



IBM Collaboration Solutions

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IBM Notes/Domino 9

IBM Notes
Social Edition

Interfaces à capacités Sociales

Equivalences entre le client Riche & le client Web

Notes Browser plugin: Pour utiliser via un navigateur les applications Notes natives

Traveler 9 support des nx clients mobiles (BB 10, IOS 7,)

The screenshot displays the IBM Notes Social Edition interface. The top menu bar includes 'IBM Notes', 'File', 'Edit', 'View', 'Create', 'Actions', 'Tools', 'Window', and 'Help'. The status bar shows the time as 00:02:32, 100% zoom, and the date as Sat Feb 16 2:32 PM. The user is identified as Chris Crumme. The interface is divided into several sections:

- Left Panel:** A sidebar with a navigation menu including 'Chris Crumme on Local', 'Inbox', 'Drafts', 'Sent', 'Follow Up', 'All Documents', 'Junk', 'Trash', 'Chat History', 'Views', 'Folders', 'Archive', 'Tools', and 'Other Mail'.
- Mail List:** A list of emails with columns for sender, date, and subject. The selected email is from R. Adrichem Boogaert, dated 11/7/2012, with the subject '[Files] R. Adrichem Boogaert has shared 'MobileCollab.m4v' with you'.
- Message View:** The main content area shows the email body, including the sender's name, date, and subject. It features a globe icon and a 'MobileCollab.m4v' file attachment with a 'Download' button (41.1 MB) and tags: 'competitive, jive, mobile and 3 more'. Below the attachment are 'Share' and 'Follow File' buttons. The message text includes: 'R. Adrichem Boogaert wrote: Here is the file you requested. \n\nReynout'.
- Right Panel:** A 'Sametime Contacts' list showing a search bar and two contact groups: '1.) Global Team (2/12)' and '1.) Global Team Extended (0/12)'. The 'Global Team' group includes contacts like Anthony Fiorot/Westford/IBM, Brian J. Pearson, Christopher C. Crumme, EDMUND B. STANTON, Gary McBride, Janet Iams, Joseph Preston, Karl LaWall, Kimberly S. Artlip, Maryann Johnson, Paul E. Dierze, Randy Frink, and Amy Johane.
- Bottom Panel:** A 'Blogs' section showing a post by Chris Crumme, World Wide Director of Sales - Social Business & Exceptional Web Experience, IBM, dated Oct 12, 2012. The post title is 'WOW - Microsoft takes heat for 'draconian, obtuse' Office 2013 license terms' and includes a link to the article. The post content includes 'I am available @ Milton MA (Home Office)'.



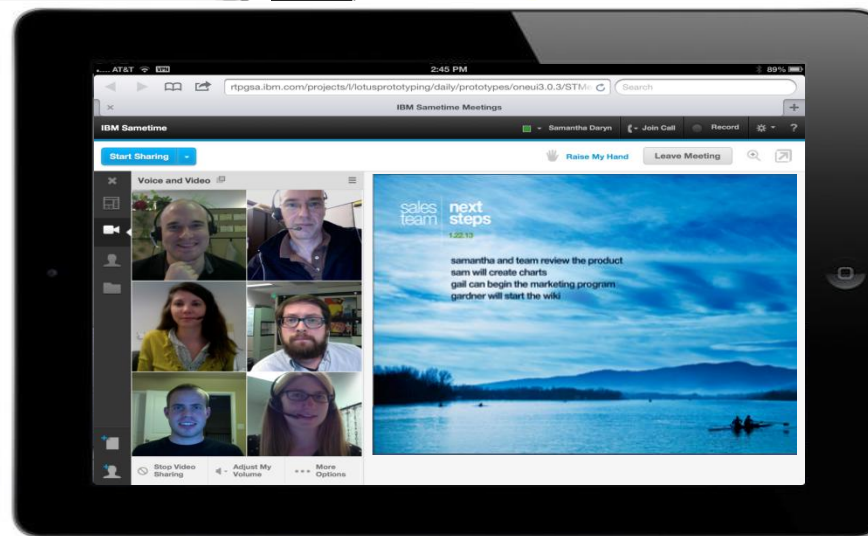
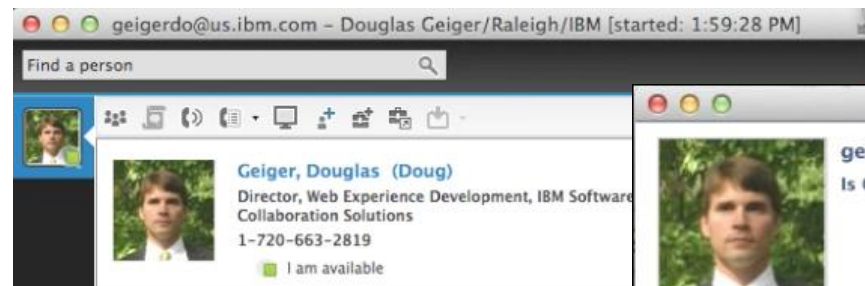
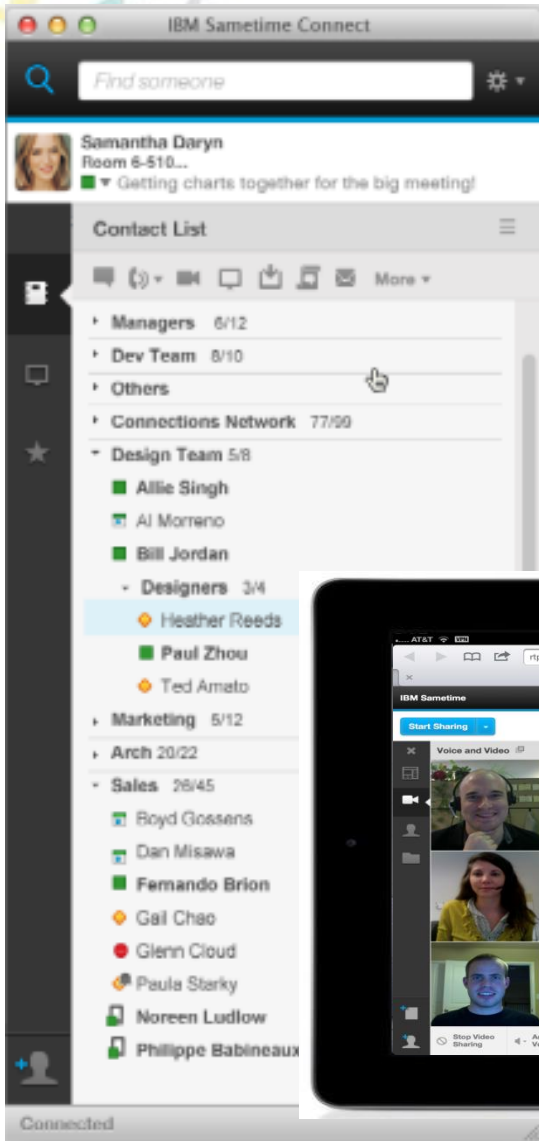
Play 4.32

Lotus Domino

- Cible : Extension de licences sur Q4 2013
- Offre :
 - **Jusqu'à 70% de discount sur les PN Notes/Domino CAL or PVU (hors licences Express)**
 - **Jusqu'à 30% de discount sur les PN Notes/Domino Express**
- Limitations :
 - Trade-Ups, Reinstatements and Renewals PN
 - ELA customers ou clients concernés par une conformité en cours avec IBM

IBM Sametime : Mobile - Multi-points vidéo et Social communication, en 4 offres:

- Communicate pour les services de Chats
- Conférence pour les meetings
- Complète: Chat et meetings
- Sametime Unified Telephony





Nouveau mode de licencing de Sametime V9



Sametime 9 Packaging (Exploded View)

IBM Sametime <i>Communicate</i>	IBM Sametime <i>Conference</i>	IBM Sametime <i>Complete</i>
<ul style="list-style-type: none">▪ Rich Presence<ul style="list-style-type: none">– Automated Geographic Awareness– User Alerts & Privacy Lists▪ Instant Messaging<ul style="list-style-type: none">– Offline Messaging– File transfer & Screen capture– Federation with 3rd Party Services– Skill Tap– Instant Polls– Community Announcements▪ Persistent Group Chat▪ Audio, Video & Telephony<ul style="list-style-type: none">– Peer-to-Peer Voice– Peer-to-Peer Video– SIP soft phone (voice or video)▪ Bandwidth Management▪ Clients<ul style="list-style-type: none">– Zero-download, Browser client– Eclipse-based rich client▪ Integration<ul style="list-style-type: none">– 3rd Party Plugins, APIs, Web 2.0▪ Internal-to-External Collaboration included in license	<ul style="list-style-type: none">▪ Meetings<ul style="list-style-type: none">– Reservation-less, persistent rooms– Use a different room per project– Present files, Screen share, app share, remote control– Issue Polls, Capture Minutes & Action items– Annotation tools & recordings– Auto-generate Activity Reports▪ Multi-Party Voice and Video<ul style="list-style-type: none">– Software MCU & management system– Continuous Presence– Dial-out (with 3rd party gateway) to Audio Conferencing, other numbers– H.264 SVC codecs▪ Bandwidth Management▪ Clients<ul style="list-style-type: none">– Zero-download, Browser client▪ Integration<ul style="list-style-type: none">– 3rd Party Plugins, APIs, Web 2.0▪ Internal-to-External Collaboration included in license	<ul style="list-style-type: none">▪ Communicate + Conference <i>Plus</i>▪ For Instant Messaging<ul style="list-style-type: none">– Continuous Presence Video Calls– Instantly share your screen, a region of your screen or an application; remote control▪ For Meetings<ul style="list-style-type: none">– Use the Rich client:– Scheduled meetings view– Drag & drop to invite participants <ul style="list-style-type: none">▪ IBM Sametime Unified Telephony▪ Telephony middleware▪ Bring advanced UC capabilities to heterogenous environments▪ Intelligent call routing▪ Pre-reqs Communicate or Complete

Le PN Sametime Entry n'existe plus



Offre sur SAMETIME

- Une offre **unique** concernant Sametime 9 jusqu'au **9 décembre**
- Possibilité de faire de nouvelles ventes de Sametime 8 **STANDART** avec **50% de remise !!**
- **Et ... Passage automatique à Sametime 9** version **COMPLETE** après le 9 décembre
- Avantages :
 - Communications avec des externes sans limitation (plus de notion de **PVU Extranet**)
 - **Haute qualité de vidéo et Audio** pour du **one to one** ou entre **plusieurs interlocuteurs (internes ou externes)**
 - ainsi qu'un **accès Web et client riche pour tous** pour toutes les fonctions de communication !
- A titre d'indication ...
 - Sametime Standart ~60€ / user
 - Sametime V9 Complete ~115€ / user



SmartCloud for Social Business

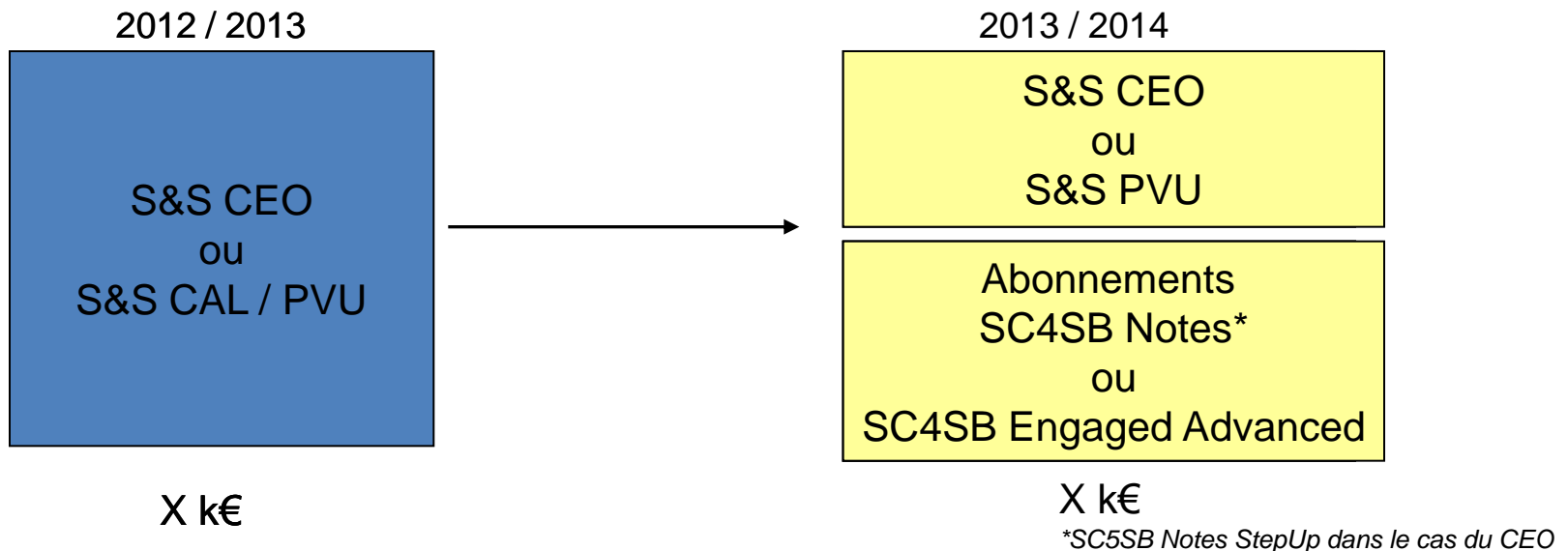
- Nouveau tableau de bord
- Activity Stream
- Support des clients Notes/iNotes V9
- Support des clients mobile Messagerie et collaboration
- Communautés, blogs wikis et médiathèque, enquêtes
- Moteur de recherche
- Connecteur Windows supporté
- File Sync supporté sur client mobile
- CCM dans la roadmap 2014
- IBM Doc (début 2013)
- Sametime 9 (bientôt)



Play 4.37

Accelerate the Bridge to IBM's SmartCloud for Social Business (SC4SB)

- Cible
 - Client qui possède des licences Notes On Premise (CAL ou CEO) & qui réfléchissent à un mode de déploiement vers le cloud
 - “Provide an attractive, compelling reason for customers to go to IBM's Cloud”
- Offre
 - Proposer une offre sans impact financier « cost neutral » dans le cadre du renouvellement de maintenance



Dans le cas du CEO : le client conserve son périmètre CEO – à une licence CEO, on associe une licence SC4SB Notes
Dans le cas d'une configuration clients / serveurs : on remplace les CAL par des licences SC4SB Notes



IBM Connections 4.5

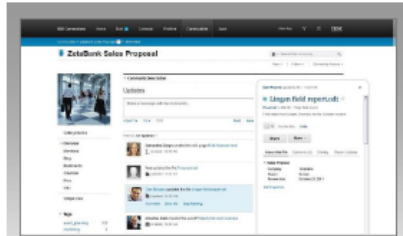
Points forts de la solution:

- Solution complète (Incluant la gestion documentaire)
- Connecteurs: Messageries Notes et Outlook (Dans les deux sens), Windows Desktop client, MS Office, Sharepoint.
- Mobilité (Gd choix de plates-formes)
- Intégration SI et applications métiers (Social business toolkit)
- Modération, analytics & métriques
- Méthode de déploiement (SBA – Change management – Gaming Solutions)
- Références clients : **ERDF, LVMH, Orange, Danone, Akka Technologie, Axa, Allianz, HSBC, Cemex, BASF, Colgate, Bayer**
- Choix de déploiement sur site, en cloud privée ou public
- Position de la solution analystes IDC & Gartner
- Composant Complémentaires:
 - Bureautique avec IBM Docs
 - Gestion de formulaires



IBM Connections Capabilities

Social Networking and Social Collaboration for the Enterprise



IBM Connections



Mobile

iOS, Android, RIM



Home

See what's happening across your social network



Microblog with others



Profiles

Your social presence

Find the people you need



Microblog with your network



Communities

Work with people who share common roles and expertise



Microblog with the community



Social Analytics

Discover who and what you don't know via recommendations of people, communities, and content



Blogs*

Present your own ideas, hints & tips



Wikis

Share Best Practices and edit Web Content



Forums

Exchange ideas with, and benefit from the expertise of others



Activities*

Organize your work and tap your professional network



Bookmarks*

Tell others what you consider important



Ideas

Share and vote on Ideas



Media Library

Work with Pictures and Videos



Files*

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



CCM and ext. Content Management

Embedded CCM (FileNet) and linked ext libs: IBM FileNet, IBM CM8, MS SharePoint

* use inside Communities, but also individually



Play 4.01

“Close the Social Business Gap”

On Prem & SmartCloud at up to 50% Off!

- Cible
 - Encourager le déploiement de Connections (OnPremise ou Cloud) chez le client
- Offre
 - Jusqu’à 50% de discount sur l’acquisition des produits IBM Connections, Sametime V9, SC4SB Engage, SC4SB Connections ou Meetings
 - Attention : Ce play ne s’applique que sur la totalité du parc



Play 4.38

“Social Business Use Cases/Patterns”

- Cible
 - Initier la réflexion chez nos clients & prospects à partir des Patterns – Cas d’usages métier
- Offre
 - À titre d’exemple, en fonction des cas d’usages

Max Disc	Mix and Match Product Part Numbers	Suggested Patterns
50%	SmartCloud Engage: D0NPULL, D0NPXLL	
10%	KENEXA: Kenexa Cultural Insight Survey, Kenexa Engagement Survey, and Kenexa Mobile Survey Apps. <i>Kenexa products and services are offered subject to the execution of standard Kenexa customer agreements covering such products and services. Only preliminary pricing proposal can be given using these discounts.</i>	
50%	ND9 Social Edition: D55JDLL, D55JGLL, D55J9LL, D55JBLL, D55MRLL, D55MTLL, D04QYLL, D0K0ULL, D59QLLL, D0B7HLL, D0BPSLL, D0B7JLL, D0BPULL, D55J7LL, D55N3LL, D0C1YLL	
50%	IBM WebSphere Portal: D59FLLL, D55UCLL, D55RELL	

Legend

Two products or a suite may be mixed /matched within each color from the legend below:

1		Mergers and Acquisitions
2		Knowledge Sharing and Innovation
3		Recruiting and Onboarding
4		Finding Expertise
5		Safety
6		Reinventing Client Engagement



ICS : quelques outils...



- **Activités marketing :**
 - Télémarketing en cours sur offre ICS
 - Connect Orlando 26 au 30 janvier 2014
 - Blitz Days : 6 et 13 novembre
- **Co-marketing :**
 - N’hésitez pas à nous solliciter en amont dans la rédaction de vos plans.
- **POTs :** <http://www-05.ibm.com/fr/events/tec/>
- **Kits de progression :**
 - SmartCloud for Social Business - <http://www.ibm.com/partnerworld/wps/servlet/ContentHandler/T594693S99659O42>
 - IBM Connections - <https://www-304.ibm.com/partnerworld/wps/servlet/ContentHandler/Q542110V88353X79>
 - Exceptional Digital Experience - <https://www-304.ibm.com/partnerworld/wps/servlet/ContentHandler/X579869F33295G57>
- **Cas d’usages :**
 - <http://www-01.ibm.com/software/fr/lotus/index.html>