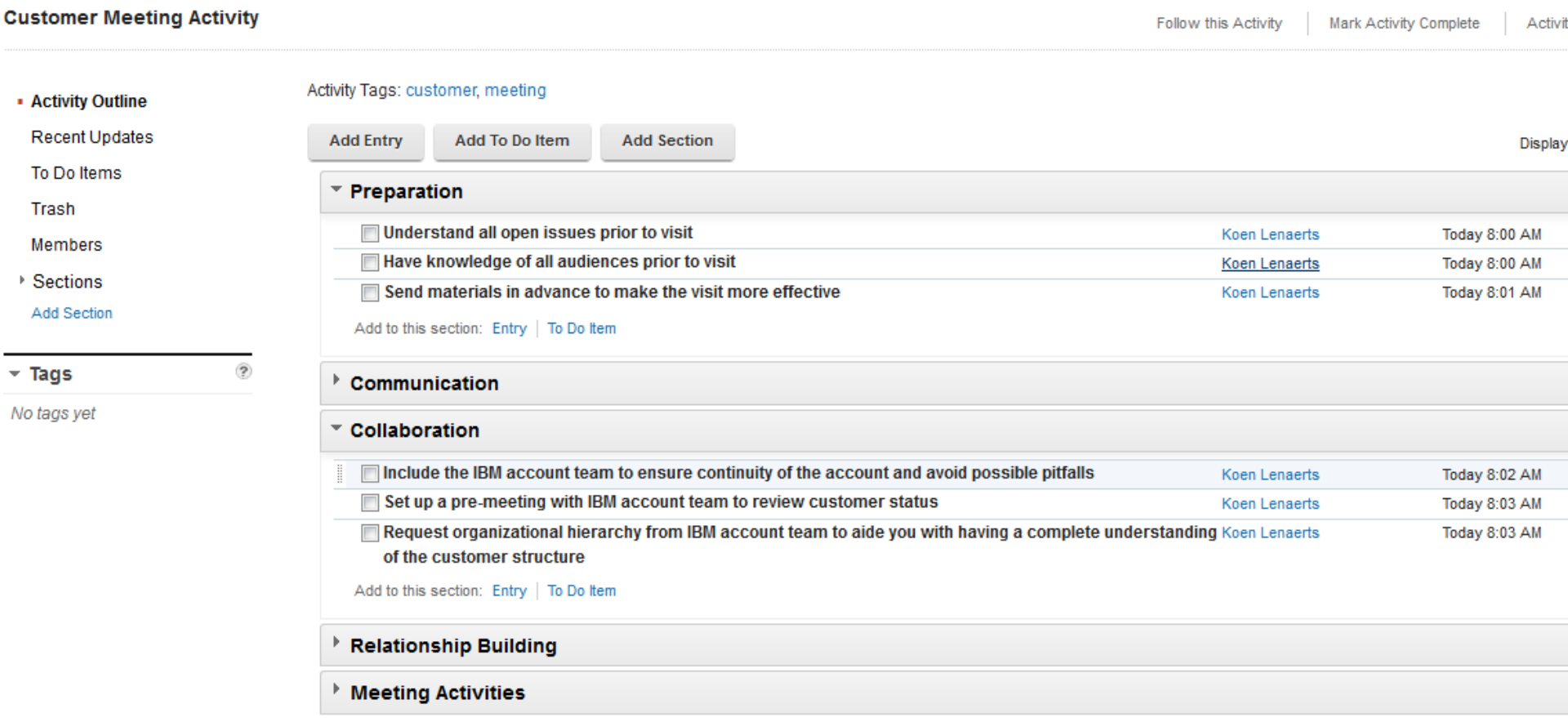
Re: How to free up more time for more customer visits ?

Today 8:26 AM in response to Steve Lievens

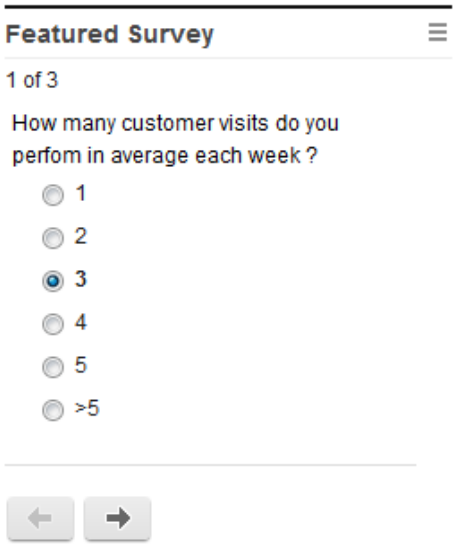
@Steve, we to find out exactly how much time it costs you to do all your administrative work and how we can help you to minimize this . If this really is a general problem, we can setup a project to look into this in more detail.

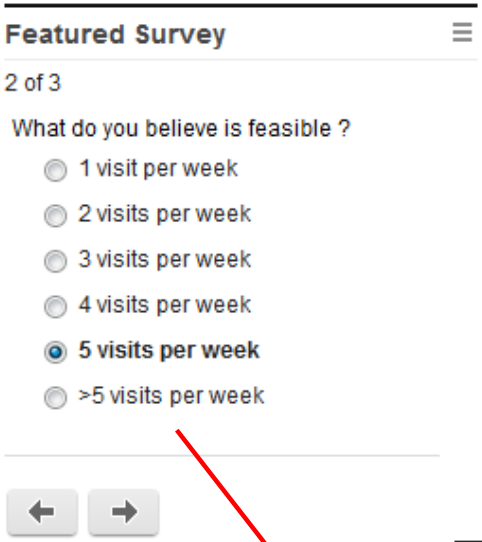
Log in to reply.

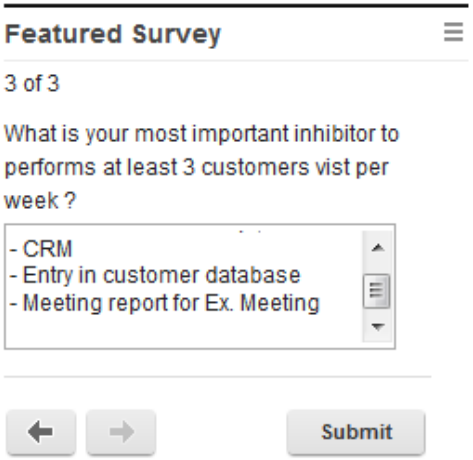
Knowledge Sharing with Communities

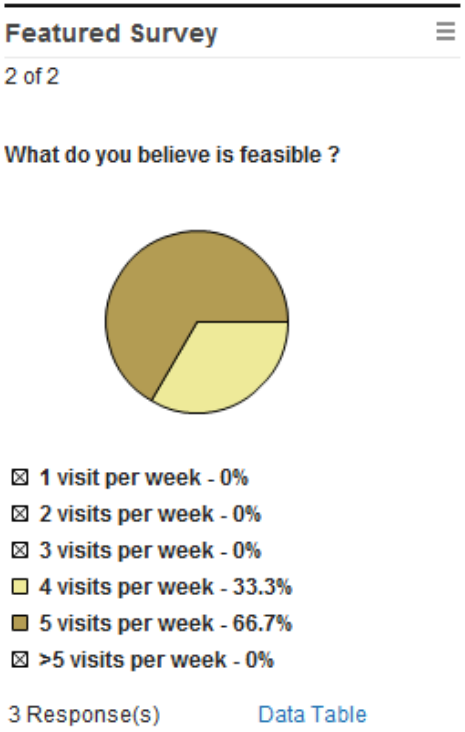


Knowledge Sharing with Communities









Knowledge Sharing with Communities

Customer visits

Overview
Recent Updates
Status Updates
Members
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Activities
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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

Like

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

2 **Stijn Van Herzele** commented today 9:22 AM Permalink

Like

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

Show: 10 | 25 | 50 items per page Jump to page 1 of 1 Previous | Next

Add a Comment

IBM

Knowledge Sharing with Communities

Customer visits

- Overview
- **Recent Updates**
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- 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 :

- 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

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

IBM

Knowledge Sharing with Communities

Customer visits

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

Community

- People
- Participation
- Content

View all Metrics

Community

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

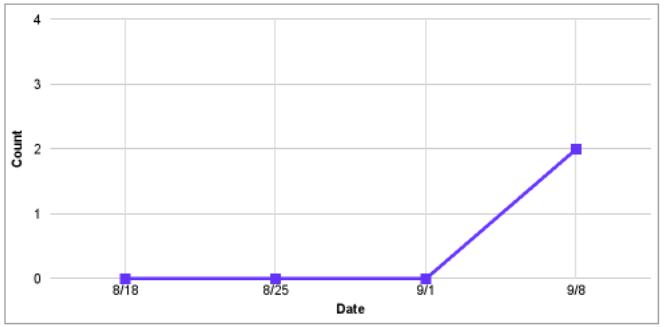
View: Last 4 weeks

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	--

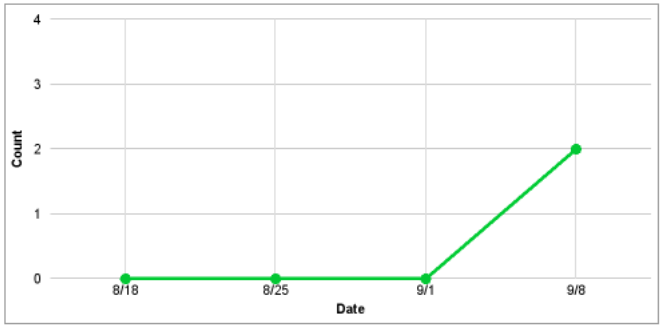
View More

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.



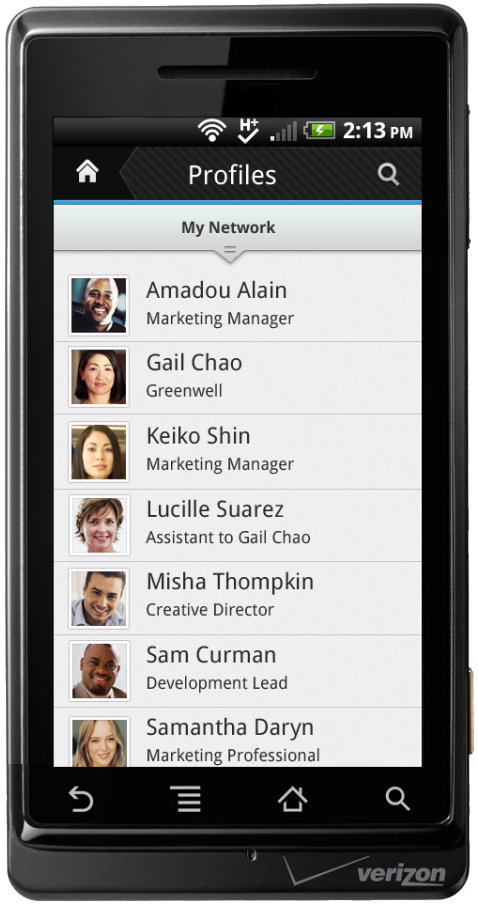
Metric	Total	Max
Number of visits	2	--
Number of unique contributors	--	0
Number of new updates	0	--
Number of unique people following the community	--	0

View More

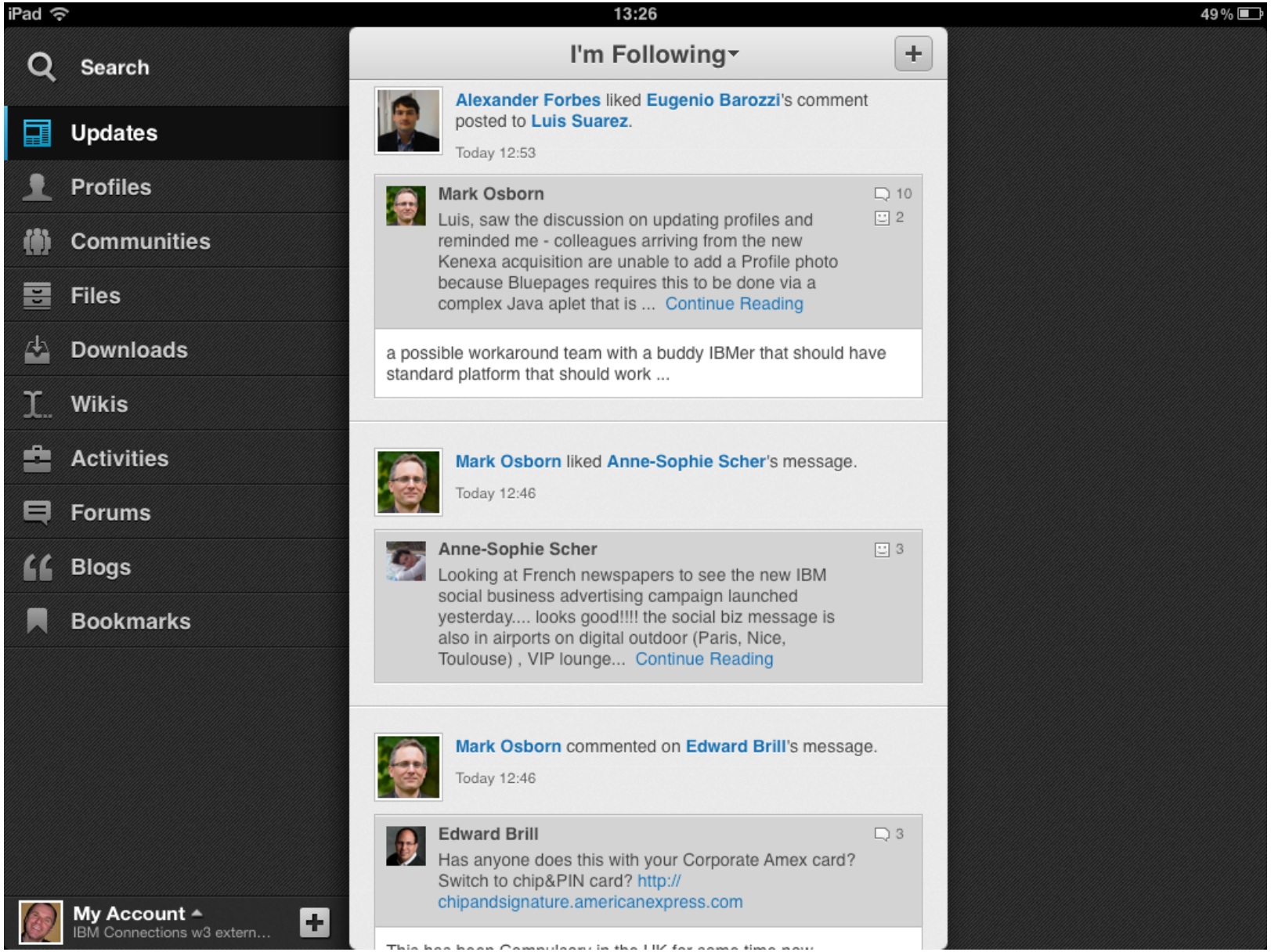
Knowledge Sharing on Mobile

Anytime, anyplace access to your network

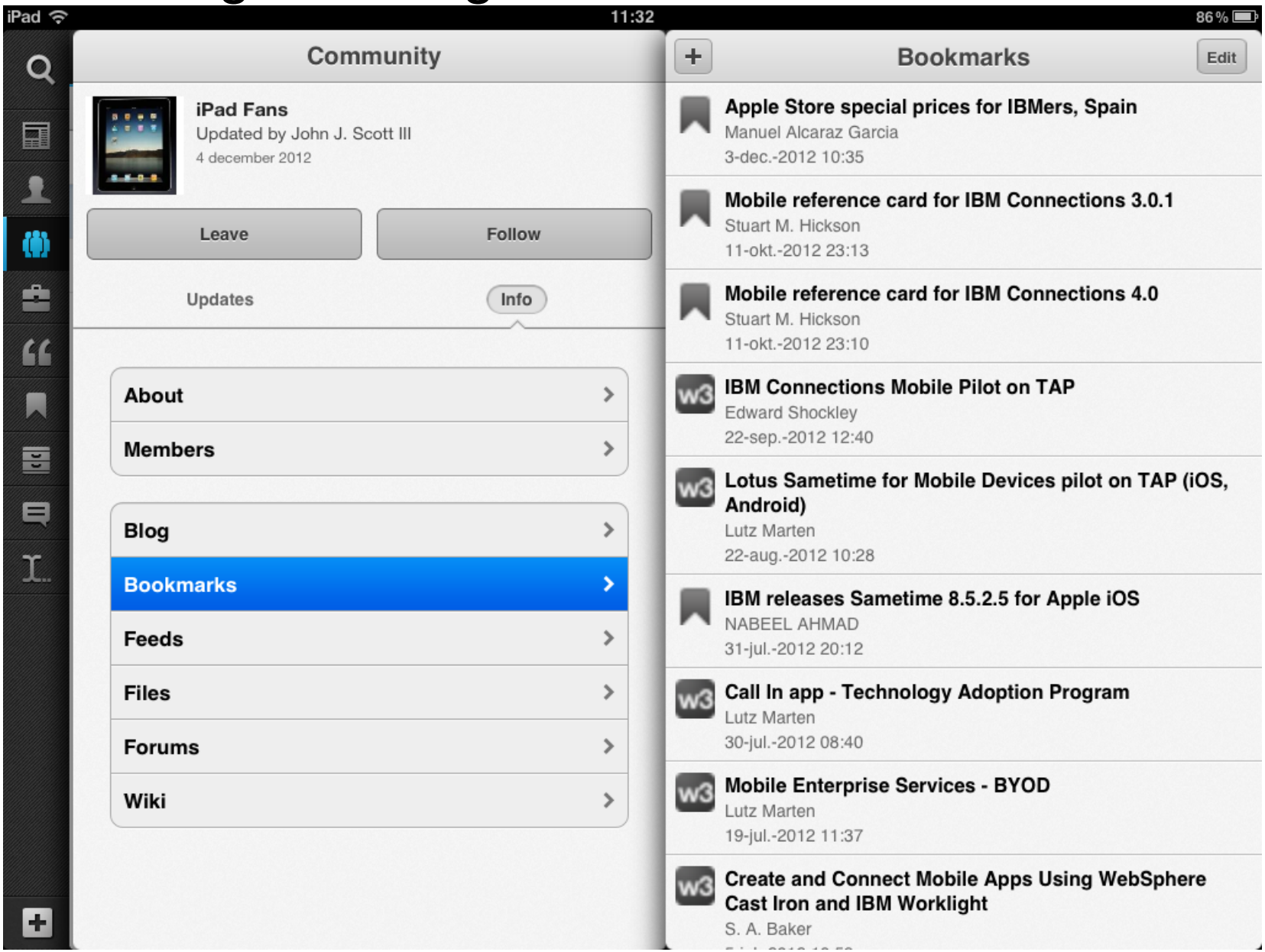
- Access all of your Connections data from mobile browsers and free native apps
- Download native app from major app stores: iTunes®, Google Play (formerly Android Market), Blackberry App Worlds™



Knowledge Sharing on Mobile



Knowledge Sharing on Mobile



Knowledge Sharing on Mobile

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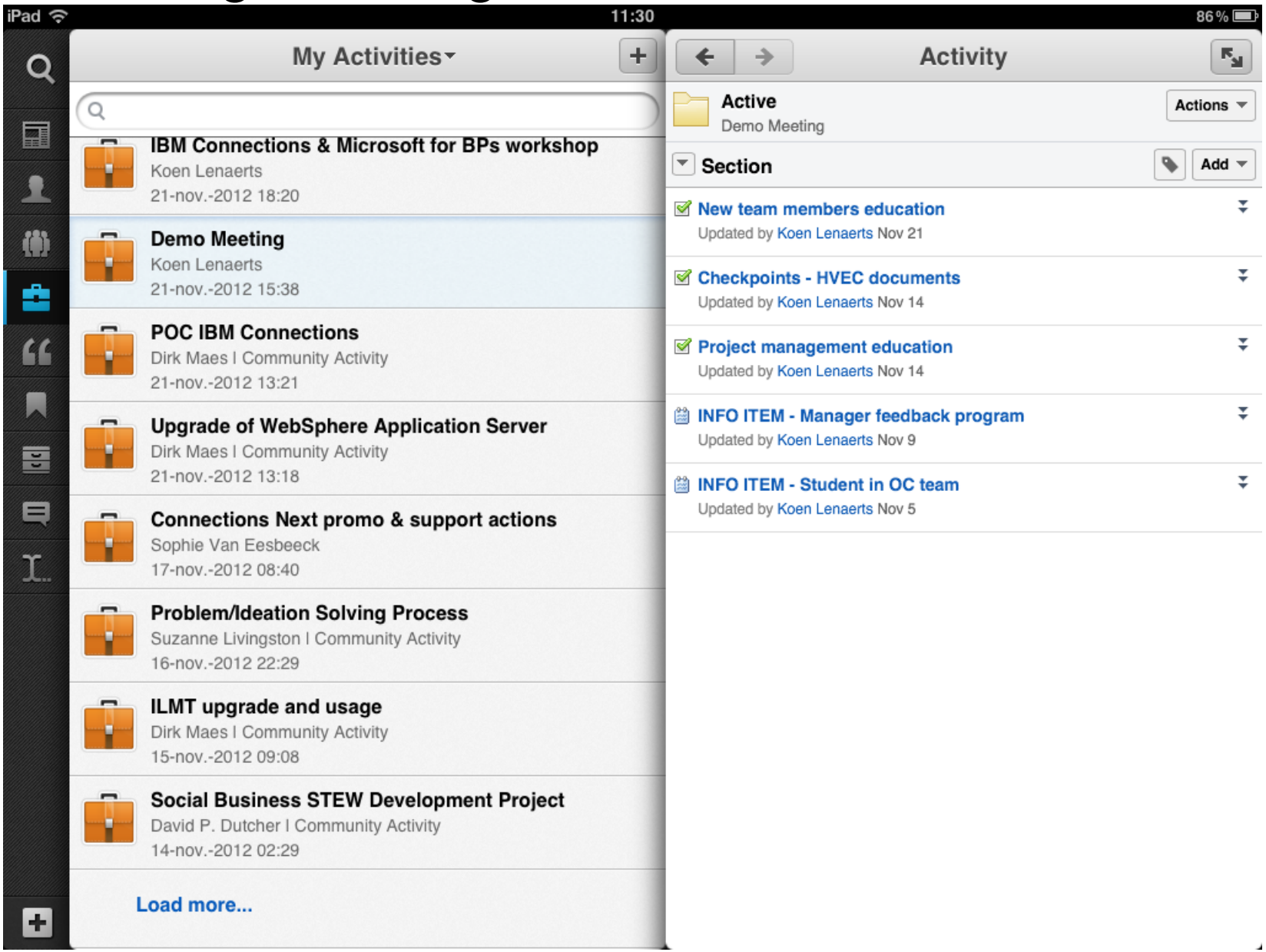

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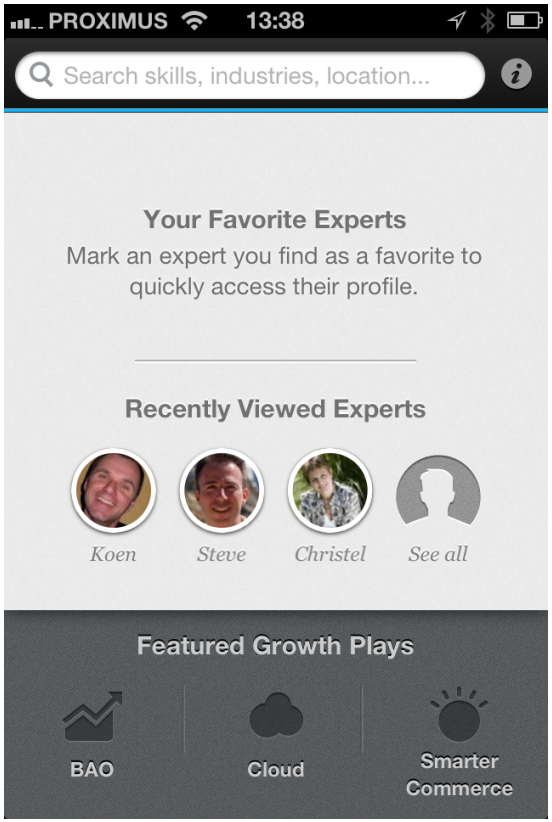

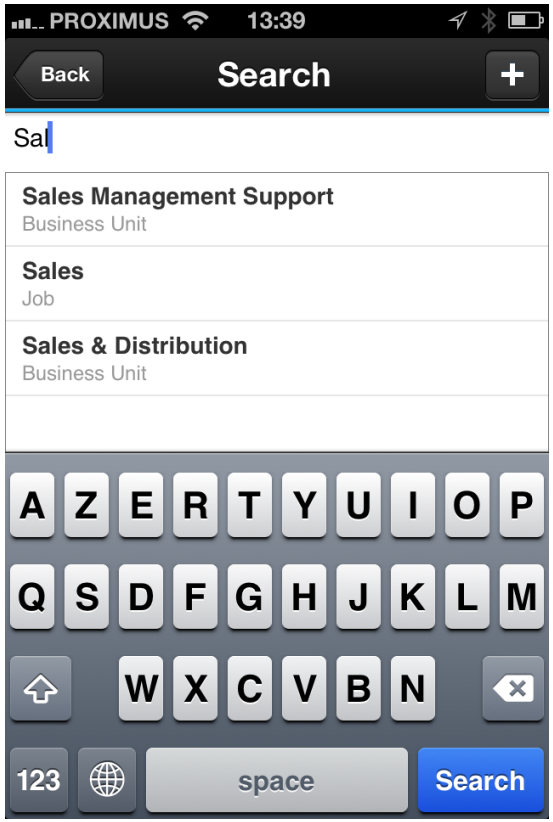

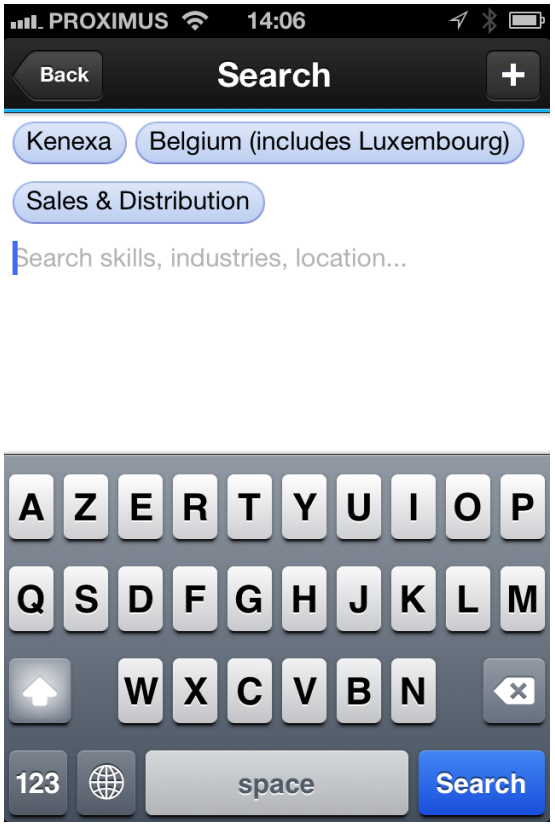

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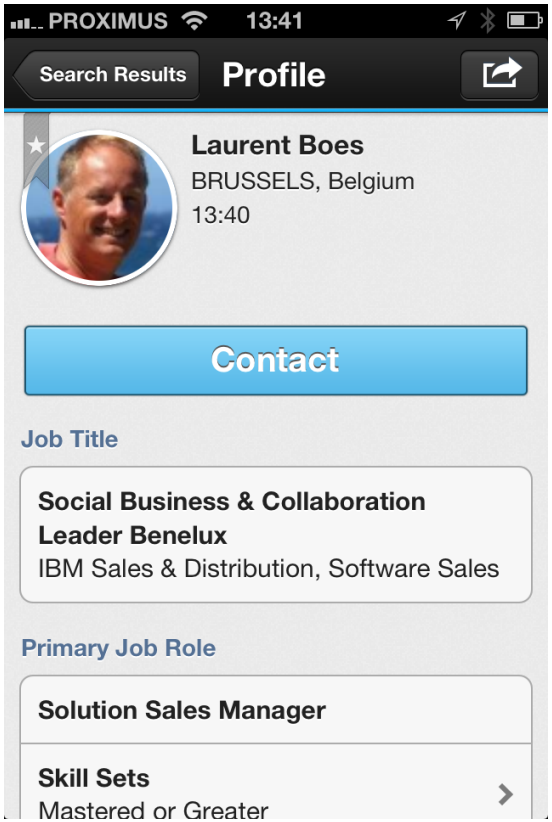
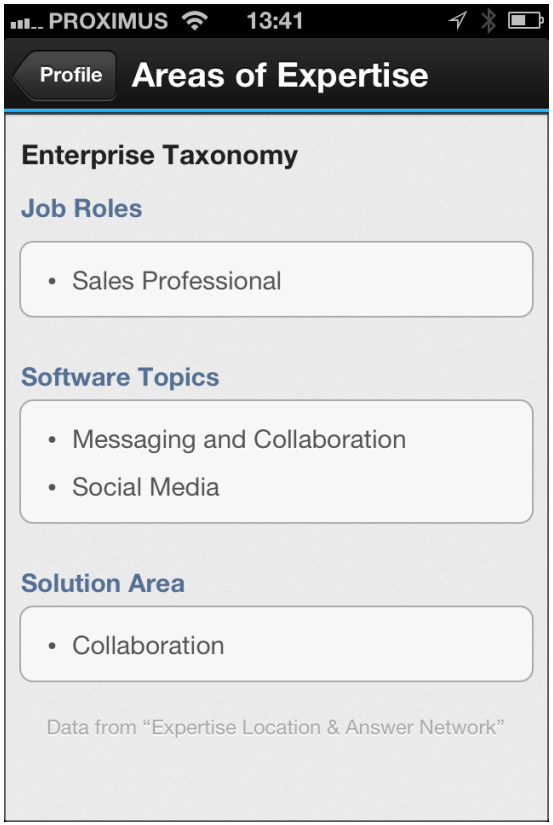
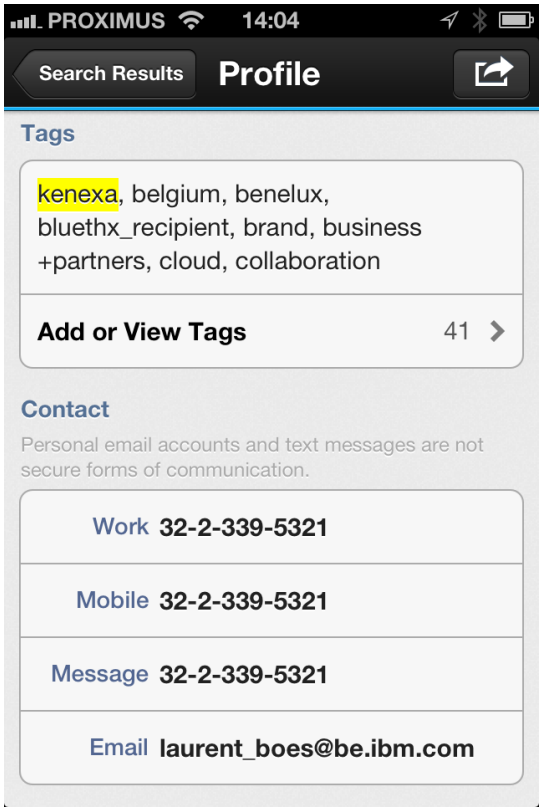
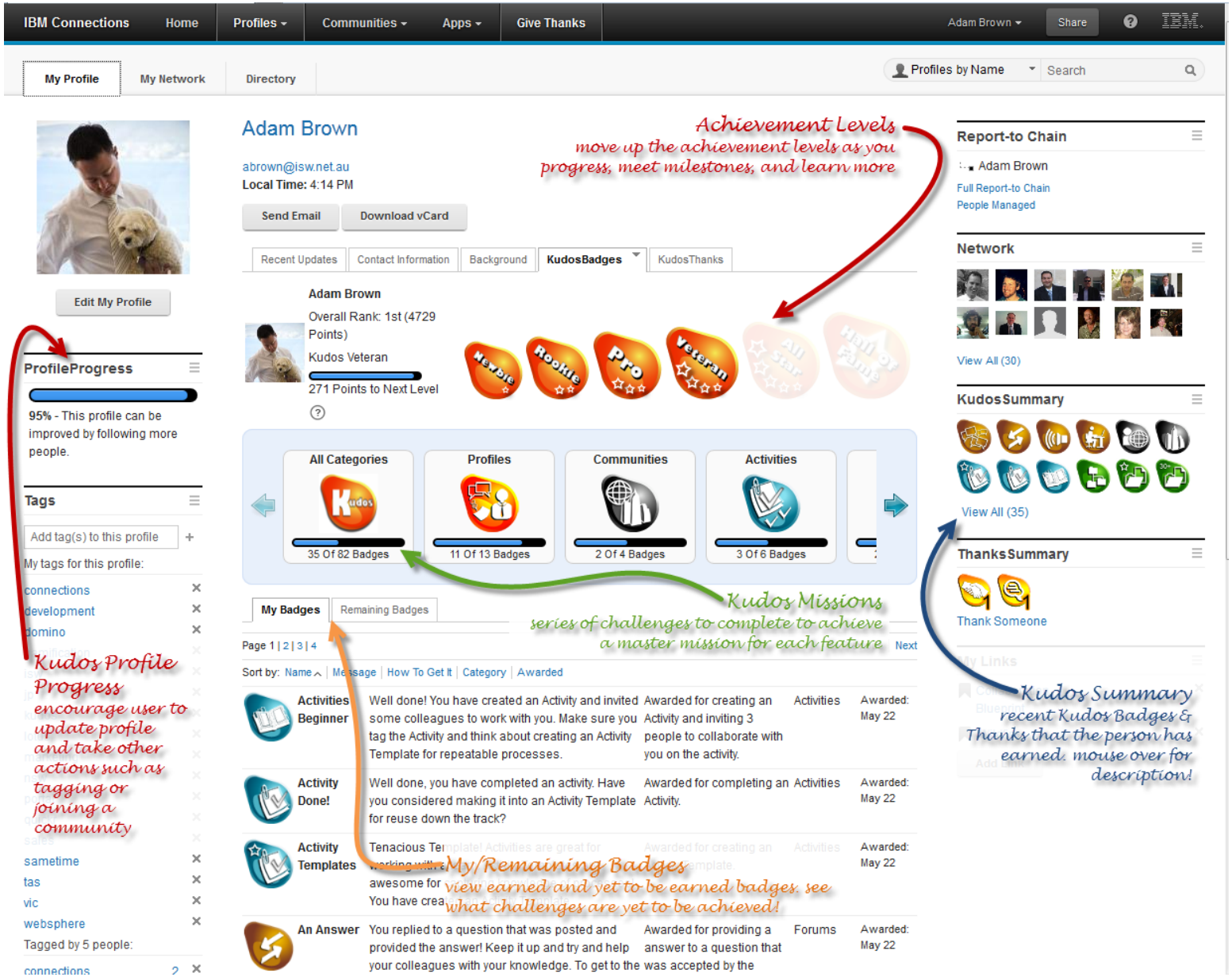
Knowledge Sharing on Mobile







Gamification



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