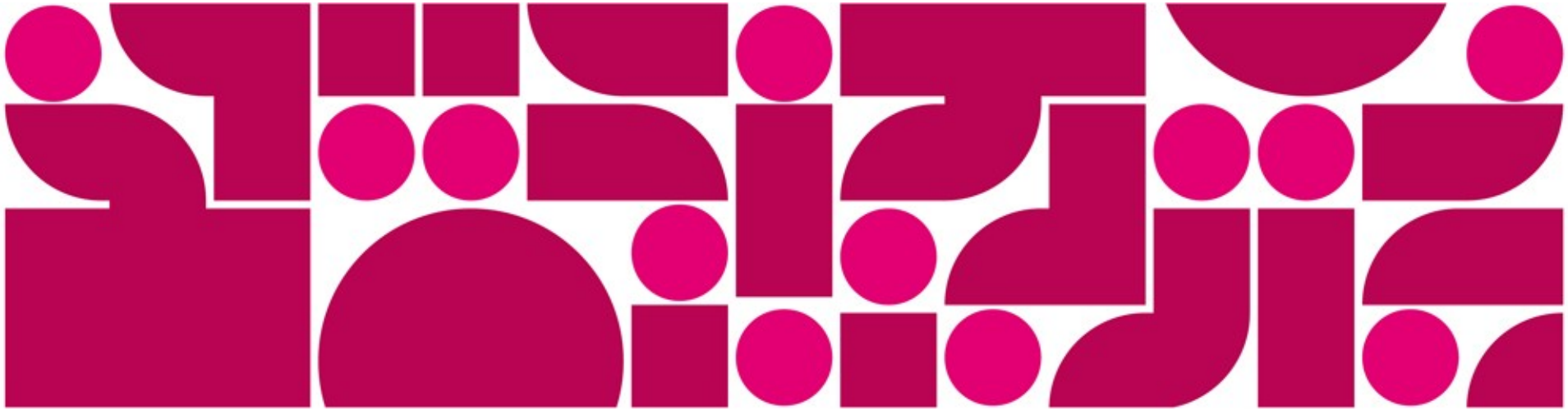
LotusLive Messaging and Collaboration in the Cloud with IBM Lotus Software

Cees van der Woude – Client Technical Professional

date



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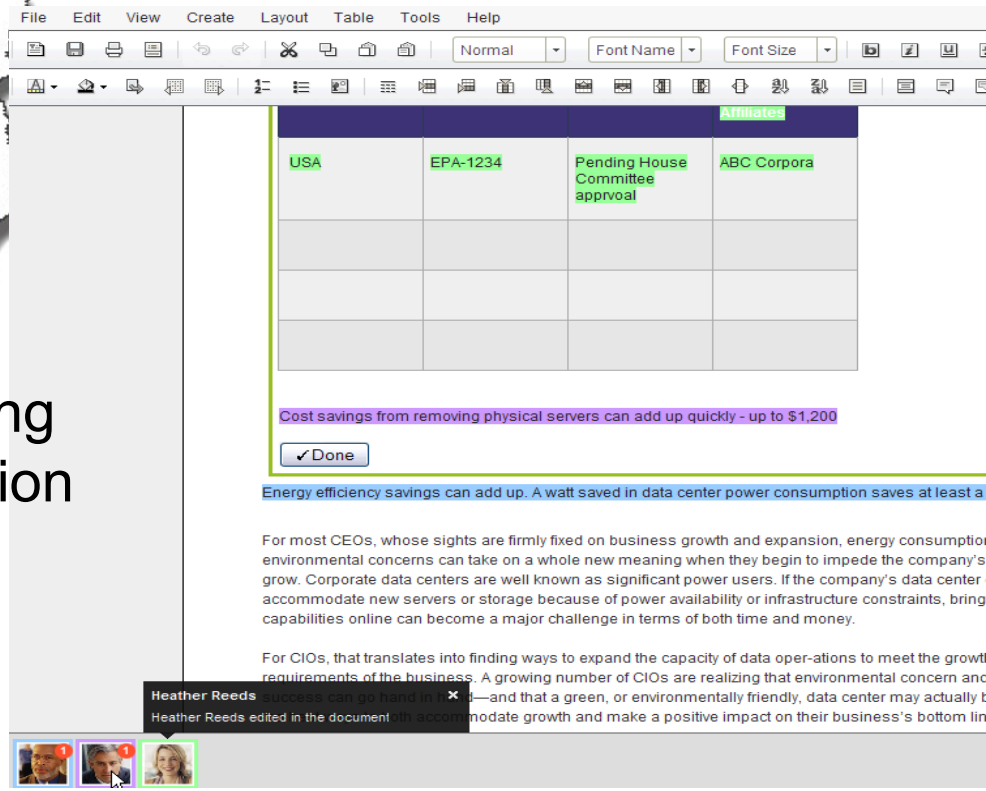

Soon available: LotusLive web editing
The next Wave of on-line collaboration
Here to stay!

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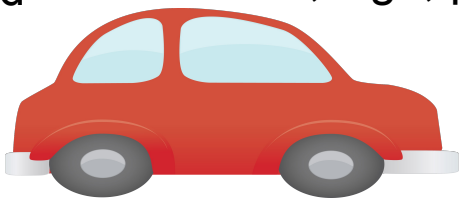
Consider the following scenario:

- You need to work on a services agreement
- You need to work on this with the customer and a partner
- Customer and partner need secure access to the latest versions of the documents
- You need to meet with them to discuss and agree on content
- There may be follow-up actions that need to be tracked
- The agreement needs to be signed by all parties

- Office tools
- Email attachments to different parties
- Version control, security?
- Drive 2 hours, meet 30 minutes, drive 2 hours
- Email? Phone?
- Print, sign, post, archive ?



On a smarter planet, there must be a smarter way

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Agenda

- Needs and challenges
- How IBM's LotusLive Cloud offerings help you address these needs and challenges
- A summary of IBM LotusLive
  - E-mail
  - Collaboration
- Key Differentiators – Why IBM ?

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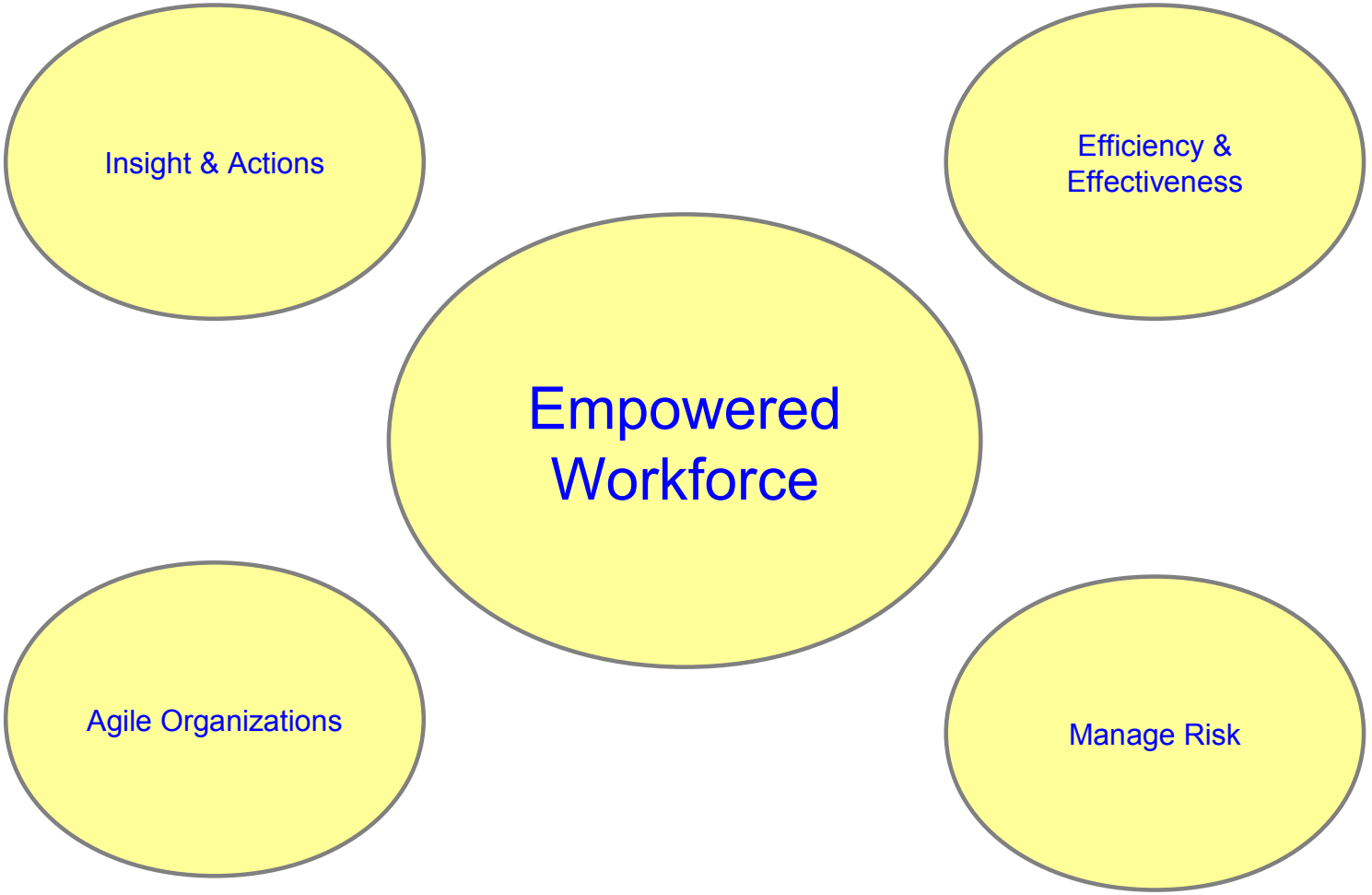
5 Enterprise Needs



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Need for IT to help address business challenges

Doing more with less

Reduce capital expenditures and operational expenses

Reducing risk

Ensure the right levels of security and resiliency across all business data and processes

Higher quality services

Improve quality of services and deliver new services that help the business grow and reduce costs

Breakthrough agility

Increase ability to quickly deliver new services to capitalize on opportunities while containing costs and managing risk

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Cloud computing is a new way of thinking

- Cloud is a user experience and a business model
- It is applications, data and IT resources provided as services over the network
- It is an infrastructure that lets you virtualize computing resources over an intranet or the Internet to:
  - Rapidly provision services
  - Deploy with ease of access
  - Operate efficiently with flexible pricing
- It is an acquisition and delivery model that lets you:
  - Standardize offerings
  - Improve business performance
  - Control costs

Ultimately, cloud computing is a means to reduce IT complexity and cost and accelerate business value

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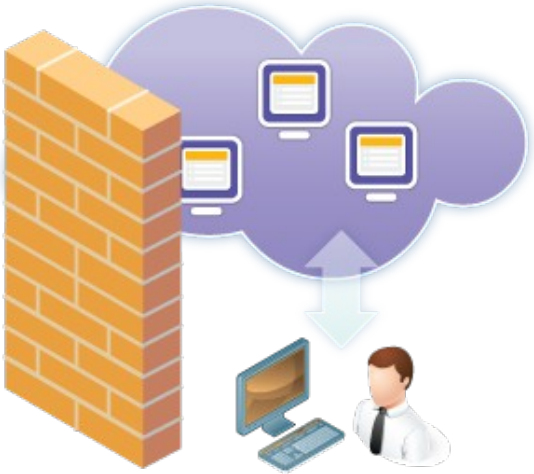
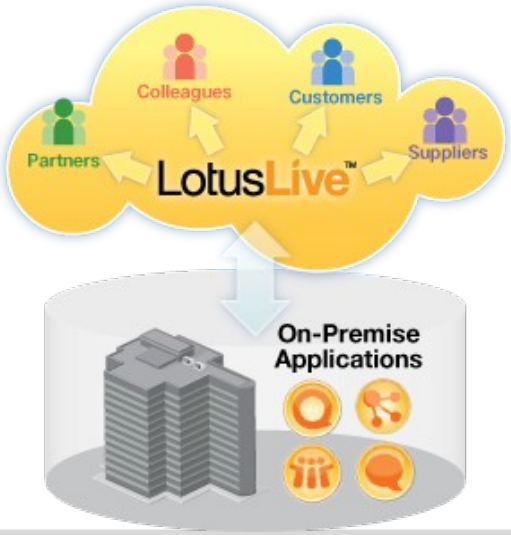
Multiple cloud and hybrid models are emerging





Private Cloud

IT activities/functions are provided "as a service," over an intranet, within the enterprise behind the firewall.

Key features include:

- Scalability
- Automatic/rapid provisioning
- Charge back ability
- Widespread virtualization

Public Cloud

IT activities/functions are provided "as a service," over the internet.

Key features include:

- Scalability
- Automatic/rapid provisioning
- Standardized offerings
- Consumption-based pricing.
- Multi-tenancy

Hybrid Implementation

Internal and external service delivery methods are integrated, with activities/functions allocated based on security requirements, criticality, architecture and other established policies.

Key features include:

- Integration between on-premise and cloud services
- Scalability
- Multi-tenancy
- Extension of existing investments to the cloud

Source: IBM Market Insights, *Cloud Computing Research*, July 2009.

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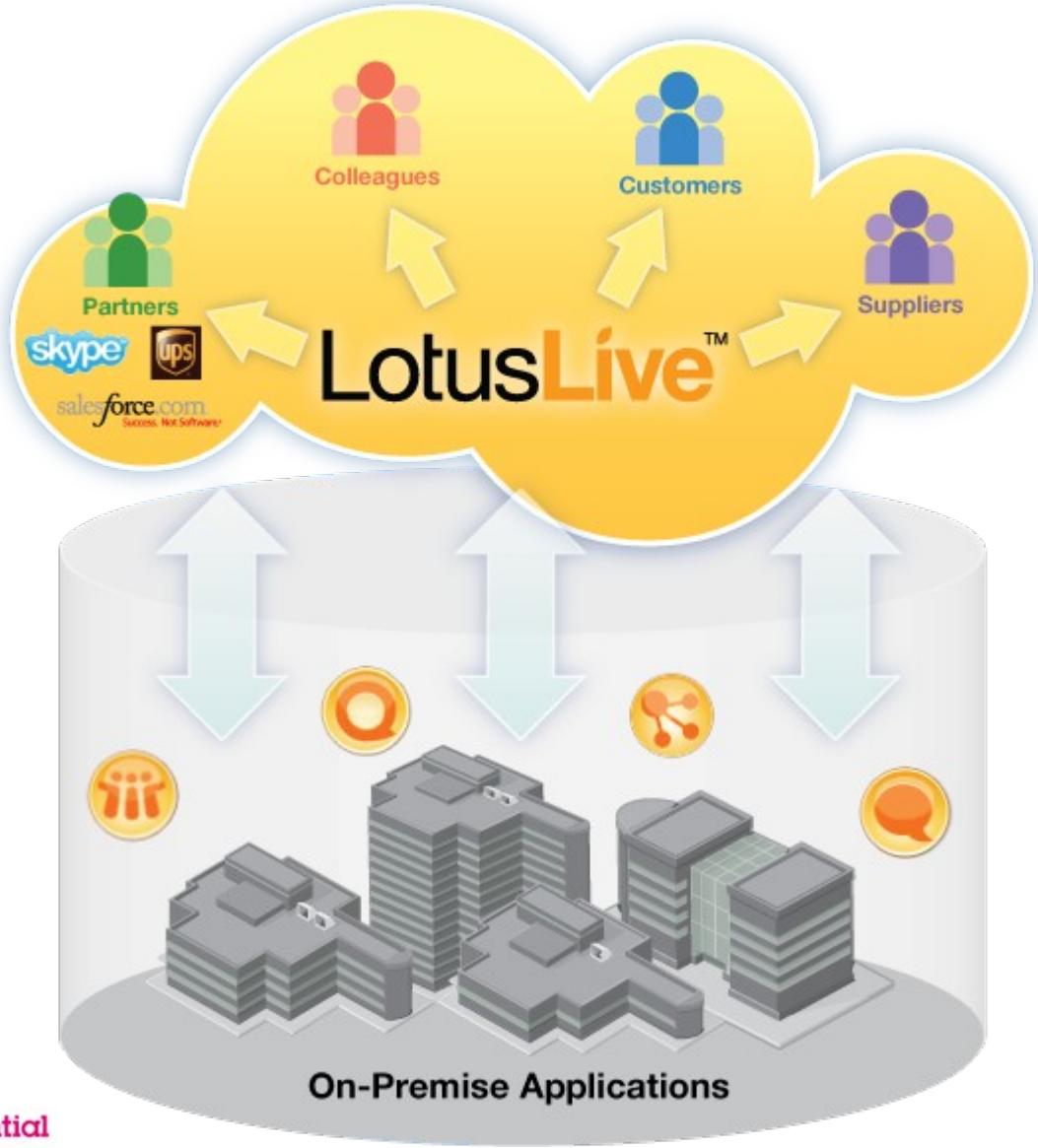
LotusLive

- Delivers instant access via the web to integrated collaboration, social networking and e-mail services
- Extends on-premise investments to the cloud
- Allows collaboration inside and outside the enterprise with ease
- Offers new capabilities quickly and easily directly and through relevant business partners
- One size does NOT fit all!



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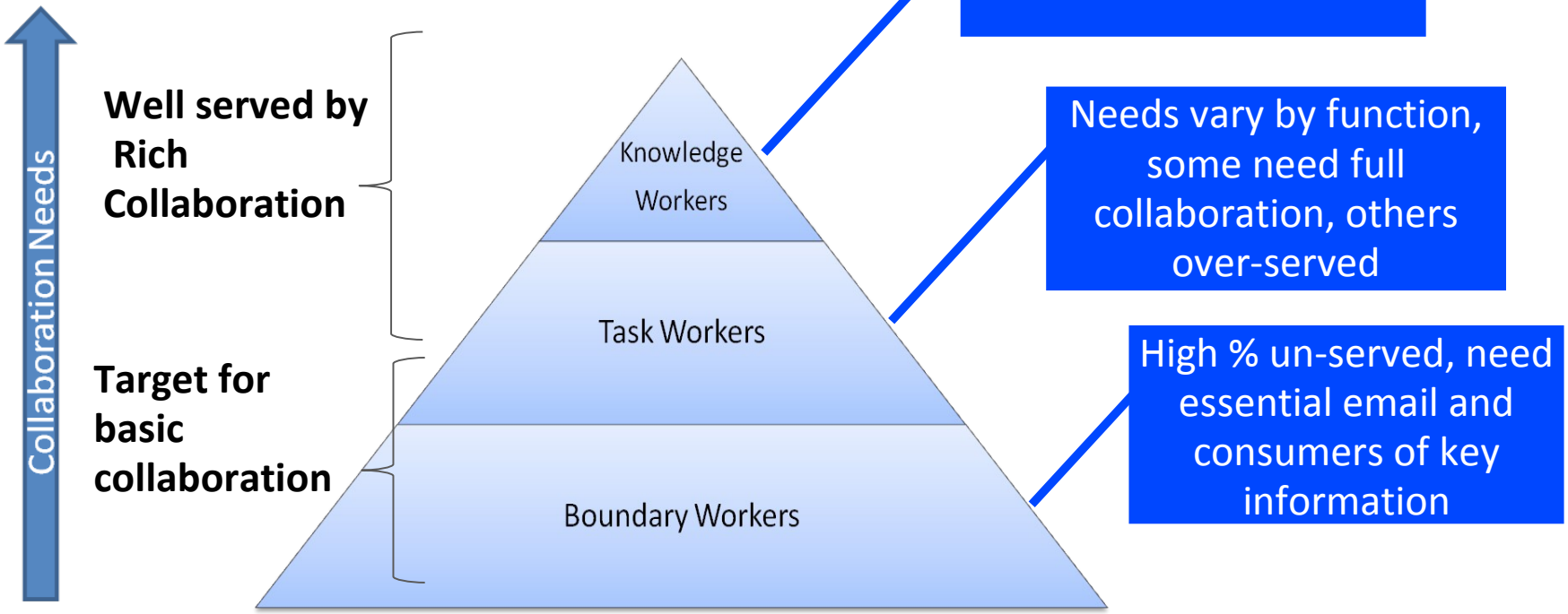
One Size does NOT Fit All !

IBM recognizes that all users are not alike. That's why we've built a portfolio of messaging and collaboration products with each user type in mind. Our approach reduces the Total Cost of Ownership (TCO) for our customers, and makes the most sense for end users.



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LotusLive Services

Web conferencing

IBM LotusLive Meetings
integrating Web, audio- and video-conferencing
- *Pricing starts at $5/mo/user*

IBM LotusLive Events
helping you create, host and manage online conferences
- *Pricing starts at $5/mo/user*

Collaboration

IBM LotusLive Engage
providing file sharing, Web conferencing, instant messaging, social networking and project management
- *Pricing starts at $8/mo/user*

IBM LotusLive Connections
integrating your business network with file sharing, instant messaging and social networking
- *Pricing starts at $6/mo/user*

Messaging

IBM LotusLive Notes
providing Lotus Notes software as a hosted service
- *Pricing starts at $5/mo/user*

IBM LotusLive iNotes
providing security-rich, Web-based messaging, calendaring and contact management
- *Pricing starts at $3/mo/user*

Bundles

IBM LotusLive iNotes and LotusLive Connections
integrating Web e-mail and collaboration features
- *Pricing starts at $7/mo/user*

IBM LotusLive Notes and LotusLive Engage for Enterprise Deployment
integrating full-feature online e-mail, collaboration, & Web meeting features
- *Pricing starts at $10/mo/user*

IBM LotusLive Notes Step-Up and LotusLive Engage for Enterprise Deployment
integrating full-feature online e-mail, collaboration, Web meeting features
- *Pricing starts at $9/mo/user*

Note: All prices are effective monthly rates based on the purchase of an annual commitment

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Key Feature Comparison LotusLive iNotes and Notes

	LotusLive Notes	LotusLive iNotes
Platform	Domino	Non-Domino based
Primary access method	Notes client or browser client	Webmail, POP, and IMAP
Webmail Experience	Full-featured, consistent with Notes rich client. Supports conversation views, filtering, etc.	Simple, but elegant, with “Web 2.0 features”
Calendar	Supports advanced workflows around delegation, scheduling, meeting recurrence, and free/busy time.	Invite others to meetings and respond to invitations. Free-busy lookup. Overlay of Team & Corporate Calendar.
Contacts	Presence-enabled, with personal and company directory built-in. Intelligent addressing.	Support for personal contact lists and ability to Integrate with LDAP directories via sync or lookup. Requires services.
Mobile Support	Support for BES, Traveler	Support via IMAP IDLE
IM / Presence	Built-in	Not included

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LotusLive: A Full Collaborative Solution

eMail Services

- Single point of access to e-mail, calendars, contacts
- Choice of rich client/web access (rich & light user experience)
- Full Productivity Suite
- 25GB mailbox
- Choice of full offline support for desktop & web client
- Antivirus and anti-spam services
- Integrated platform, process automation & management tools
- Choice of Mobile Devices
- Integrated Presence & Awareness

- 99.9% SLA
- Enterprise-class servers, network, storage & firewall
- Security-rich, reliable and highly available infrastructure
- Integrated platform, process automation & management tools
- Intuitive UI allows teams to be immediately productive

Collaboration Services

- Anytime, anywhere, anyone Web conferencing
- File sharing & collaboration
- Instant messaging & presence awareness
- Team based project management
- Profiles/Contacts – expertise location, shared contacts, business networking
- Forms / Surveys
- Charts for data visualization

Key Differentiators – At No Cost

- Connect social networks, share files, web conference, create project teams **inside and outside the company** with partners, customers, and vendors
- Invite unlimited number of guests
- 5 GB Integrated File/Site Storage
- Seamless integration between on-premise investments and cloud services
- Full productivity suite for reducing license costs

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Complete Collaboration Suite – $10 USD LotusLive™

Enterprise-class email with Web conferencing, social networking, IM and file store and share services that simplify and improve daily business interactions with colleagues, customers and partners.

Email

Calendaring

Instant Messaging

Social Networking

File Store & Share

Web Conferencing

Learn more: http://www.lotuslive.com/pricing/collaboration

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Panasonic Corporation

Ushers in cloud computing with LotusLive™ to connect global workforce

The business:

- Panasonic is a market and technology leader in consumer and industrial electronics.

The challenge:

- Panasonic's vision is to become the #1 Green Innovation Company in the Electronics Industry by 2018. Panasonic will leverage IT innovation to enable business units globally to operate as "One Panasonic." As part of its globalization efforts, the company embarked on an information technology (IT) initiative to improve competitive advantage and overall business results by helping its multiple business units work together more efficiently.

Solution:

- Adopt IBM's LotusLive™ cloud collaboration services to enable its workforce to communicate and collaborate more efficiently with its global network of customers, partners and suppliers.
  - Adopt LotusLive™ Engage for Web conferencing, online meetings, file sharing, instant messaging and project management.
  - Use LotusLive™ Connections for business social networking between employees, partners and suppliers to find and share the right insight.
  - Migrate employees from Microsoft Exchange or other collaboration software to LotusLive™ Notes and LotusLive™ iNotes for email, calendaring and contacts.

Benefits:

- Low cost and rapid deployment will provide cost savings.
- Superior extranet capabilities will allow Panasonic to provide a set of cloud collaboration tools for immediate access across all regions -- connecting global project teams and best practices for product research, development and sales and giving Panasonic an edge over competitors.

Panasonic
ideas for life

"LotusLive is an integral vehicle for our employees to truly function as a globally integrated enterprise. It will allow us to work securely with our extended enterprise of Panasonic partners and customers as if they are all in the same location, bringing the promise of quicker, more efficient teamwork and commerce worldwide."

Mitsuhiro Aoyama, Vice President
Corporate Information Systems
Company, Panasonic Corporation

www.lotuslive.com

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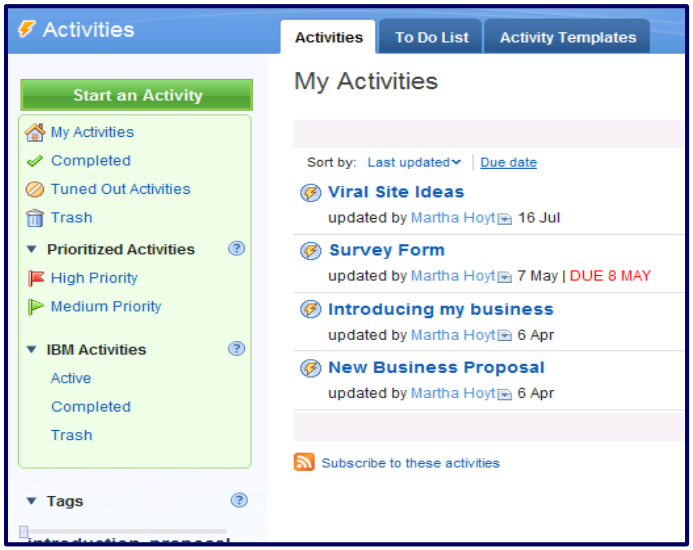
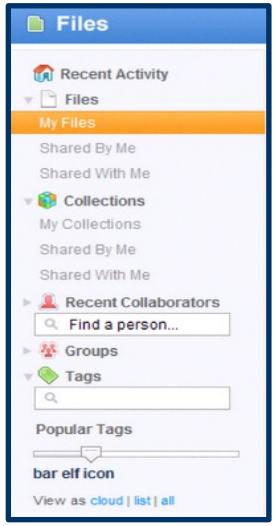
Key Differentiator – Seamless B2B Collaboration

"Share across company boundaries""

Organize your work, plan next steps, and invite Guest members to collaborate helping execute deliverables, quickly in **real time**.

- Collect your tasks, files and to-dos for any project in a central location
- Get out of your email – start using activities/file sharing
  - Start from a single idea or fragment of an idea in an e-mail.
  - Prioritize and set goals
  - Reuse past successes with activity templates
  - Manage single instance of a file in multiple projects
- Tightly integrated set of services
  - Consistent interface
  - Single point of access via Dashboard
- No need to create sites
  - Simply share files, collections with partners, subsidiaries or individuals
  - Receive notifications of updates
  - Click-to-Cloud
  - Meet-online





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Key Differentiator - Human Centered Security

- Security that is confusing or not understandable by the average user offers little benefit
- End users make the day to day decisions on what to share and what to protect, based on their best understanding of their responsibilities to their company
- Useful and usable security within the context of working with colleagues, partners, and customers
  - File view provides all sharing and upload information
- Transparent feedback and safe defaults ensure security awareness without intrusiveness
  - Newly uploaded files are private by default
- Control and override of security state ensures business completes in a timely manner

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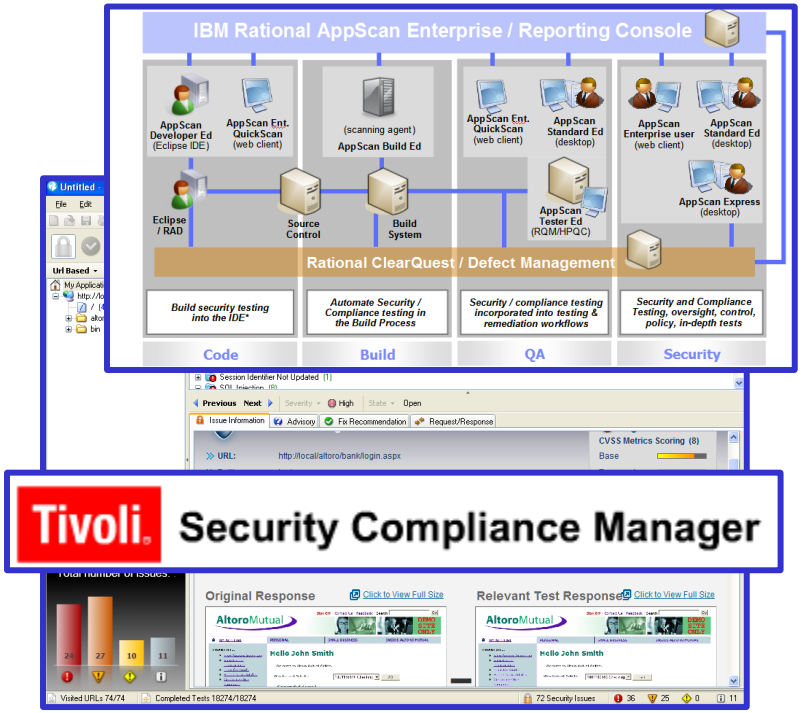
Key Differentiator - Security and Compliance

IBM has deployed Industry Standard Security and Compliance Management practices

- Real Time Antivirus support services with on demand scanning capabilities for the LotusLive environment.

- LotusLive Security Assurance Activities
  - *IBM performs quarterly security configuration reviews of all systems and Infrastructure*
  - *Performs periodic vulnerability scanning of the network and servers*
  - *Period*ic independent application and infrastructure reviews.
- IBM SaaS Dedicated Security Organization
  - *Provides clear security management activities surrounding both the network, infrastructure, applications and supporting services.*
  - *Responsible for the delivery of security capabilities as well as the specification and design of security architecture and compliance management technologies and processes*



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LotusLive extends value through business partners

Open systems environment for seamless integration of partner business services into LotusLive – both its services and business network

- Creates ecosystem of business services and business networks
- Brings people and the business services they use together without traditional barriers
- Delivers improvements in efficiency and productivity
- Simplifies work flows and team collaboration

Easily launch into conversations with your contacts right from LotusLive

Automate collaborating and recording interactions with your customers

Make the process of creating, revising and signing documents simple and easy

Seamlessly weaving logistics and shipping into the way you work

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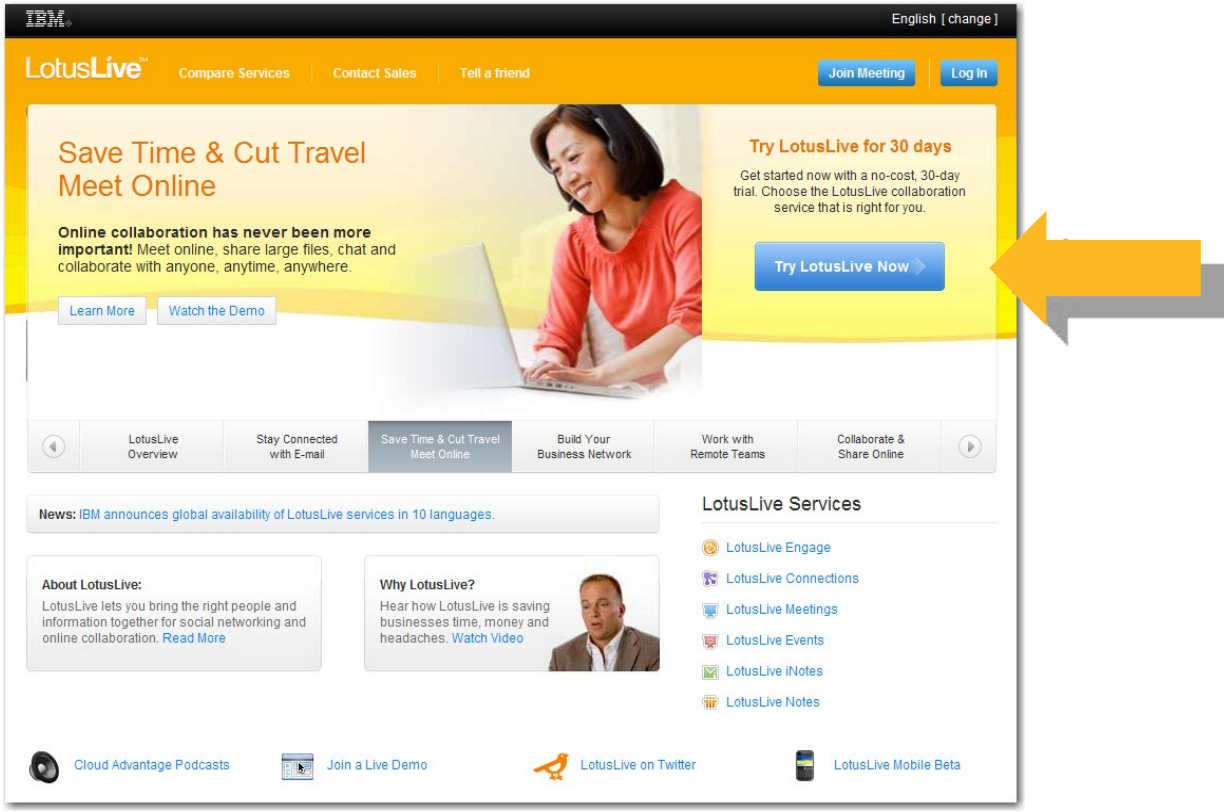
Let´s get connected in LotusLive: woudec@nl.ibm.com

- For a demo or no-cost trial, go to www.lotuslive.com



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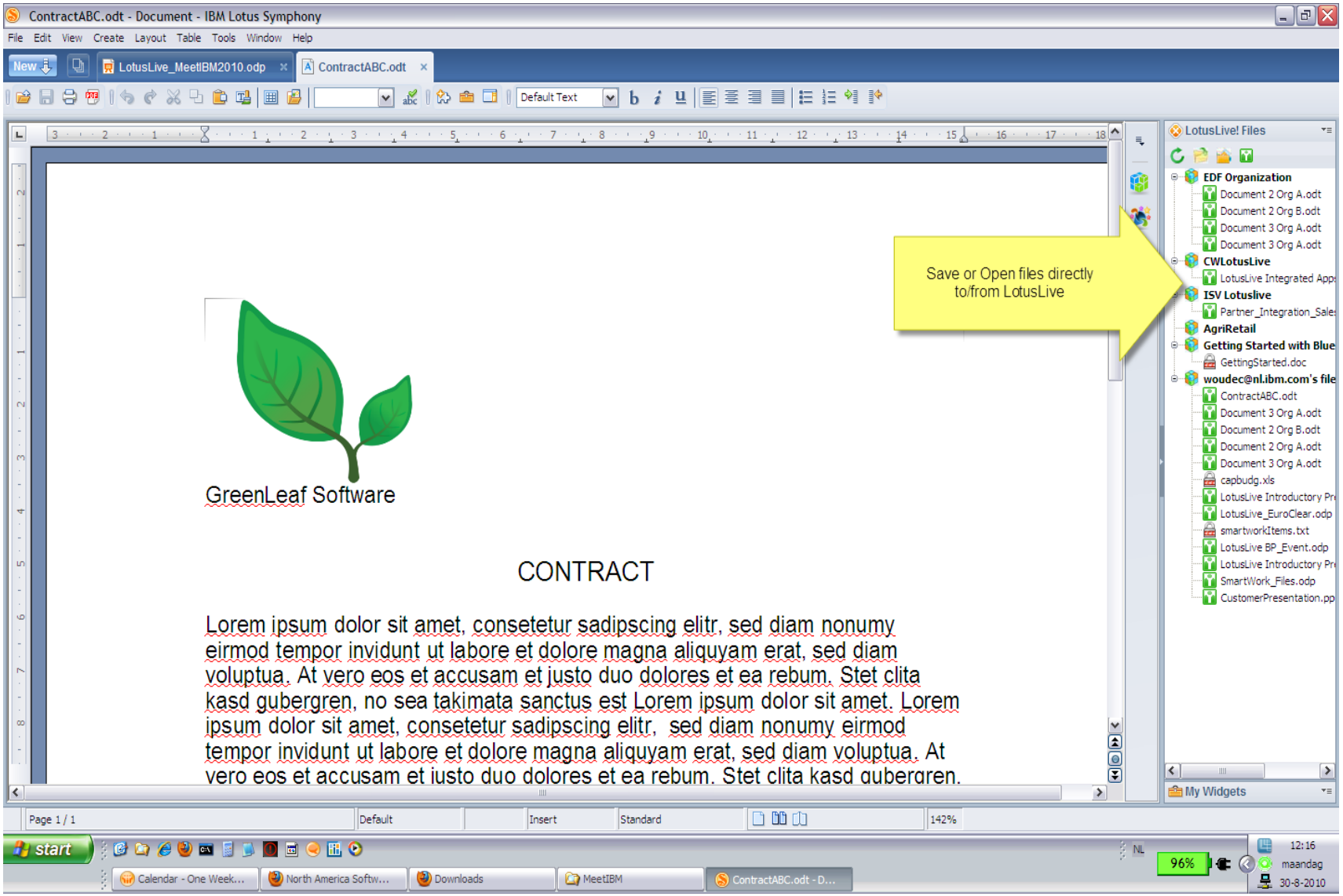
Create contract and upload to LotusLive



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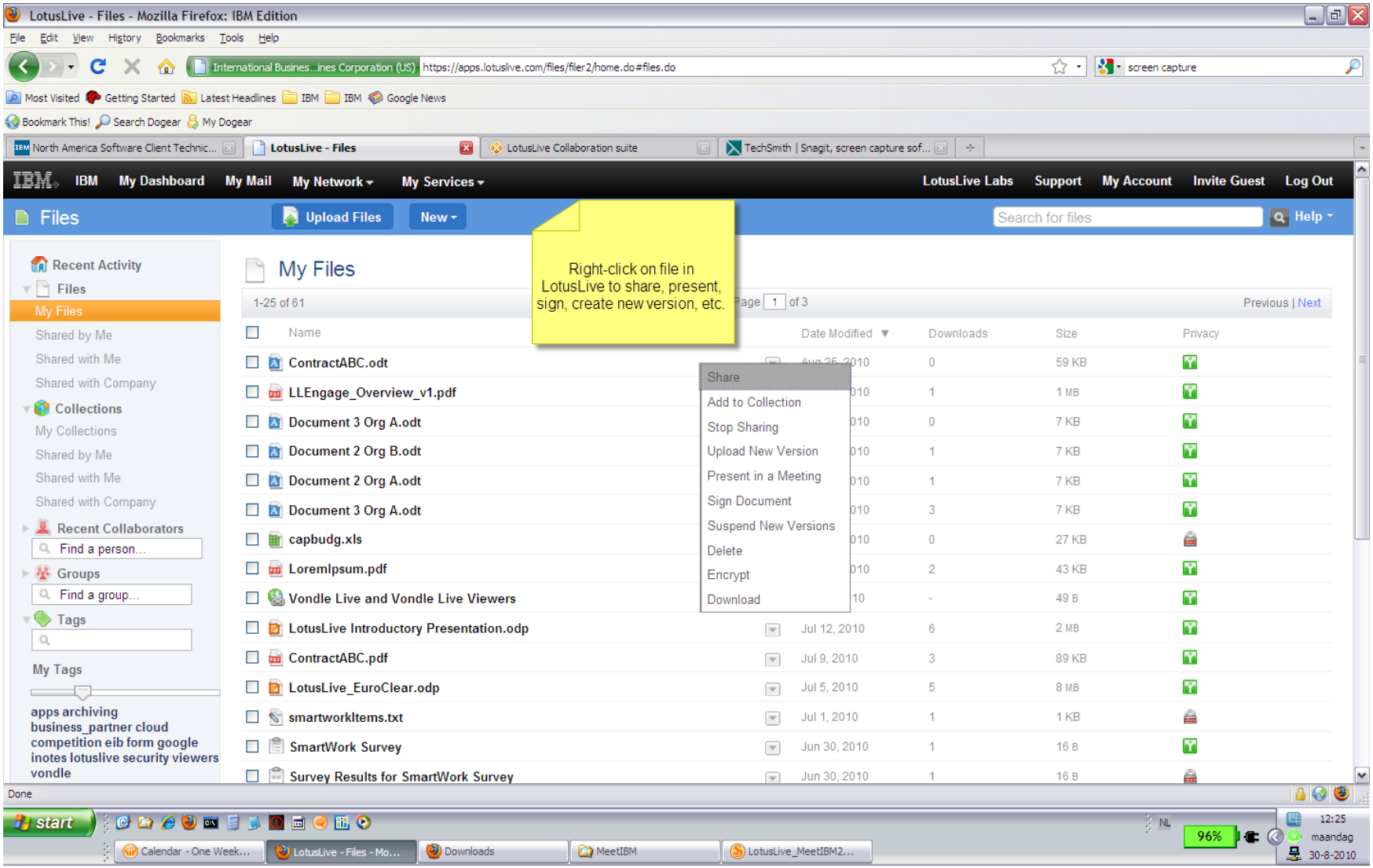
Securely share contract with others



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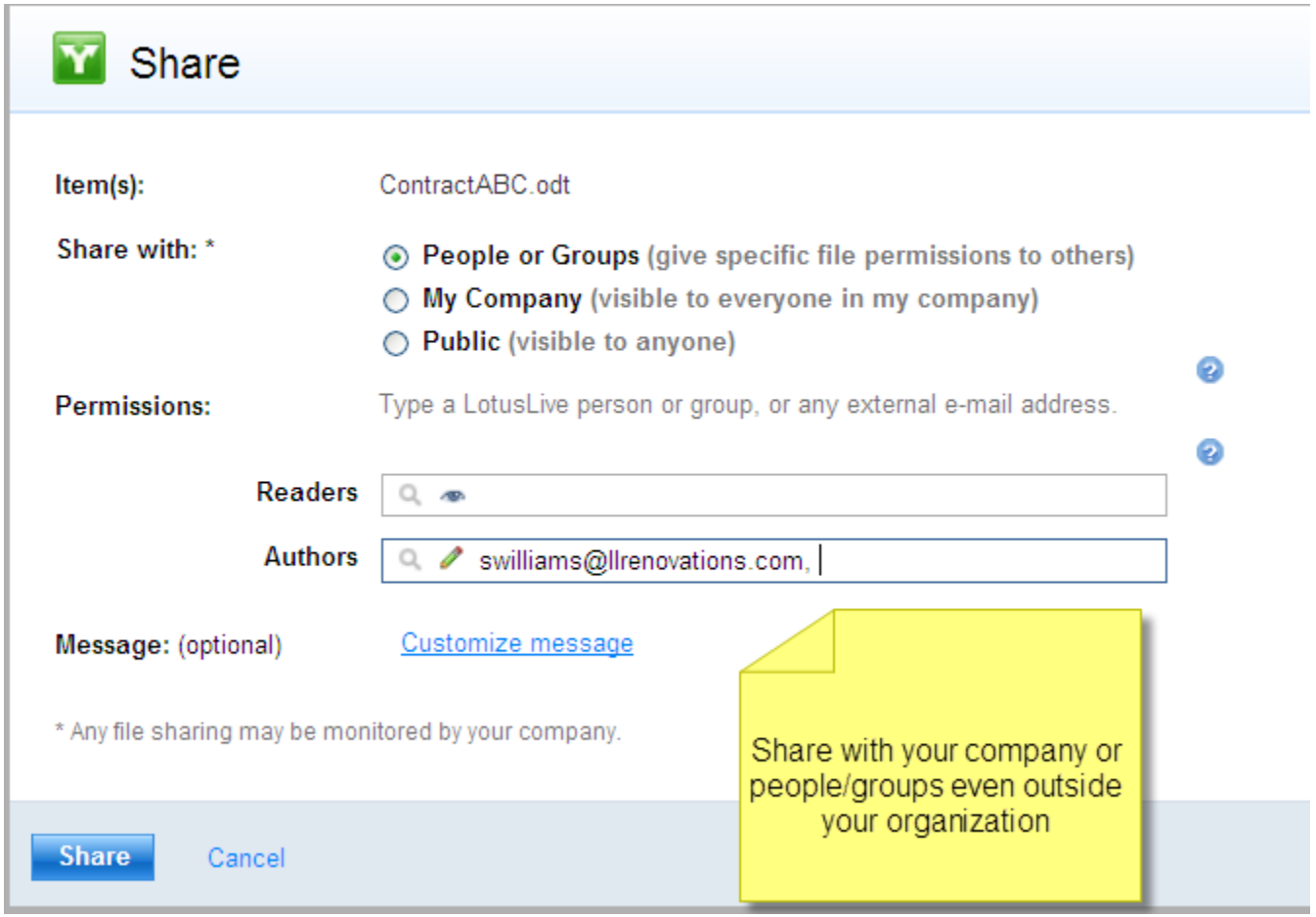
Share



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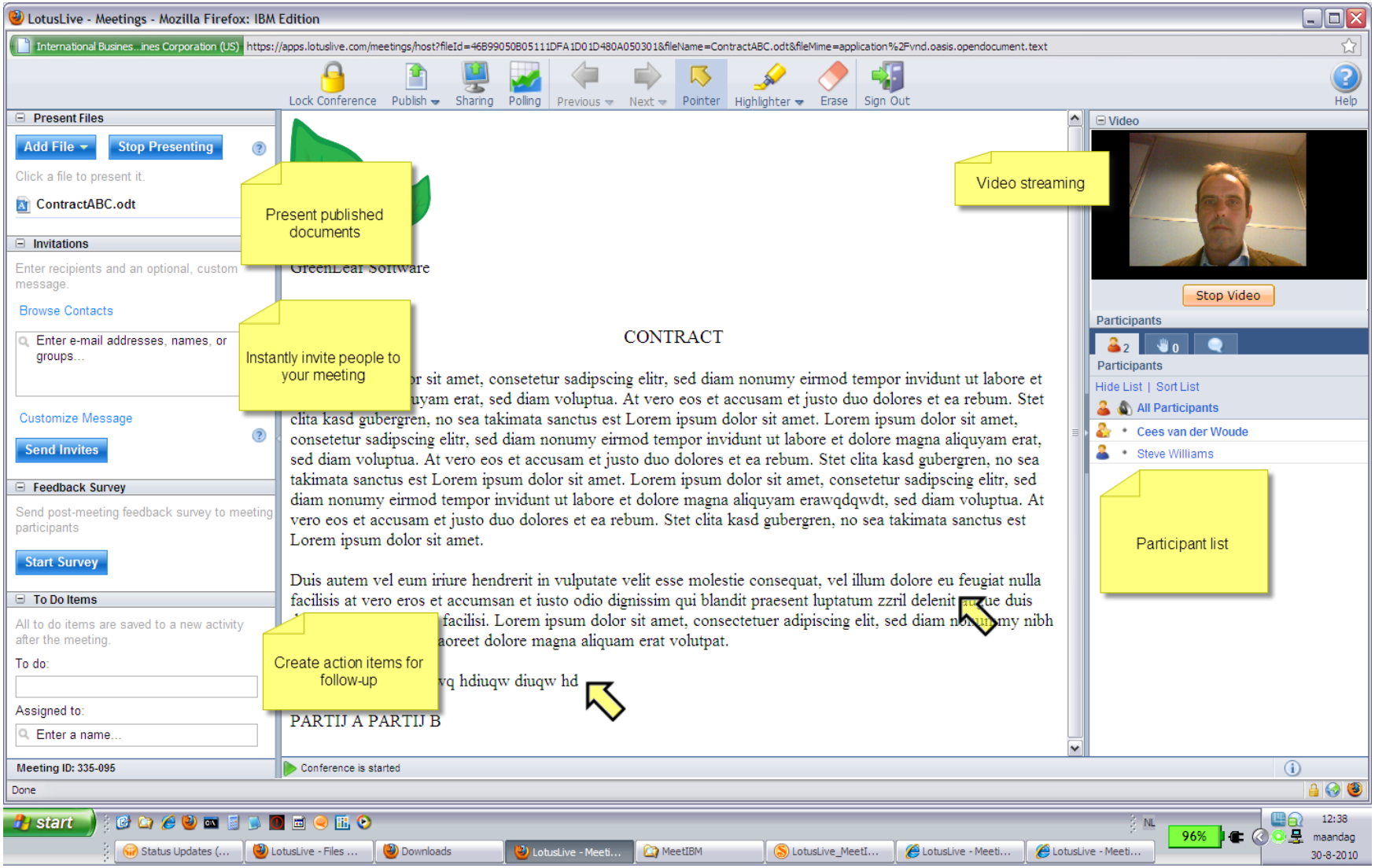
Present or share in instant e-meeting room



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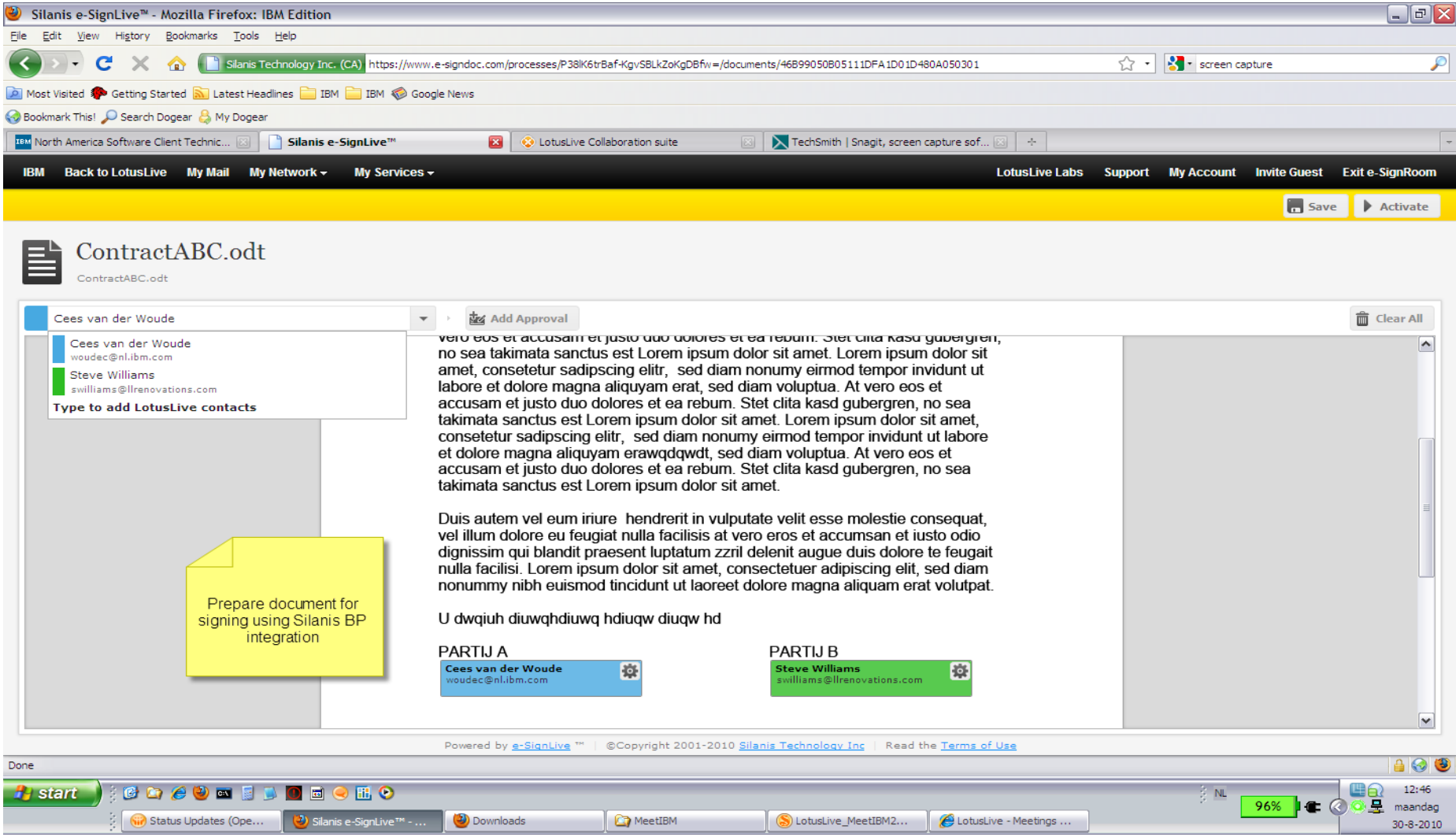
Prepare document for signing – Silanis



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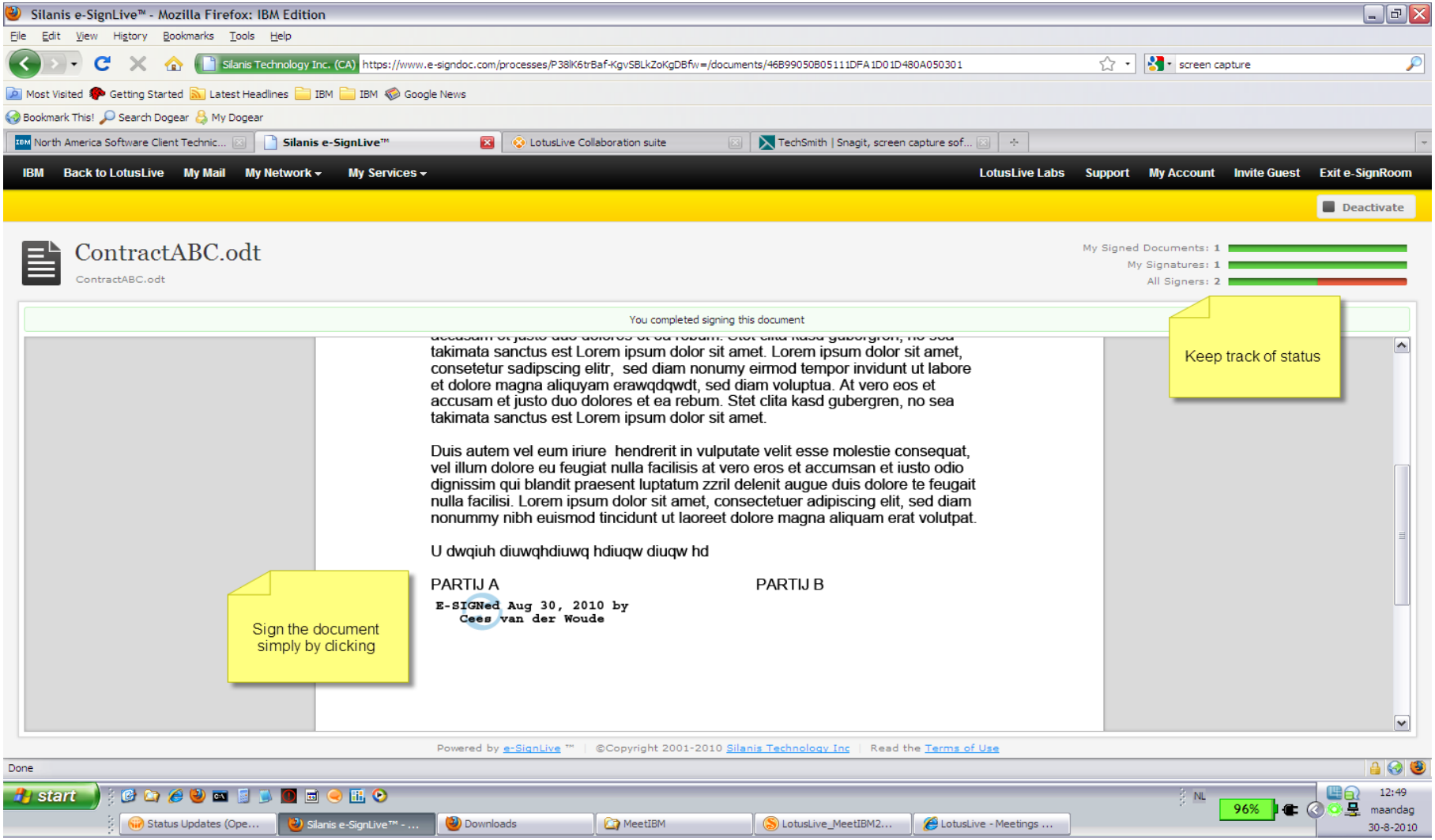
Parties can now securely sign – Silanis



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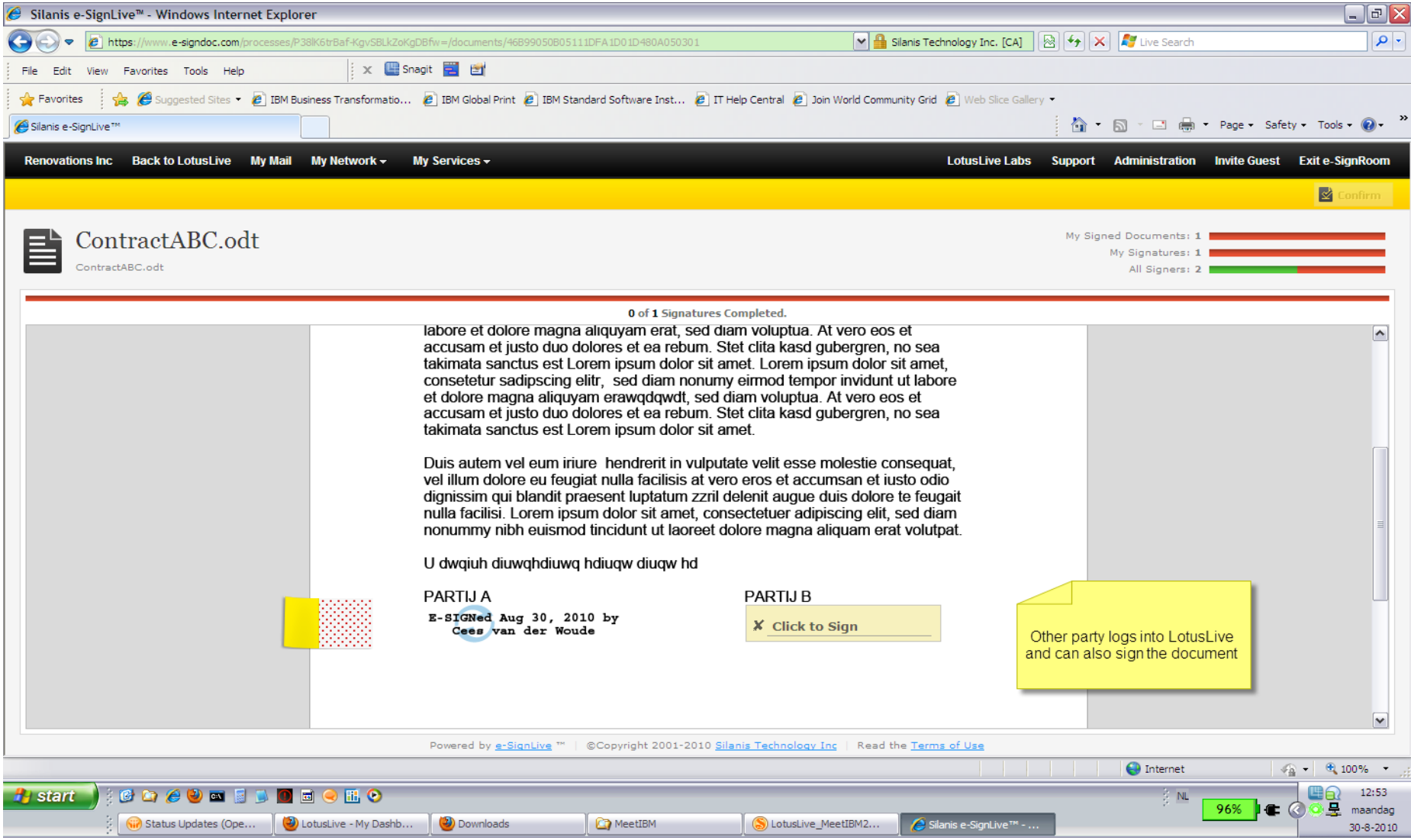

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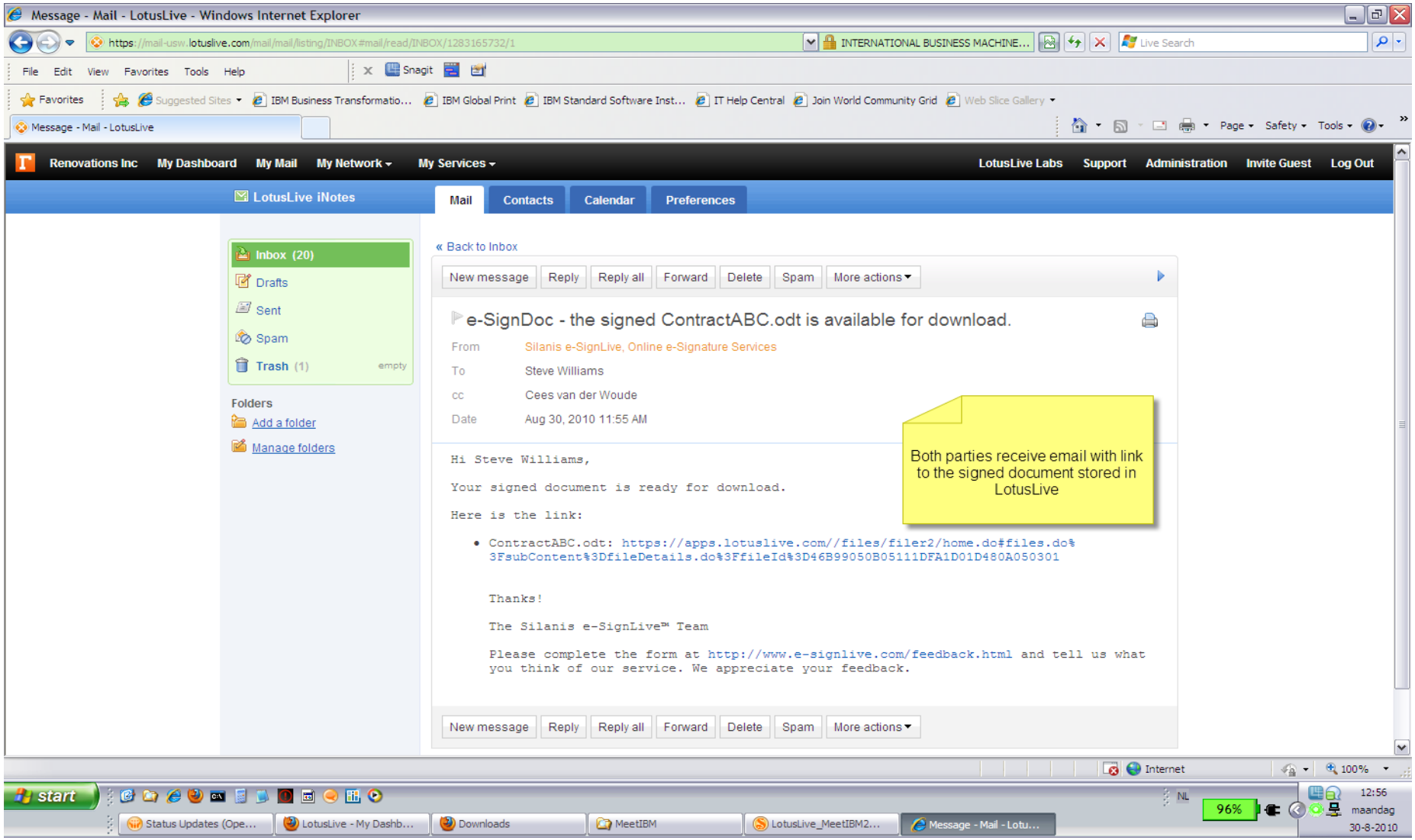
Receive email with link to contract



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