

Lotus knows.

Lotusphere Comes To You 2010

Lotus knows we are coming to a city near you.

www.ibm.com/lotus/lcty

Smarter software for a Smarter Planet.



Blogs	Profile	Activities	Bookmarks	⌵
Communities	Wikis	Files		
	Lautenbach, John (Bart)	⌵		
	Director WW Lotus Tiger Team			
	SOMERS, NY United States			
	Building: SOM1 Floor: 3 Office: 3J33			
	1-914-766-1132			
	bart1@us.ibm.com			
Send e-mail More Actions				

Smarter Planet Themes



NEW INTELLIGENCE

Making better decisions.



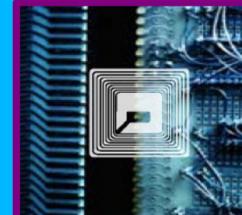
GREEN AND BEYOND

Doing more with less.



SMART WORK

Responding to new behaviors.



DYNAMIC INFRASTRUCTURE

Increasing agility.

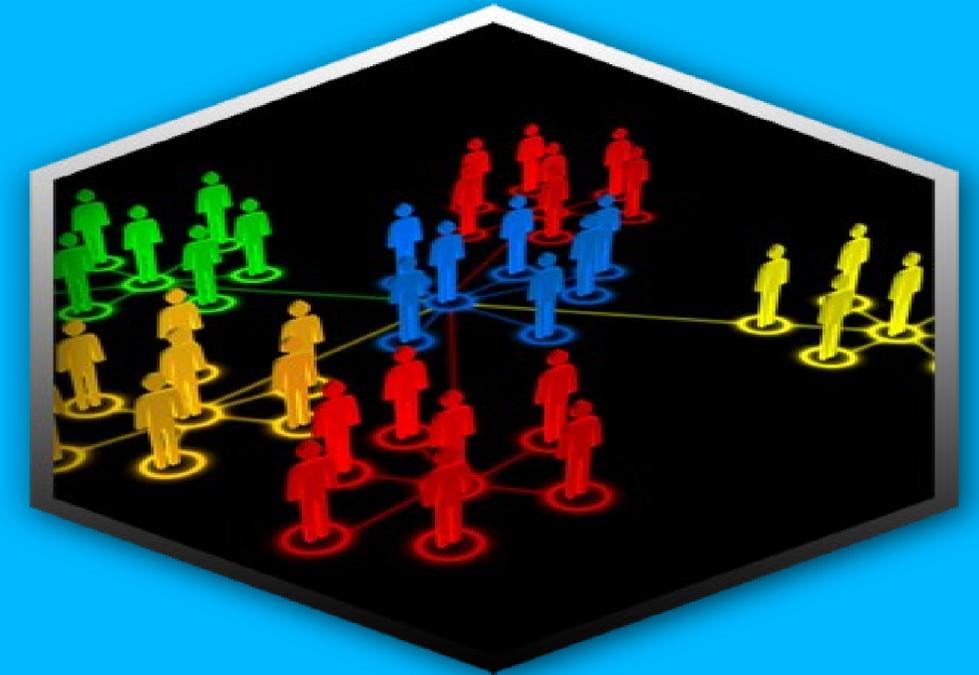


We need to work smarter

2/3 of people know there are colleagues who can help...
they need to know how to find them

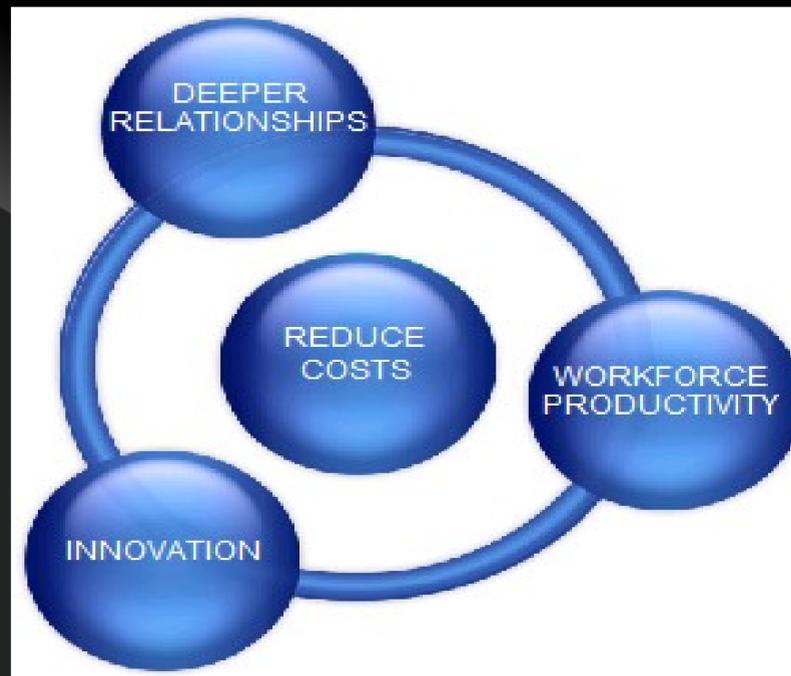
42% make decisions with
the wrong input at
least once a week

2 hours per day spent looking for the
right information and expertise



The Lotus Mission : Smarter Collaboration

- **Reduce costs**
improve the effectiveness of your people while optimizing your costs
- Build **deeper relationships**
to work more closely with your clients and partners to protect your revenue streams
- Increase **workforce productivity**
to improve the agility of your business and quality your results
- Spur **innovation**
to position your company to grow while surviving the downturn



The Lotus Mission:

Empowering people to be
more effective,
responsive and
innovative
in the context of the work they do



The IBM Collaboration Portfolio

growin

- g Lotus Connections is the **fastest growing software** product in Lotus history
- Notes & Domino – **18,378 new customers** since ND 8 launched
- Portal **#1 in Worldwide Revenue** from 2001 to 2008**
- Over 300M named WebSphere Portal users in top 15 customers alone

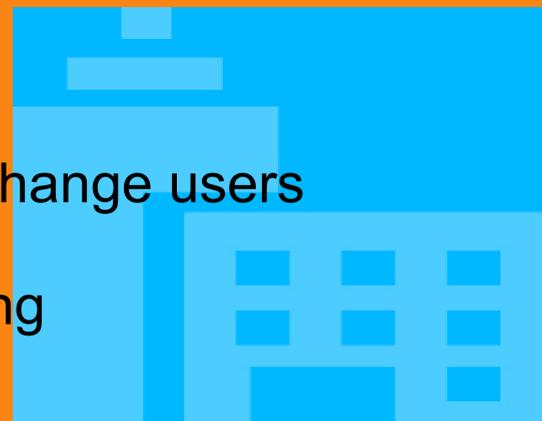
innovatin

- g - Enterprise 2.0 “Smackdown in the Cloud” Winner
- - Unified Communications in Leader Quadrant
- - Symphony wins every relevant award for office productivity
- - LotusLive delivers richest collaboration and flexibility market to the cloud. Over 18 million users.



expandin

- g □ - **More than Half** of Fortune Global 100 Now use Lotus Notes/Domino
- - **40%** WW email market share**
- - **145M** Sametime customers
- - **30%** of new customers are MS Outlook/Exchange users
- - 7M people using IBM social collaboration
- - Over 10M Lotus Symphony users and growing



partnerin

- g □ - Market leader in mobility and business applications
- - IBM has invested more than **\$1 billion** in Linux® development
- - **Via** partnerships LotusLive will extend to over **400 million** people
- - Over 10,000 Notes & Domino Business Partners, and growing



Lotus knows.

Why many customers have changed their "Outlook"...

Microsoft Exchange customers adding IBM Collaboration



Customers who have made large-scale change from Microsoft to Lotus

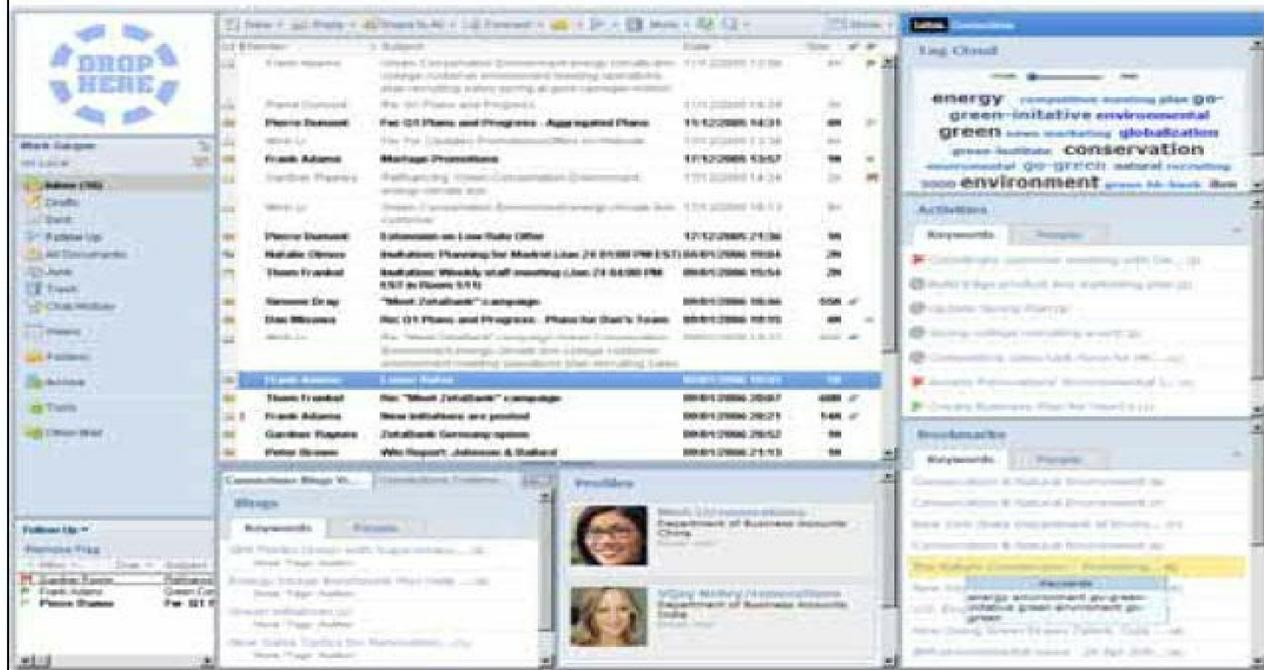


Lotus Notes/Domino customer deciding against Microsoft



Gartner: Lotus Notes the future of email

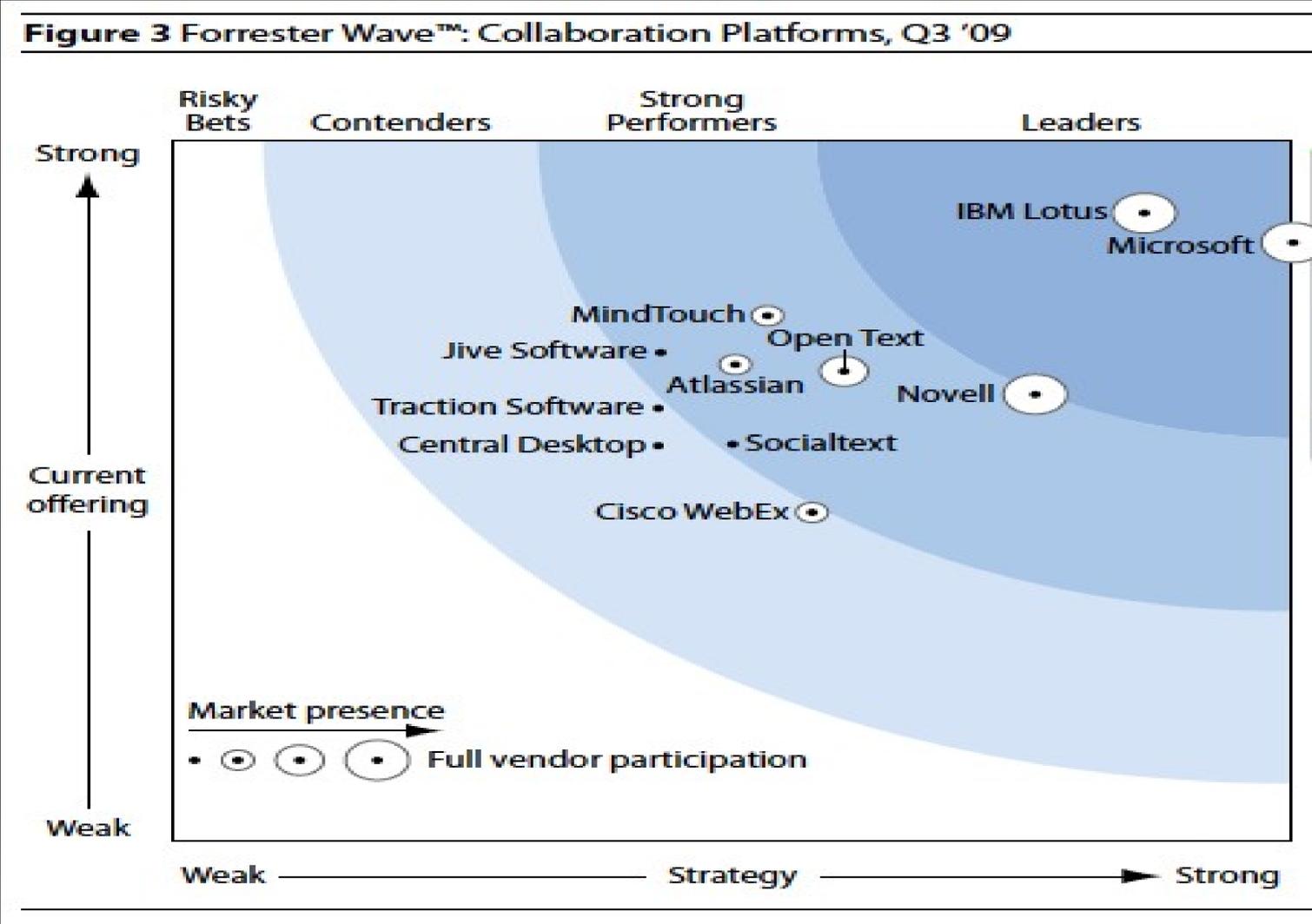
E-Mail Becomes the Collaboration Console: The Future of E-Mail Is...Gasp...Lotus Notes?



- Eclipse-based
- Sidebar paradigm
- Mashup architecture
- Third-party platform
- Whither Microsoft?

E-mail needs a plug-in architecture to survive generational change. **Gartner.**

Forrester: Lotus portfolio leading



Analyst Matt Cain's presentation at Gartner's 2009 Portal and Collaboration Conference

The Forrester Wave™: Collaboration Platforms, Q3 2009 by Rob Koplowitz for Information & Knowledge Management Professionals

Lotus Collaboration Strategy

Contextual

1-2 Clicks away
Woven into fabric of
Experience

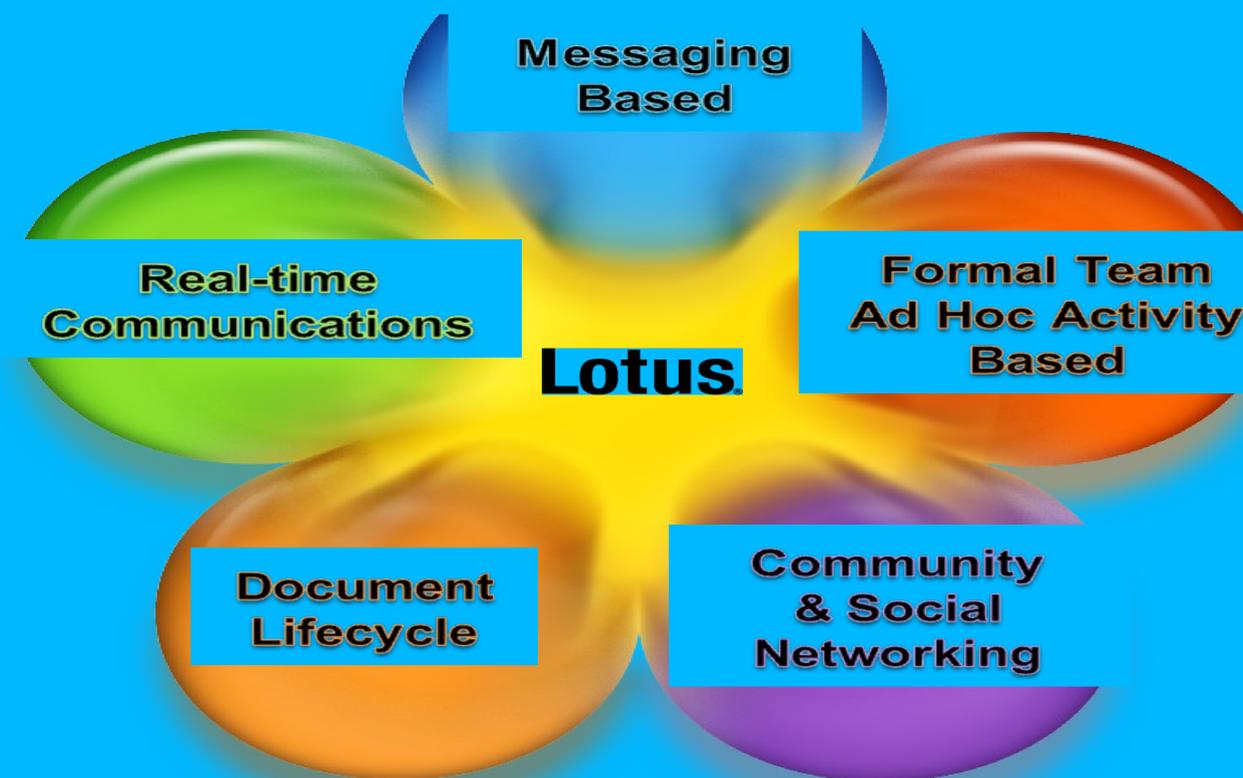
Spontaneous

60 sec or less
Easy to do right
thing

Power of Web 2.0

New Collaboration
Model
Generational Shift

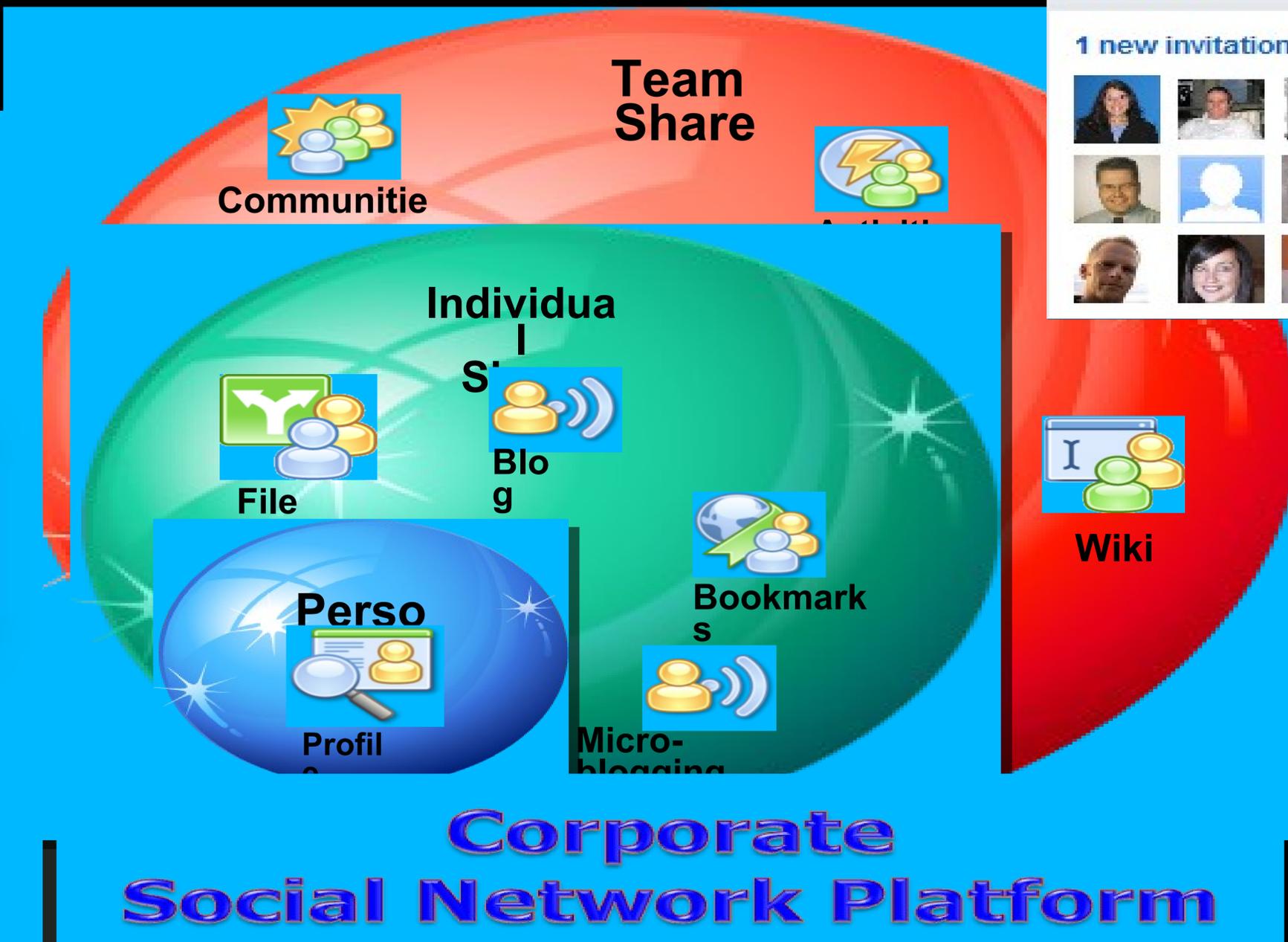
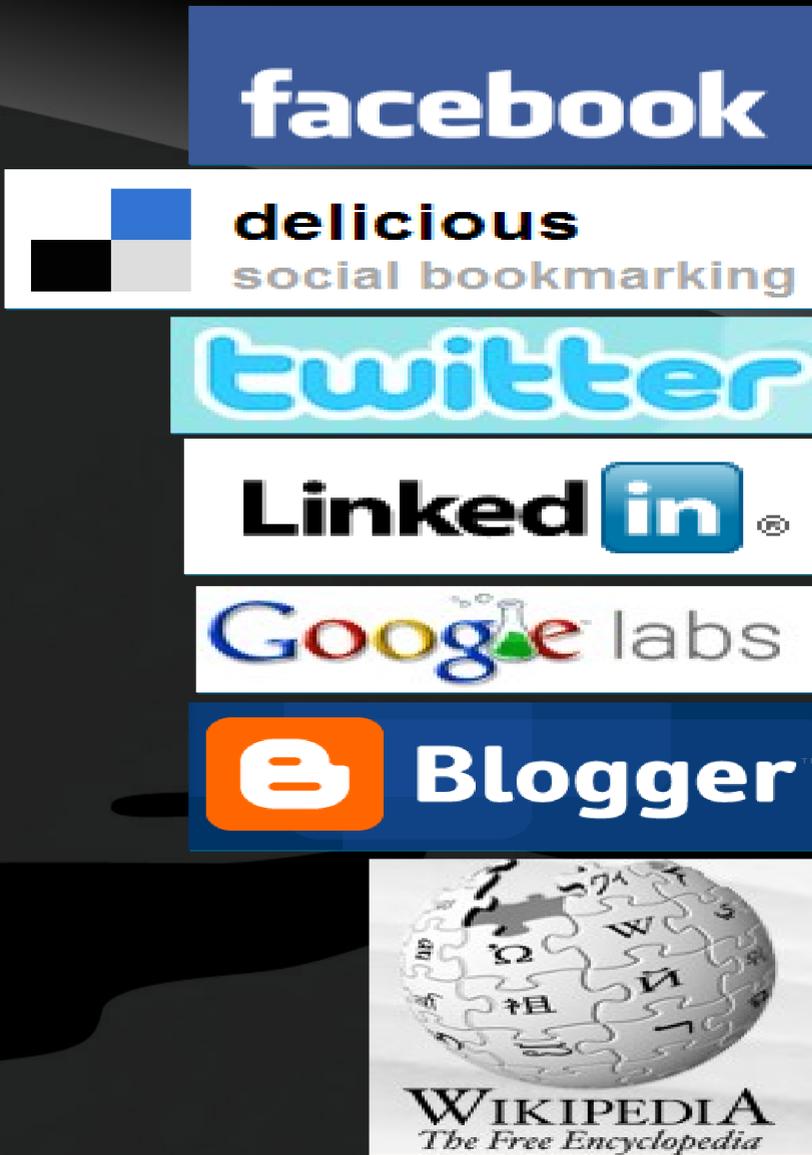
Cloud Computing



Portal Platform

Power of Social Networks and Web 2.0

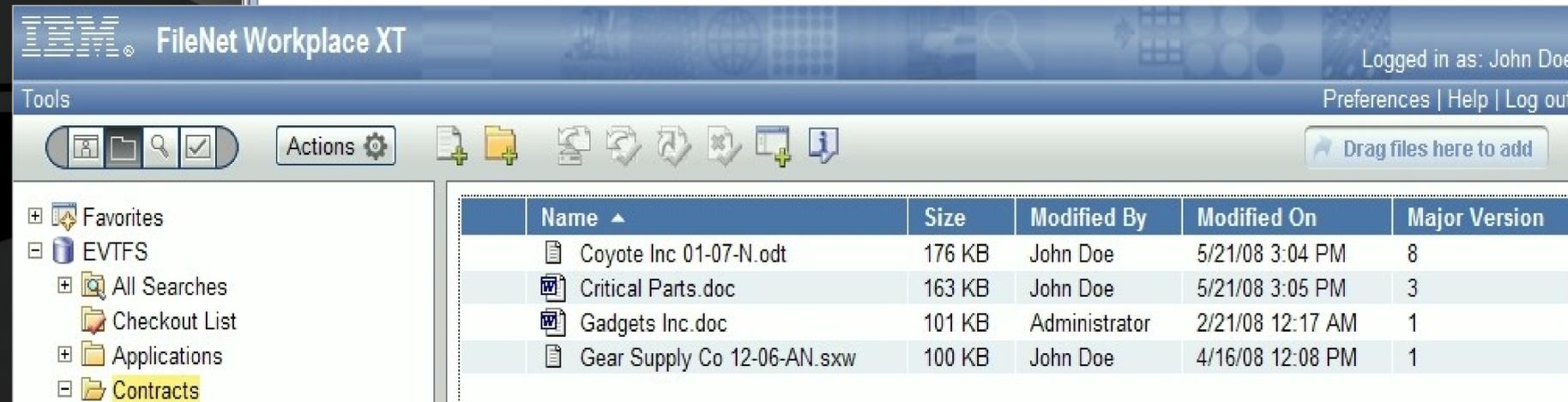
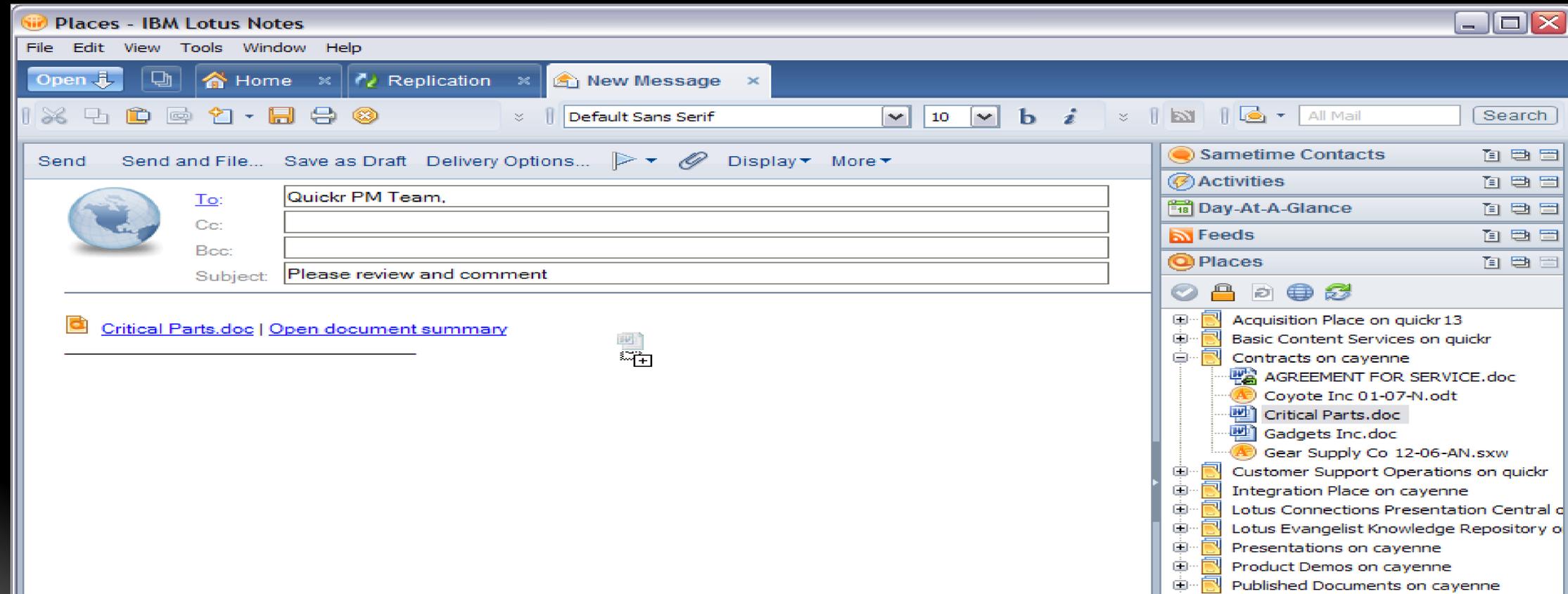
Ready for the Enterprise



Corporate Social Network Platform

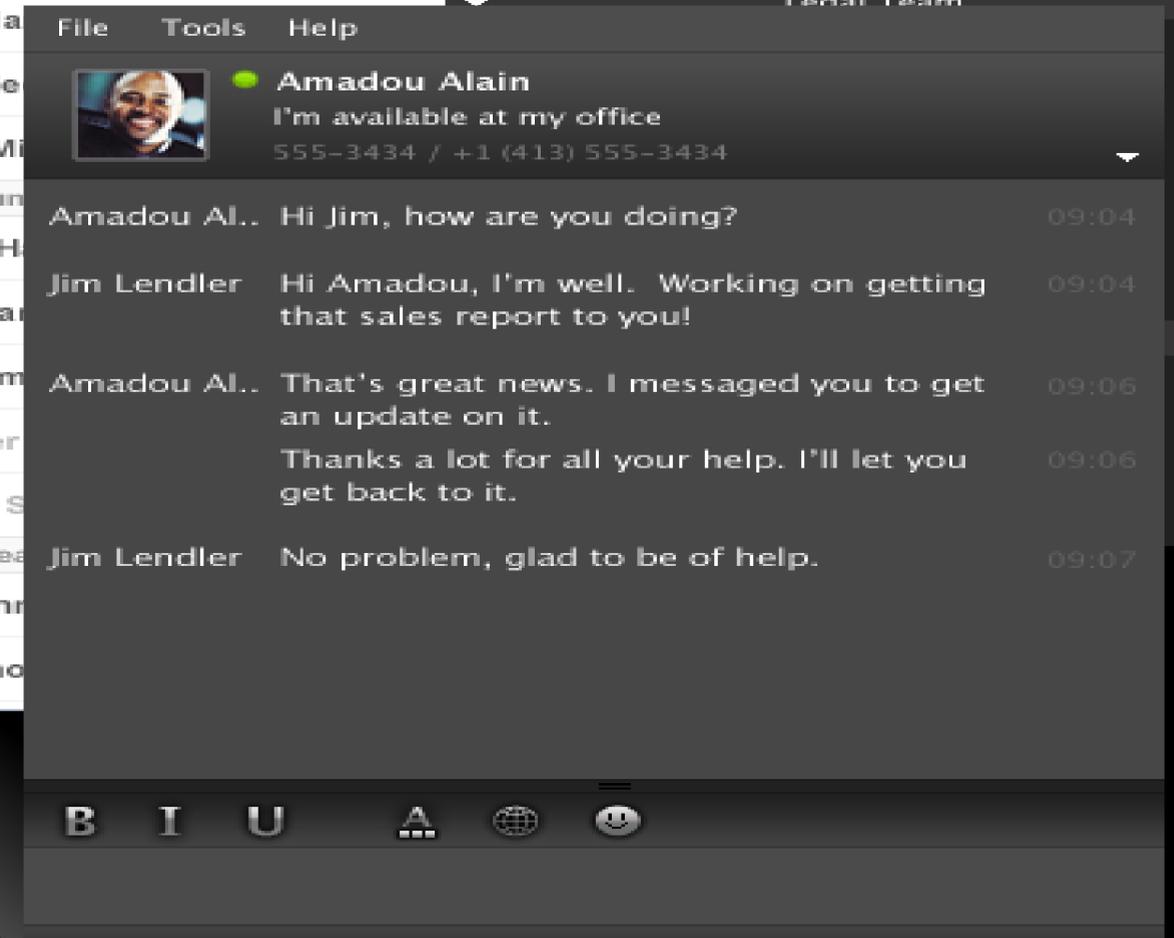
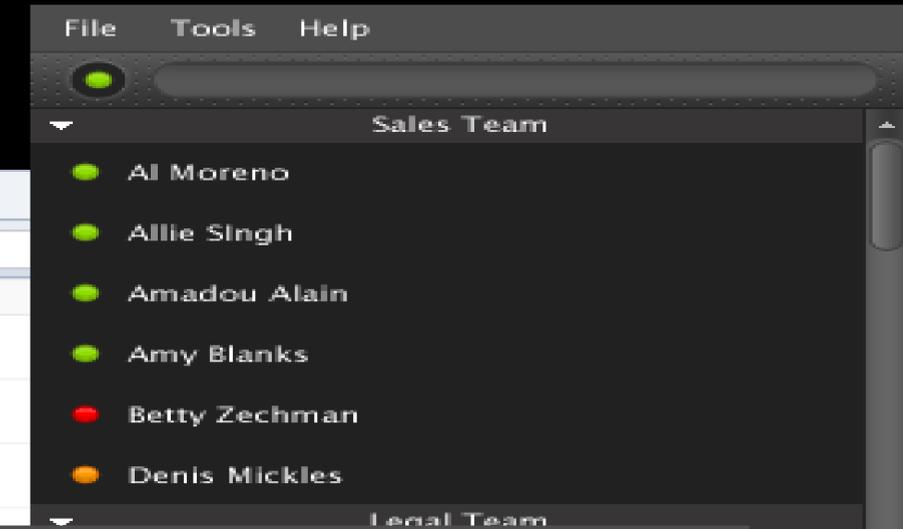
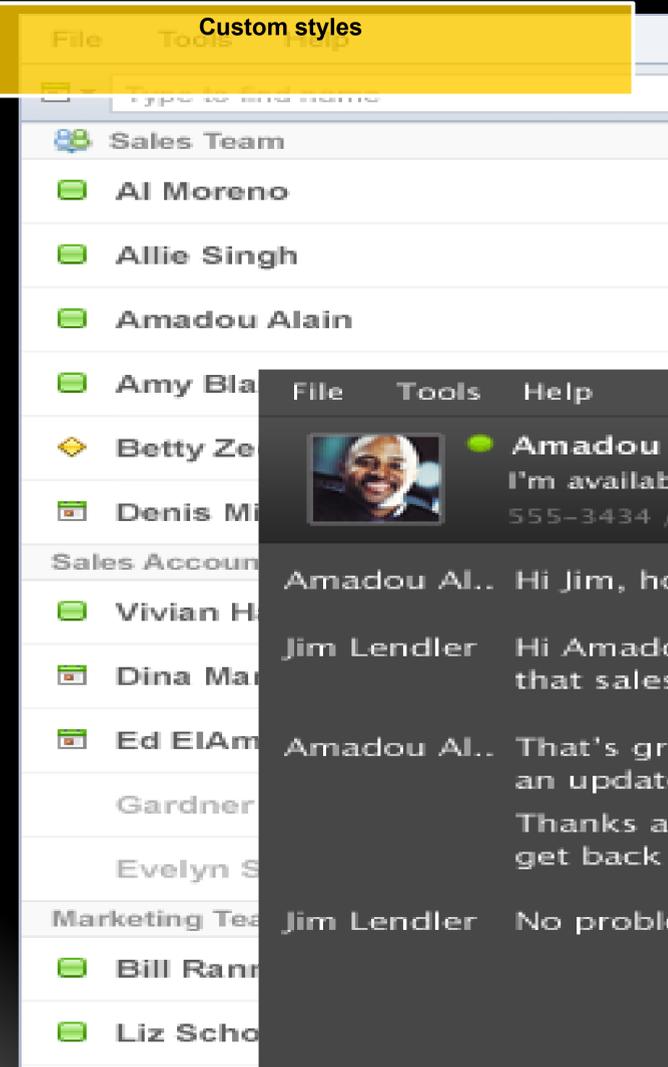
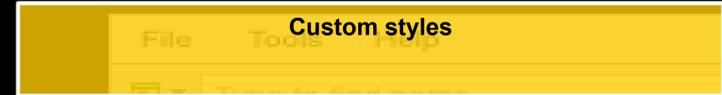
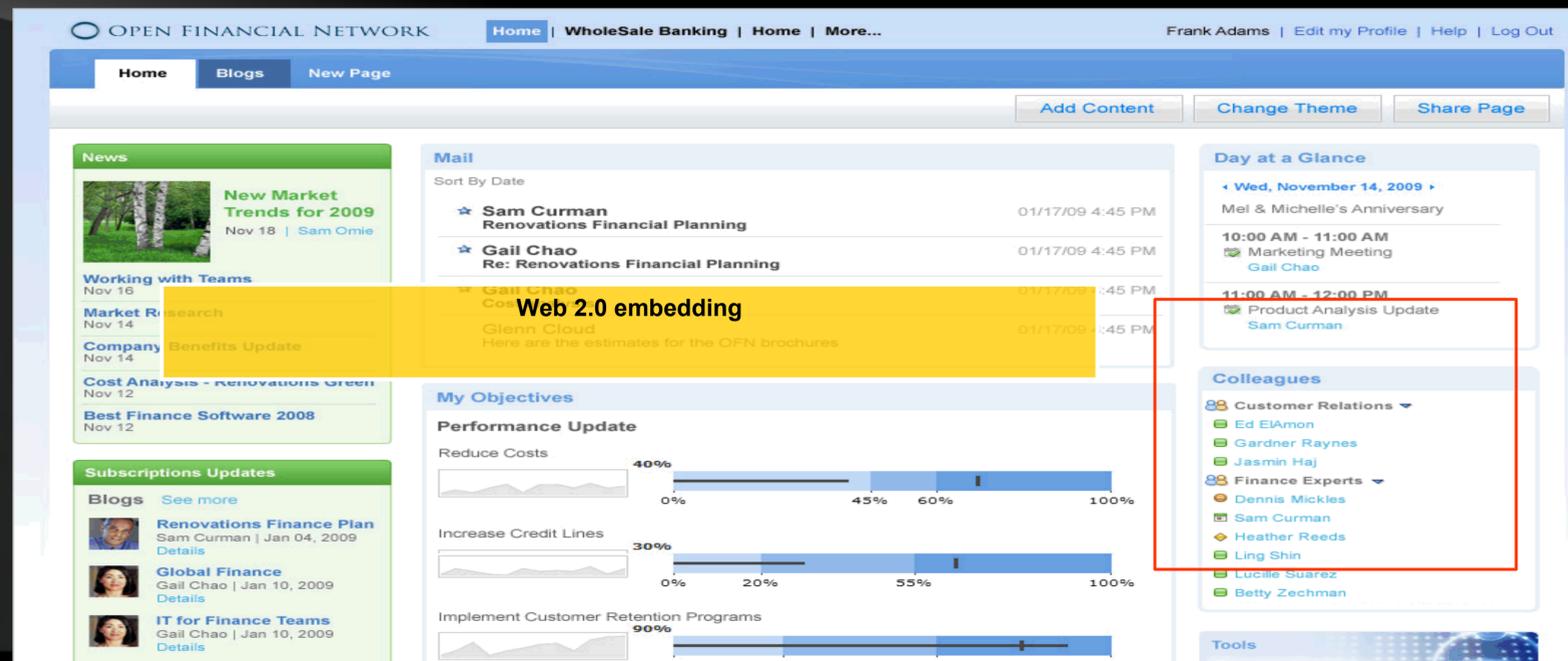
Lotus Quickr 8.5

- New (unified) interface
- Domino & J2EE platform
- Metadata in connectors
- Integration ECM for Quickr Domino services
- New rich text editor
- Standard CMIS
- Alfresco partnership
- WPortal 6.1.5
- GA end May 2010



Lotus knows you're trying to reach the person not their phone

Sametime 8.5 web access



- Goal
 - Customer only deploying web Extranets
- Functions
 - AJAX : Zero download
 - NO Java

Sametime 8.5 meetings

The image shows a screenshot of the Lotus Sametime Web conferencing interface. The main window displays a presentation slide titled "Internal PR Plan" by Samantha Daryn, Team Lead of the Communications Task Force. The interface includes a "Participants" list on the left, a "Library" section with shared documents, and a "Discussion and Minutes" chat window. A "Tools" menu is visible at the top right of the main window. The interface is annotated with several callouts:

- Invite others by dragging from your buddy list into the room**: A callout pointing to the "Participants" list.
- Presenter tools - thumbnails of slides, laser pointer, annotations**: A callout pointing to the "Tools" menu.
- Materials stored in the meeting room library, which lists all documents and URLs shared in the meeting**: A callout pointing to the "Library" section.
- Record and save meetings to standard file format**: A callout pointing to the "Record" button at the bottom.
- Zero install client**: A yellow banner at the bottom right.
- Desktop client - quick entry, as easy as joining a chat**: A yellow banner at the bottom right.



Lotus knows how to deliver first class email for mobile devices.



...and IBM and RIM

rich social applications for the BlackBerry

Blackberry client for IBM Lotus Quickr

new version of BlackBerry client for IBM Lotus Connections

and IBM Lotus Notes Traveler Companion

Introducing Lotus Notes Traveler for Android

first half of 2010

providing our own mail and call

across this and many other An

new encryption application for the iPhone
free of charge

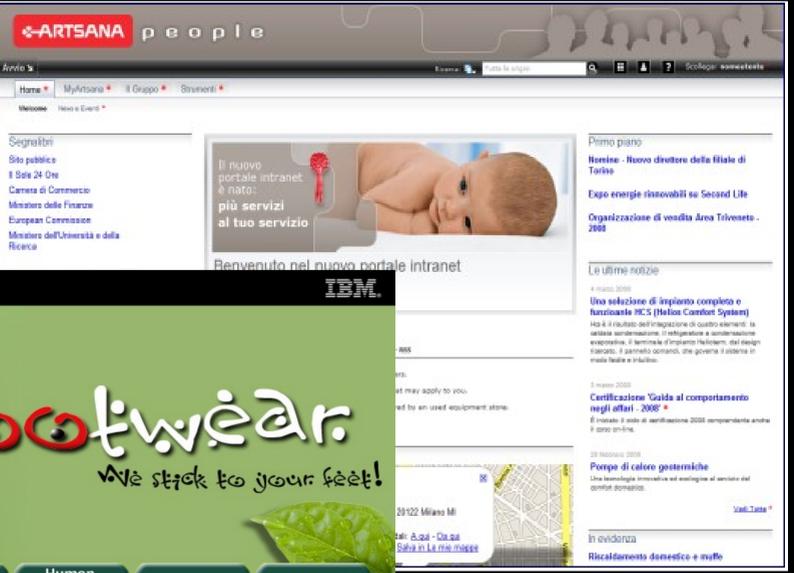
available now in the App store



Lotus knows how to help businesses deliver exceptional web experiences for their customers.



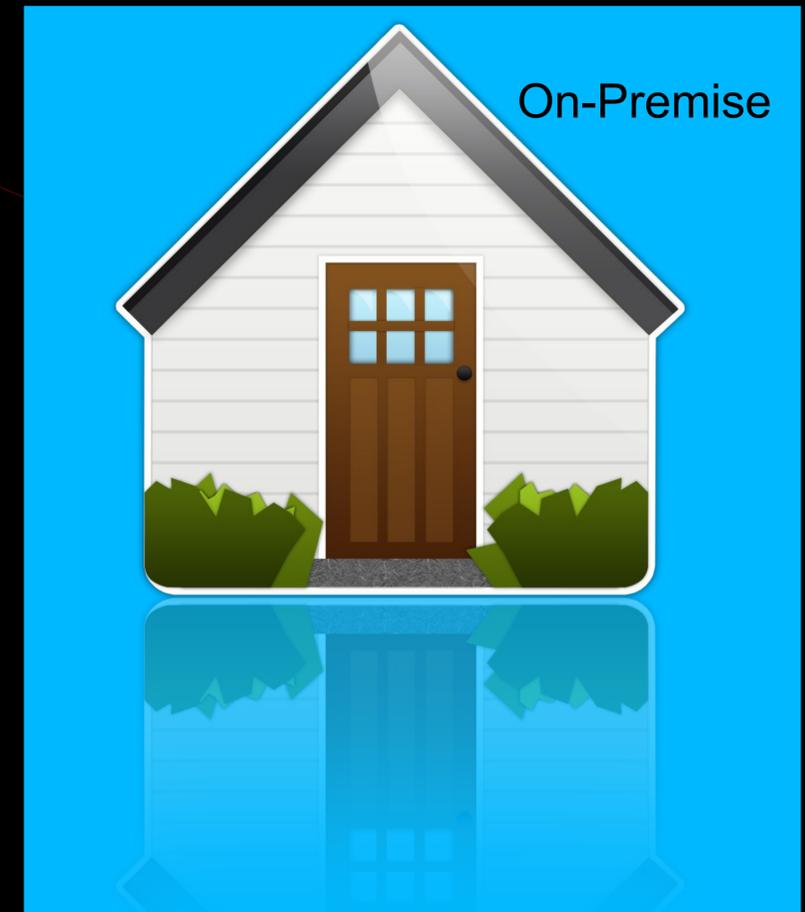
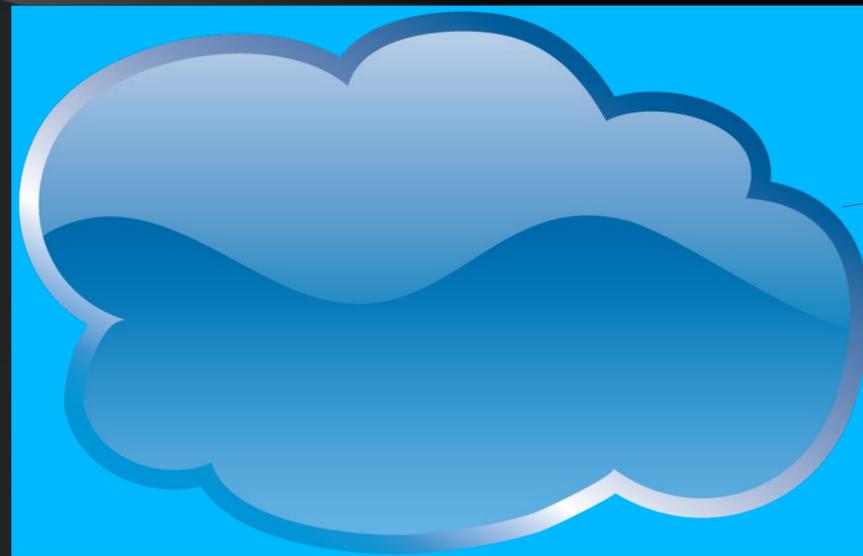
The image shows a screenshot of a Lotus Intranet for Gecko Footwear. The top navigation bar includes 'Home', 'Area A-Z', 'Human Resources', 'My Workplace', and 'Innovation'. The main content area features a 'Welcome to our New Intranet' message with a jungle theme, including a chameleon and ladybugs. The text reads: 'It's a Jungle out there... Though we've been hearing for years about the need for better alignment of IT with the overall business strategy, in your book you refer to a need for entwinement. How does entwinement differ from alignment? But the IT department only supplies tools. It's up to the users to use those tools for business advantage. If you don't understand those tools and what those tools can do for you, then you're going to reap sub-optimal value from the IT investment. And that ultimately, at the board level, is bad governance. Only Strong Survive in IT/Business Jungle'. The left sidebar contains links for 'Public Site', 'Product Catalog', 'Price Listings', 'Partner Directory', 'Industry Links', 'Expense Reporting', and 'IT Help desk'. The right sidebar includes 'Spotlight' (Record Quarter Announced, Heather Reeves named to Sole Enterprise Board of Directors), 'Latest Employee News' (Business Info, Preview of Next Season's Product Line), and 'Highlights' (New Global Partners, Savings Plans). A 'Download the Starter Kit' button is visible at the bottom right. The background features a green grid floor and a chameleon.



The image shows a screenshot of a Lotus Intranet for ARTSANA people. The top navigation bar includes 'Home', 'MyArtsana', 'Il Gruppo', and 'Strumenti'. The main content area features a 'Benvenuto nel nuovo portale intranet' message with a baby's face. The left sidebar contains links for 'Segretaria', 'Site pubblico', 'Il Sole 24 Ore', 'Camera di Commercio', 'Ministero delle Finanze', 'European Commission', and 'Ministero dell'Università e della Ricerca'. The right sidebar includes 'Primo piano' (Horsine - Nuovo direttore della filiale di Torino, Expo energie rinnovabili su Second Life, Organizzazione di vendita Area Triveneto - 2009) and 'Le ultime notizie' (Una soluzione di impianto completo e funzionale MCS (Helios Comfort System), Certificazione 'Guida al comportamento negli uffici - 2008', Punteggio di calore gestionale).

Lotus knows.

Why Cloud and hybrid environments give you flexibility



IBM LotusLive Portfolio of offerings

Meetings



LotusLive
Meetings



LotusLive
Events

Collaboration



LotusLive
Engage



LotusLive
Connections

Messaging



LotusLive
Notes



LotusLive
iNotes



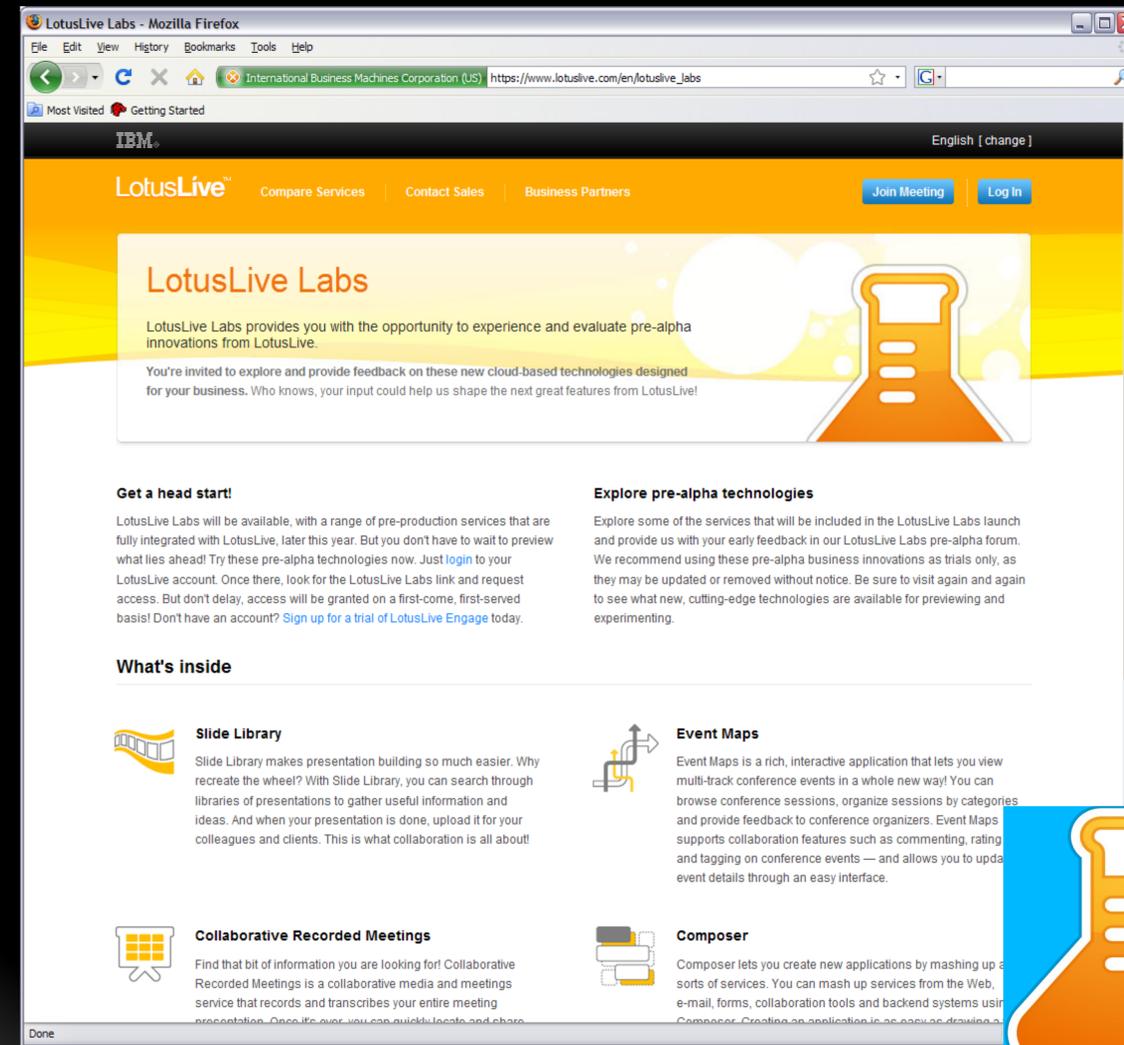
Explore pre-alpha technologies

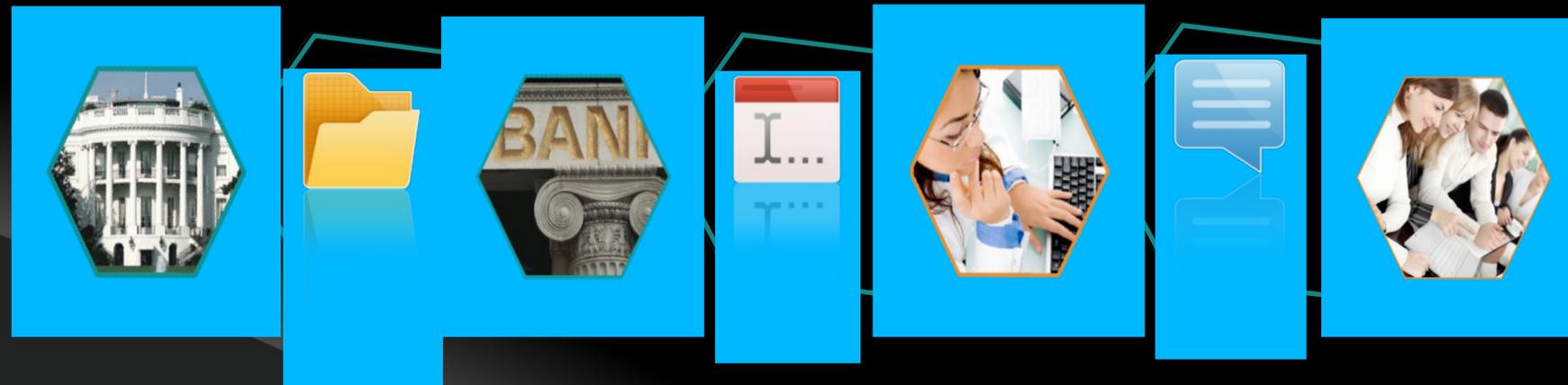


Partnership with IBM Research
Easy access to alpha services
Accelerating the pace of innovation



Slide Library: A collaborative way to build and share presentations





Translating technological innovation into industry-specific contexts

The **Conversation** is about how to advance your business objectives

Industry Specific Teams focused on your business and your people

Customer Business Outcomes



33%

Patients are less likely to cancel appointments when using on-line service

Healthcare



25% and 40%

More policies written with fewer staff through real time access to information, people, and experts

Insurance



4X

Faster EMT responsiveness through real time awareness

Government



How to get started

- Go to:
ibm.com/collaborationagenda
- Speak to your Lotus Sales Representative to learn more
- Ask for a workshop: A multi-step consultative process designed to meet your specific needs
- Do you want to increase ROI?
- Do you want to reduce costs?
- Do you want to increase revenue?
- Do you want to avoid costs?
- We can help you understand how expertise can improve your organizational metrics!



Lotus knows.

Our innovative community continues to grow





Collaboration Blueprint
IBM Project Vulcan



IBM Project Vulcan

- A blueprint for the future of collaboration and productivity

Continuity

Roadmap starts today with current Lotus products

Apps run unmodified

Convergence

Hybrid deployments

Consistent system, loosely coupled

Mobile, browser and Notes experiences

Innovation

Enhanced collaboration tools

New productivity based on analytics, co-editing, etc.

Opportunity

New applications integrating collaboration and processes

Open programming model

Lotusphere Comes To You 2010

Lotus knows we are coming to a city near you.

www.ibm.com/lotus/lcty

Smarter software for a Smarter Planet.







Lotus knows.

How to help you reduce expense with **Free** capabilities



Freedom of Choice:

UX

Windows

Million Users



Symphony Next

Beta available Now

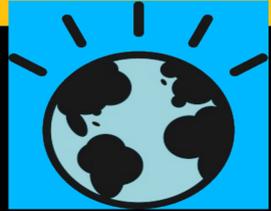
Lotus knows.

Enterprises around the world are choosing Lotus

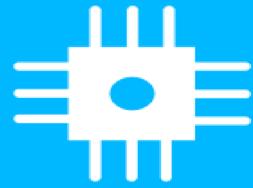


Innovation and Collaboration





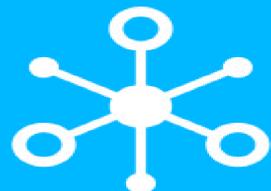
Smarter Planet



Our world is becoming
INSTRUMENTED



30 billion RFID tags... 2010



Our world is becoming
INTERCONNECTED



*~2 billion people on the Web... 2011
...a trillion connected objects*



All things becoming
INTELLIGENT



*15 petabytes of new
information generated daily...*

Agents with self-service access to corporate headquarters extranet

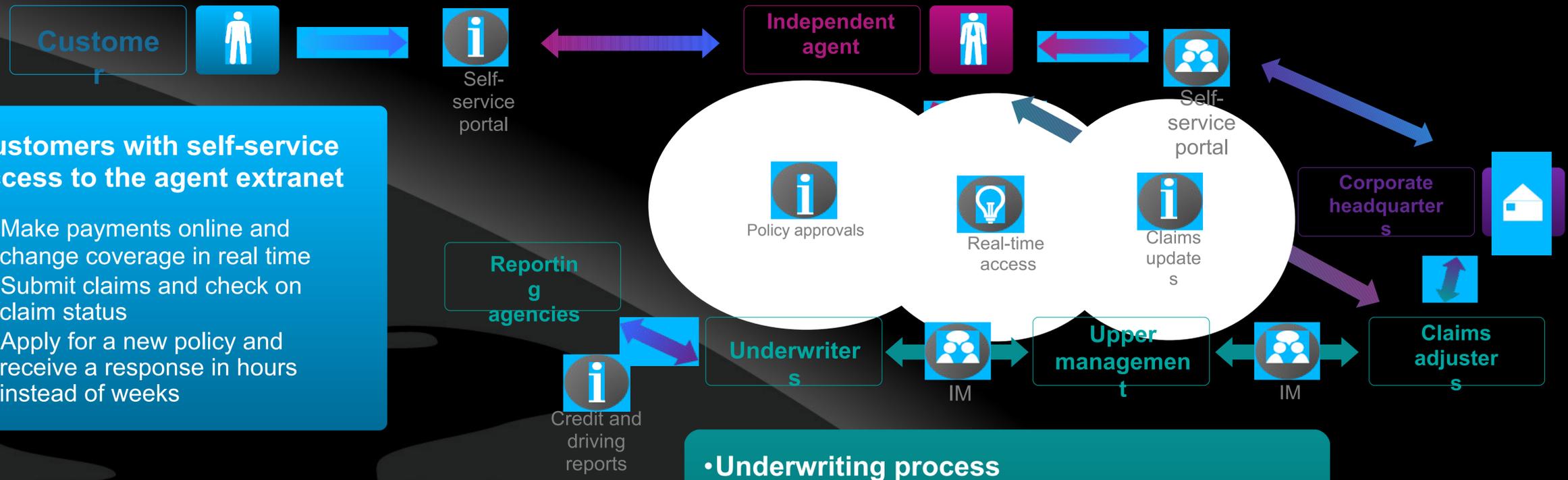
- Check customer payment status
- Issue policies online
- Minimize need for headquarters staff, opening up a new talent pool
- Enables real-time communications across the organization

Customers with self-service access to the agent extranet

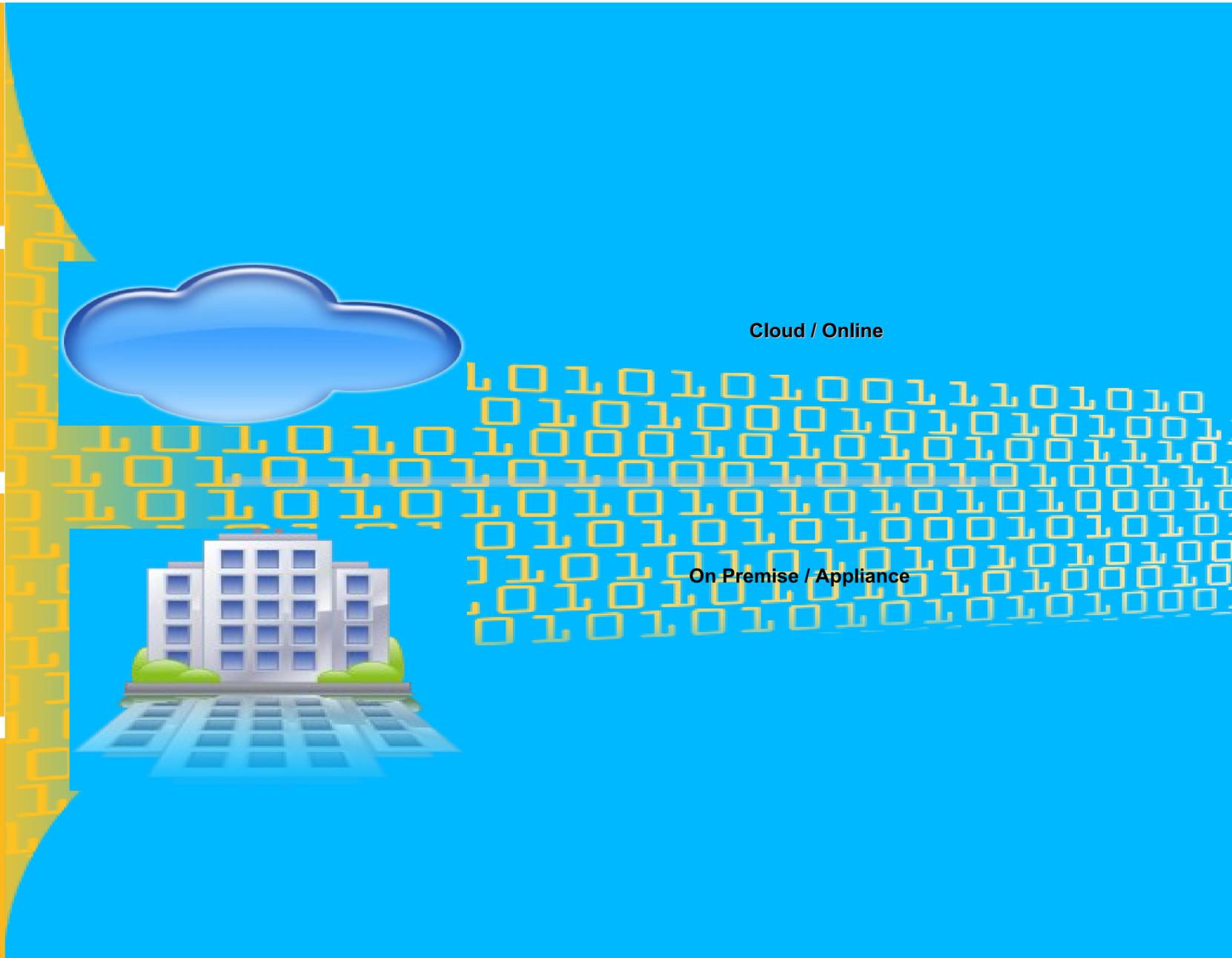
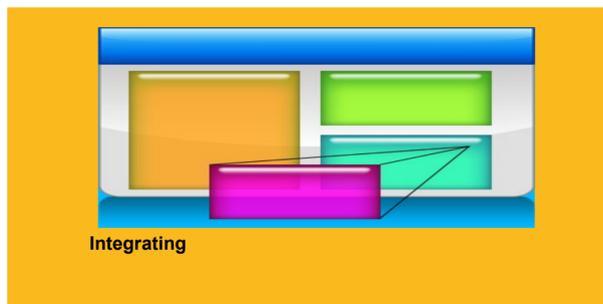
- Make payments online and change coverage in real time
- Submit claims and check on claim status
- Apply for a new policy and receive a response in hours instead of weeks

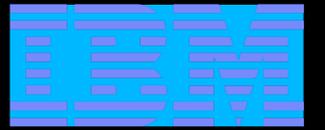
•Underwriting process

- Real-time instant access to reporting agencies
- Real-time, electronic processing of applications
- Automated processes more rapidly isolate high-risk applicants



Solution Delivery Strategy





Working smarter means supporting generational styles

Collaboration optimizes business outcomes

- *Global*
- *Secure*
- *Dynamic and organic*
- *Supports generational styles*

Insight & Innovations “Social Generation”

- **Embedded Collaboration and Communication**
- **Social Computing**
- **Mashups**

On Demand Access “Now Generation”

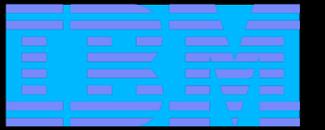
- **Unified Communications and Collaboration**
- **Directories and Profiles**
- **Mobility Solutions**
- **Portals & Team Rooms**

Real-time Communications “Real-time Generation”

- **Instant Messaging and Presence Awareness**
- **Web and Video Conferencing**
- **Web Content**

Baseline Communications “Attachment Generation”

- **Telephony**
- **Email and Calendaring**
- **File Sharing**



Current Market Conditions

Technology
development
accelerated

+

Society and
economic
environments
disrupted

+

Unprecedented
business
challenges

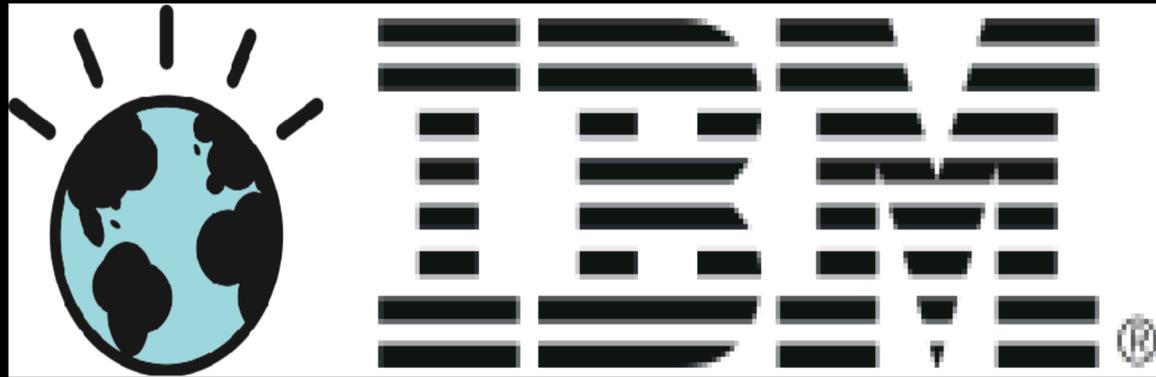
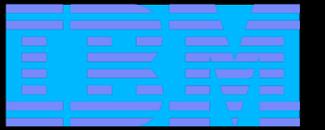
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Transformative opportunity

Lotus knows.

Lotus Collaboration Software is a core building block enabling clients to work smarter



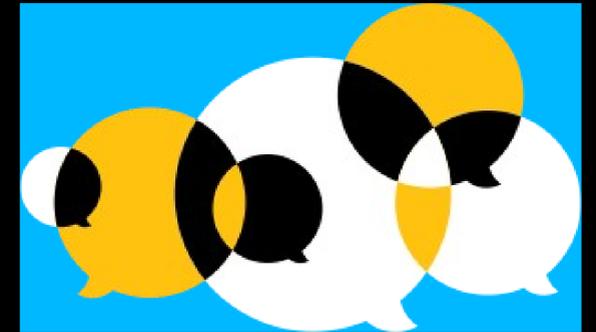
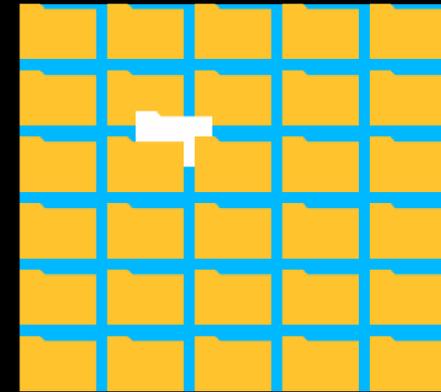
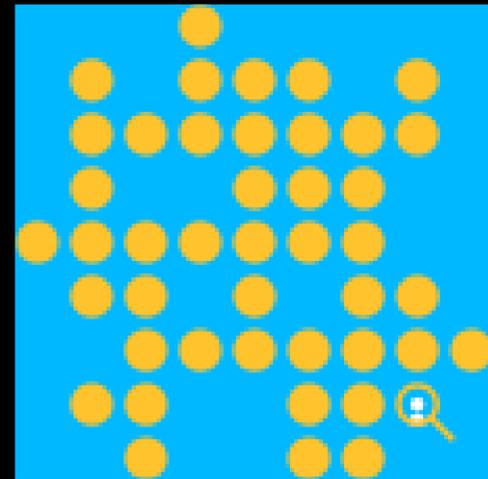
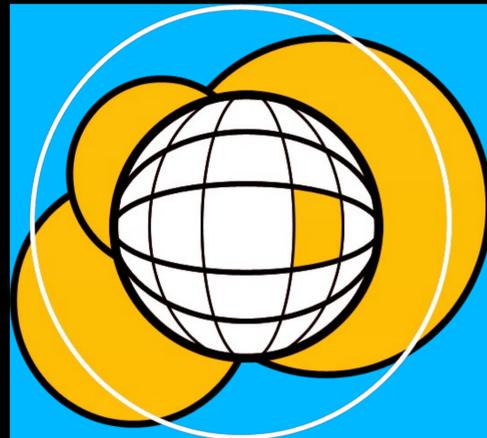
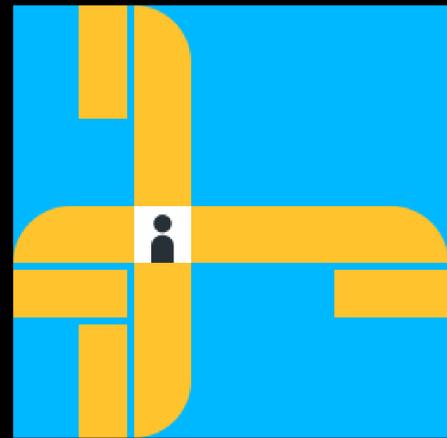
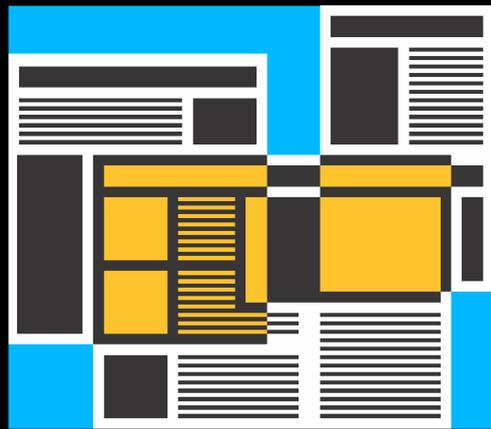


Investing in

research
people
technology

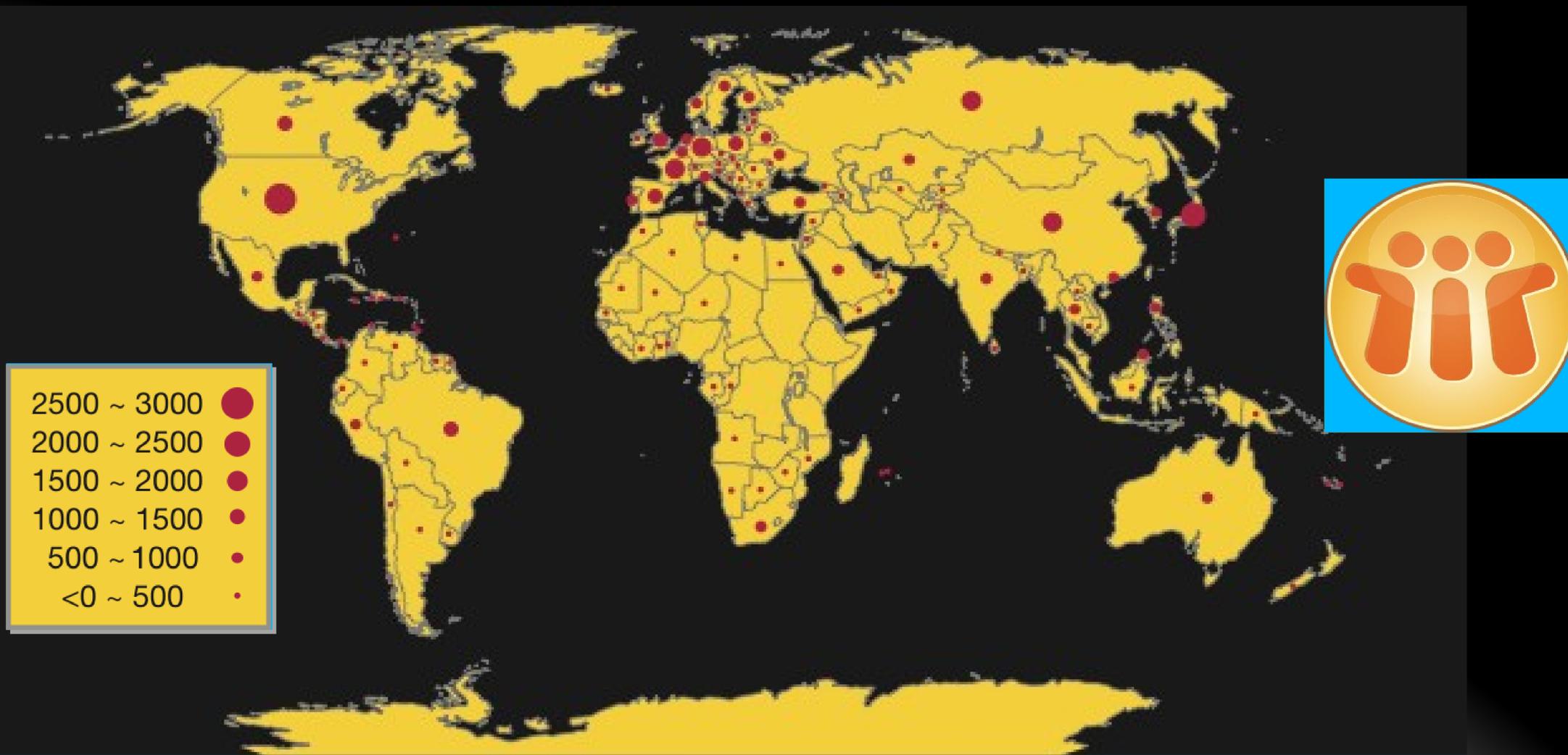
Lotus knows.

Why you should build on existing technology



Lotus knows.

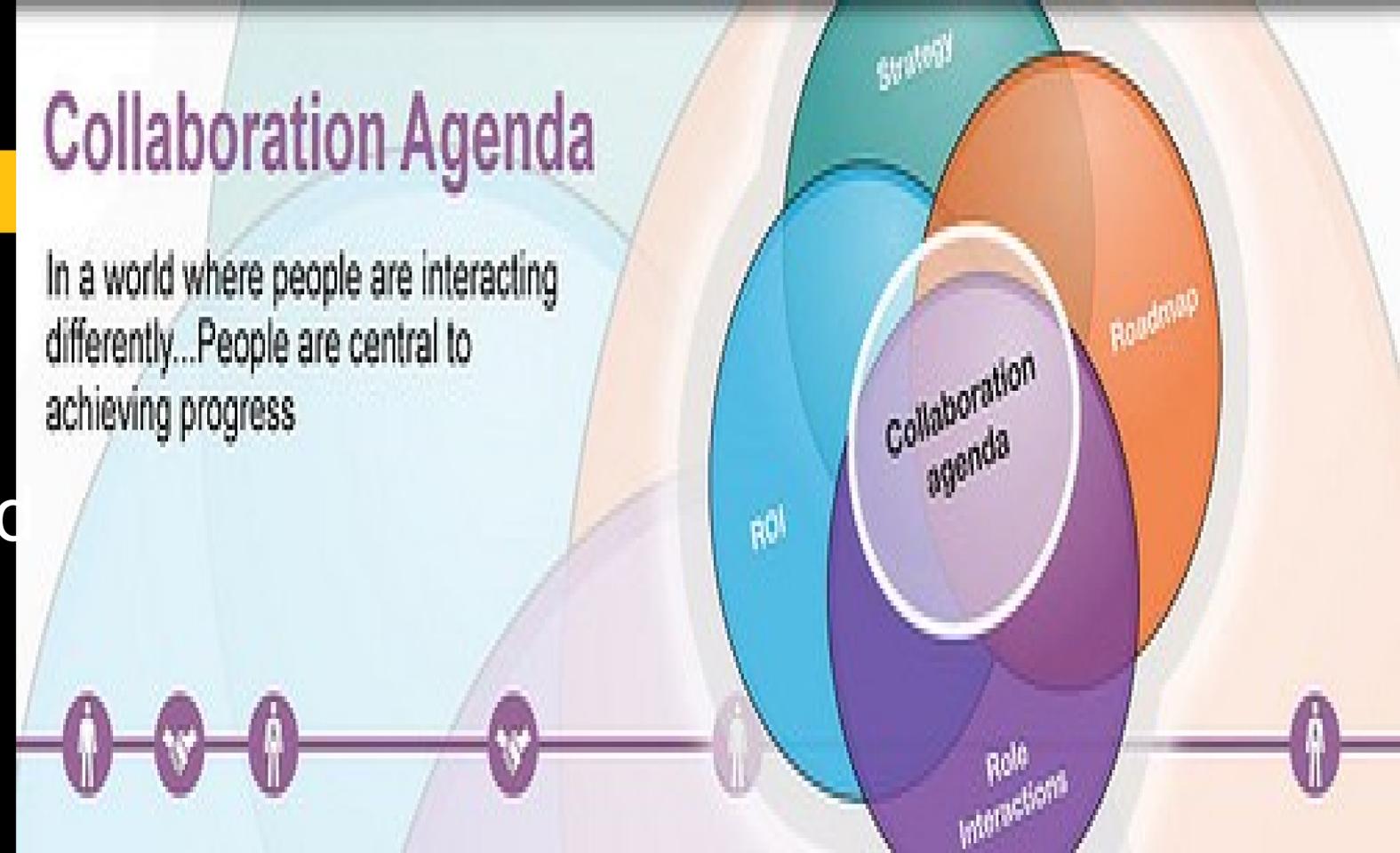
Building on the strength of our global customer reach



Worldwide
18,378

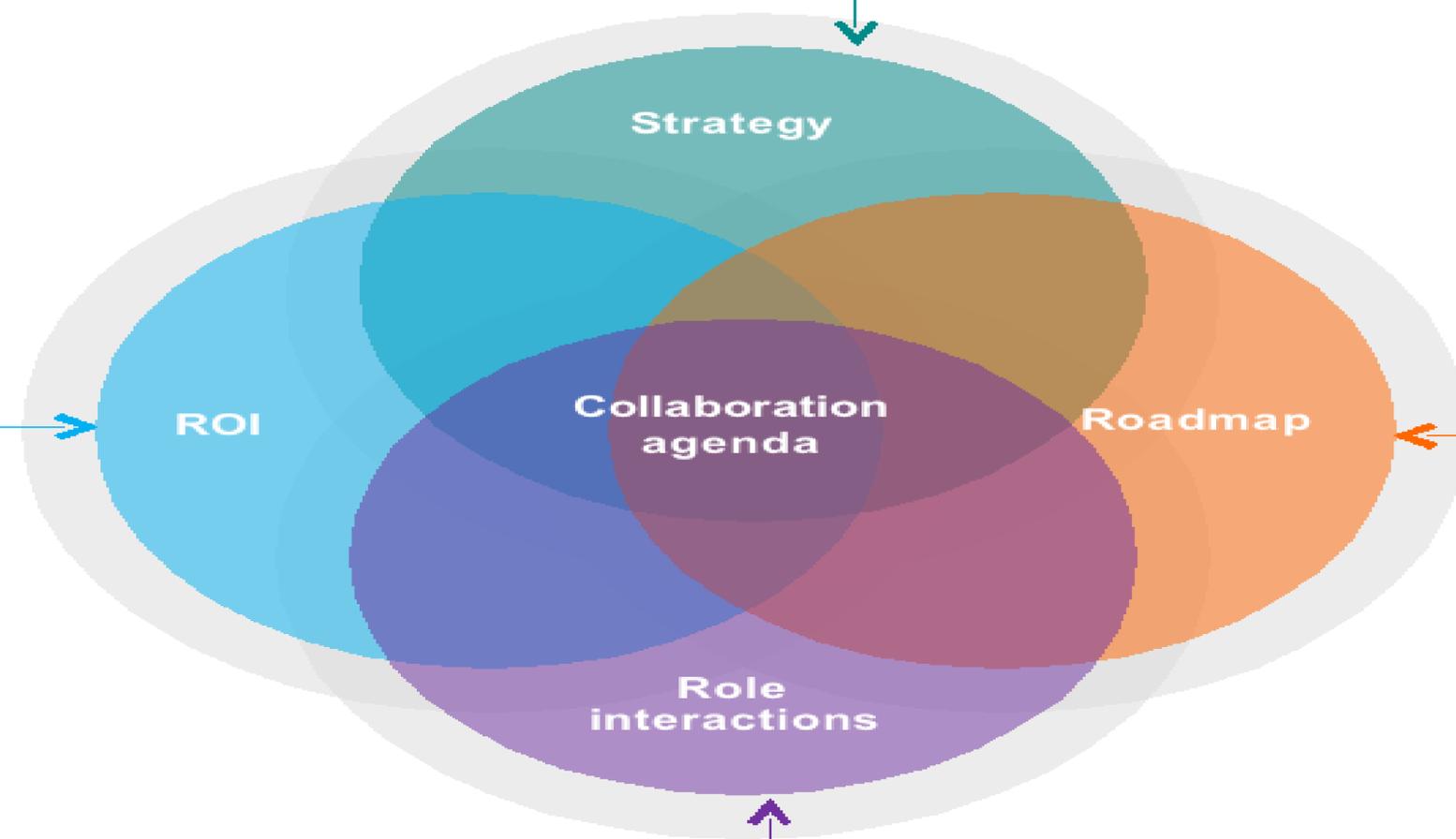
**New Notes Customers
since Launch of Notes 8**

- Announcing the Collaboration Agenda
- Transforms the way people work by industry
- IBM's vertical industry experts, software labs and consulting services to help clients realize measurable ROI from improving the way people interact
- Collaborate using the right social and collaboration tools based on specific role in the organization
- Connect easily and quickly with experts, partners, suppliers and customers beyond company firewalls



The Collaboration Agenda is an industry-specific approach to realize measurable value from improving the way people interact

Establish a strategy that optimizes fluid connections and interactions across customers, partners and employees



Tangible and measurable ROI

Establish an execution roadmap to balancing business impact, adoption and investment

Industry-specific role interaction patterns that map how people collaborate



Lotus knows what the future can look like.

IBM Project VULCAN

A vision for how people will collaborate in the future, based on:

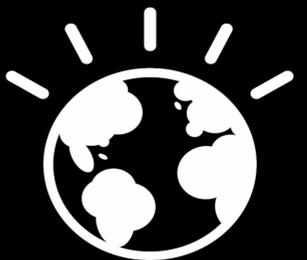
Continuity.
Convergence.
Innovation.
New Opportunities.

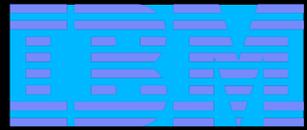
At IBM, we believe software can help people **work smarter**, one client at a time.

What's your vision for your organization?

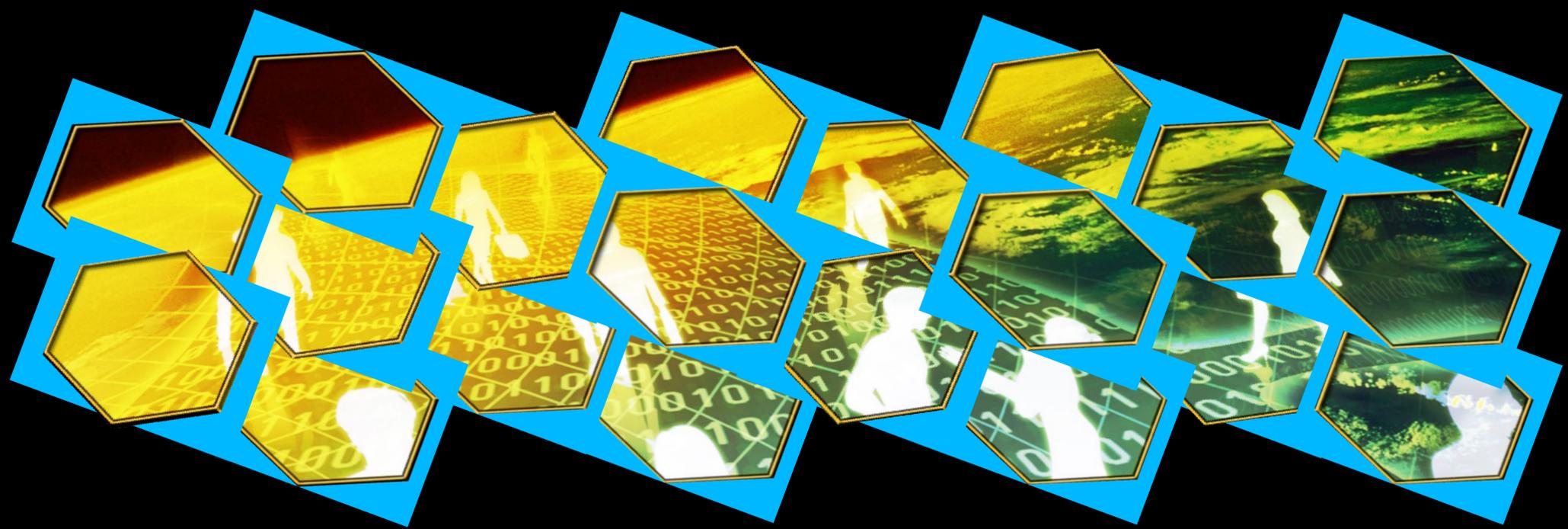
Let's Talk.

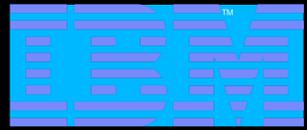
What's your biggest challenge?





collaboration
agenda™





Translating technological innovation into industry-specific contexts

**Industry Specific
ROI Metrics**
around collaboration capabilities

Banking

Insurance

Government

Healthcare Providers
& Payers



Industry events

HIMMS, March, 2010

AHIP, June, 2010

ACORD LOMA, May, 2010

SIBOS, October, 2010

China Banking Show, September, 2010

BAI Retail Banking, November, 2010

ACORD Implementation, November, 2010

And much more....

making the world work
smarter.
simpler.
greener.
safer.

“Working smarter together”

The Lotus Strategy 2010+

John C.P. Alessio
Vice President, WW Software Services
Lotus Collaboration and WebSphere Portal

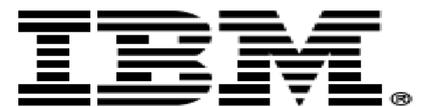


Blogs	Profile	Activities	Bookmarks	
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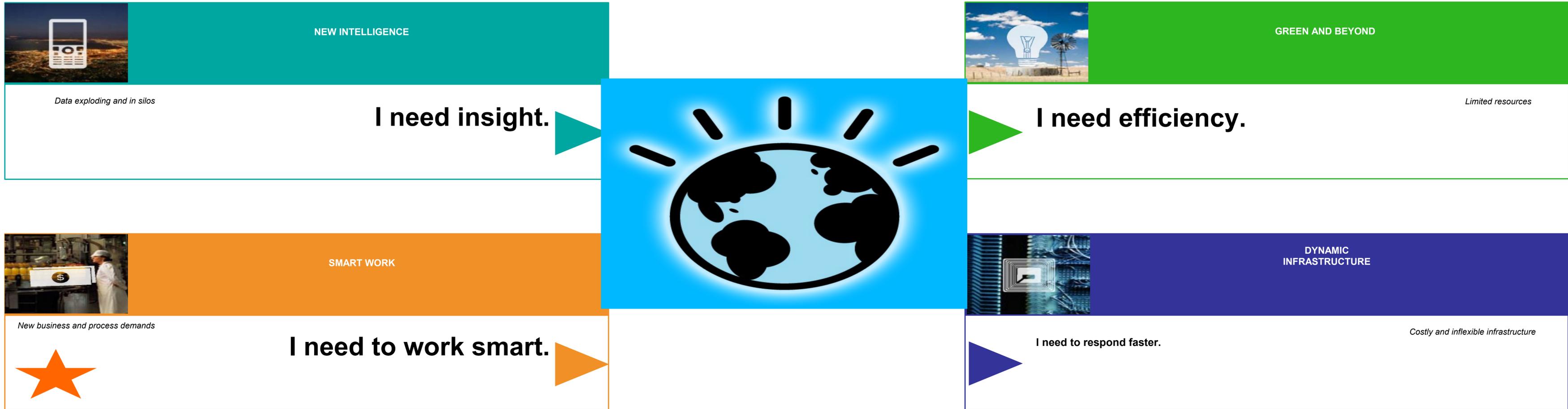


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bart1@us.ibm.com

[Send e-mail](#) | [More Actions](#)



IBM is at the forefront of managing this innovative change through four interrelated **smarter planet** imperatives...

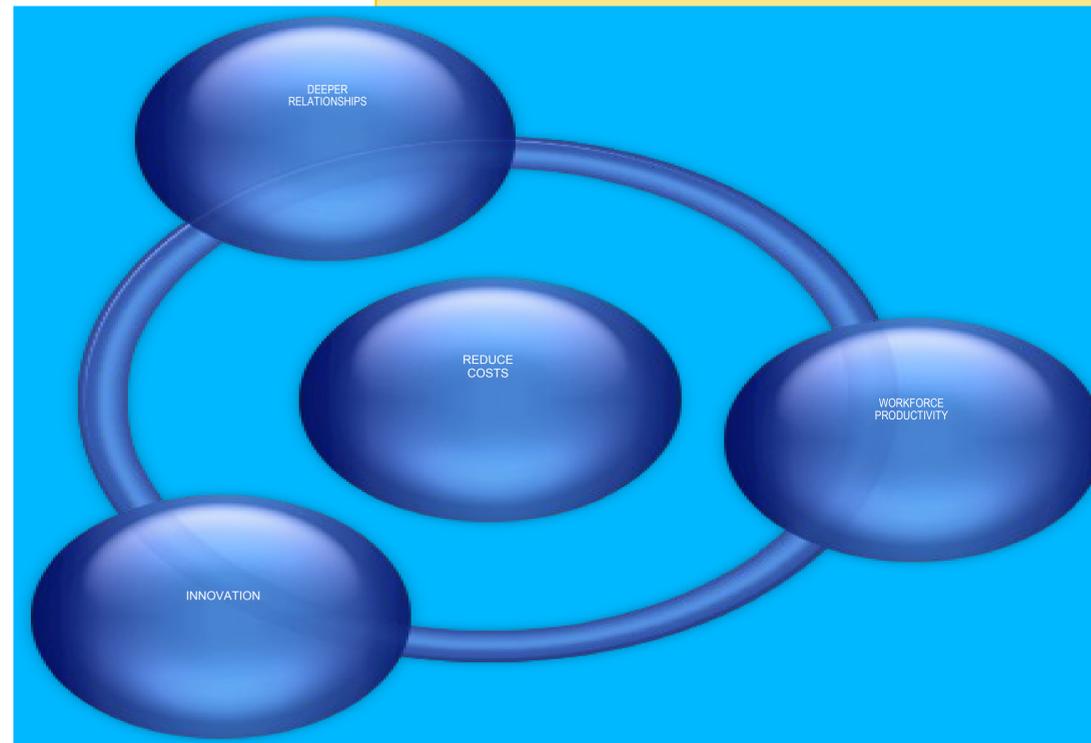


The Lotus Mission: Smarter Collaboration

- **Reduce costs**
to improve the effectiveness of your people while optimizing your costs
- Build **deeper relationships**
to work more closely with your clients and partners to protect your revenue streams
- Increase **workforce productivity**
to improve the agility of your business and quality your results
- Spur **innovation**
to position your company to grow while surviving the downturn

The Lotus Mission:

Empowering people to be **more effective,**
responsive and
innovative
in the context of the work they do



The IBM Collaboration Portfolio

growing

- Lotus Connections is the **fastest growing software** product in Lotus history
- Notes & Domino – **18,378 new customers** since ND 8 launched
- Portal **#1 in Worldwide Revenue** from 2001 to 2008**
- Over 300M named WebSphere Portal users in top 15 customers alone



innovating

- - Enterprise 2.0 "Smackdown in the Cloud" Winner
- - Unified Communications in Leader Quadrant
- - Symphony wins every relevant award for office productivity
- - LotusLive delivers richest collaboration and flexibility in the market to the cloud. Over 18 million users.



expanding

- - **More than Half** of Fortune Global 100 Now use Lotus Notes/Domino
 - 40% WW email market share**
- - **145M** Sametime customers
 - 30% of new customers are MS Outlook/Exchange users
- 7M people using IBM social collaboration
- Over 10M Lotus Symphony users and growing



partnering

- - Market leader in mobility and business applications
- - IBM has invested more than **\$1 billion** in Linux® development
- - **Via** partnerships LotusLive will extend to over **400 million** people
- - Over 10,000 Notes & Domino Business Partners, and growing



**Gartner Dataquest 2008

Why many customers have changed their "Outlook"...

Microsoft Exchange customers adding IBM Collaboration

Customers who have made large-scale change from Microsoft to Lotus

Logos of Microsoft Exchange customers adding IBM Collaboration: Intesa Sanpaolo, AXA, DBS, SNCF, SXC Health Solutions Corp., and PIA.

Logos of customers who have made large-scale change from Microsoft to Lotus: Panasonic (300,000), State Bank of India (300,000), KBC (60,000), Hyatt (50,000), PNC (50,000), Ineos (18,000), Continental (75,000), Rohm and Haas (15,000), and The Linde Group.

Lotus Notes/Domino customer deciding against Microsoft

Logos of Lotus Notes/Domino customers deciding against Microsoft: HSBC (320,000), Coca-Cola (25,000), Raytheon (30,000), Ameriprise Financial (30,000), Ericsson, Indofood, Novartis, Faysal Bank, and Energy Estonia.

Logos of Lotus Notes/Domino customers deciding against Microsoft: The Bank of New York Mellon (50,000), Amadori (1,000), US Bank (60,000), Farmers Group (5,000), Danone (9,000), Macy's (30,000), Suntel, and YapiKredi Sigorta.

collaboration agenda™



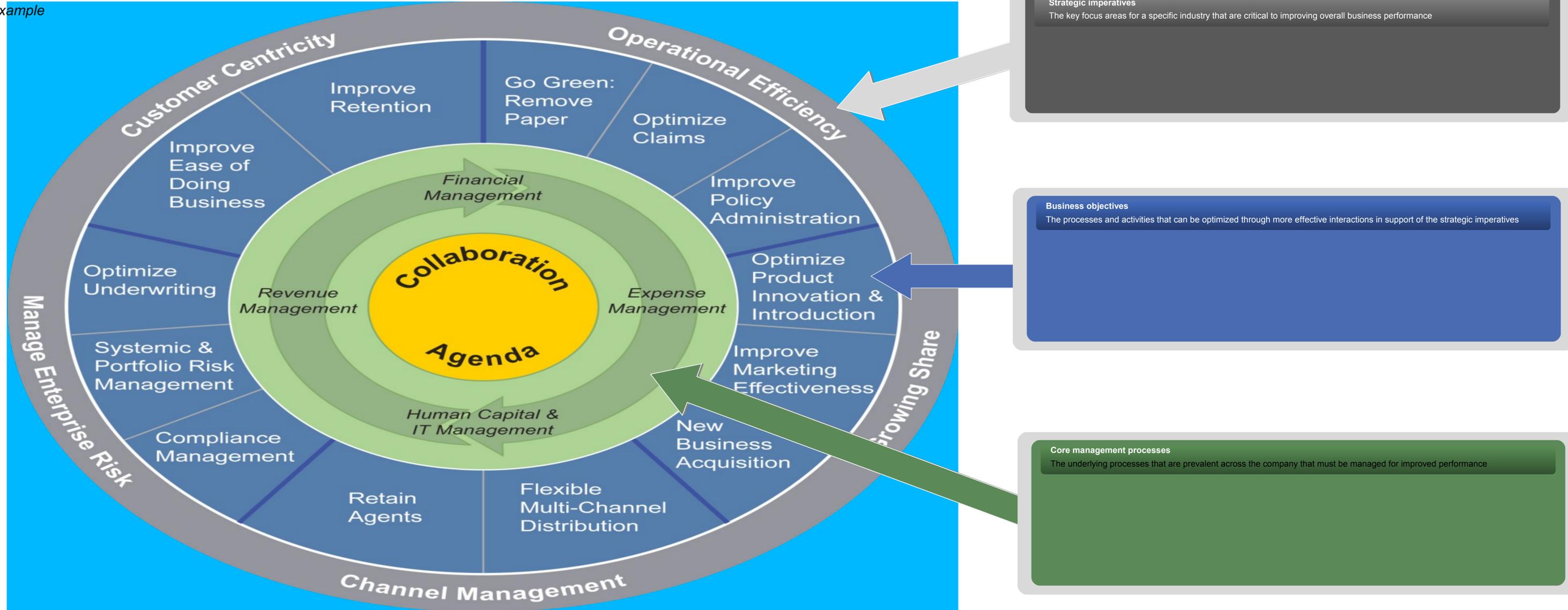
Translating technological innovation into industry-specific contexts

Industry Specific Teams focused on your business and your people

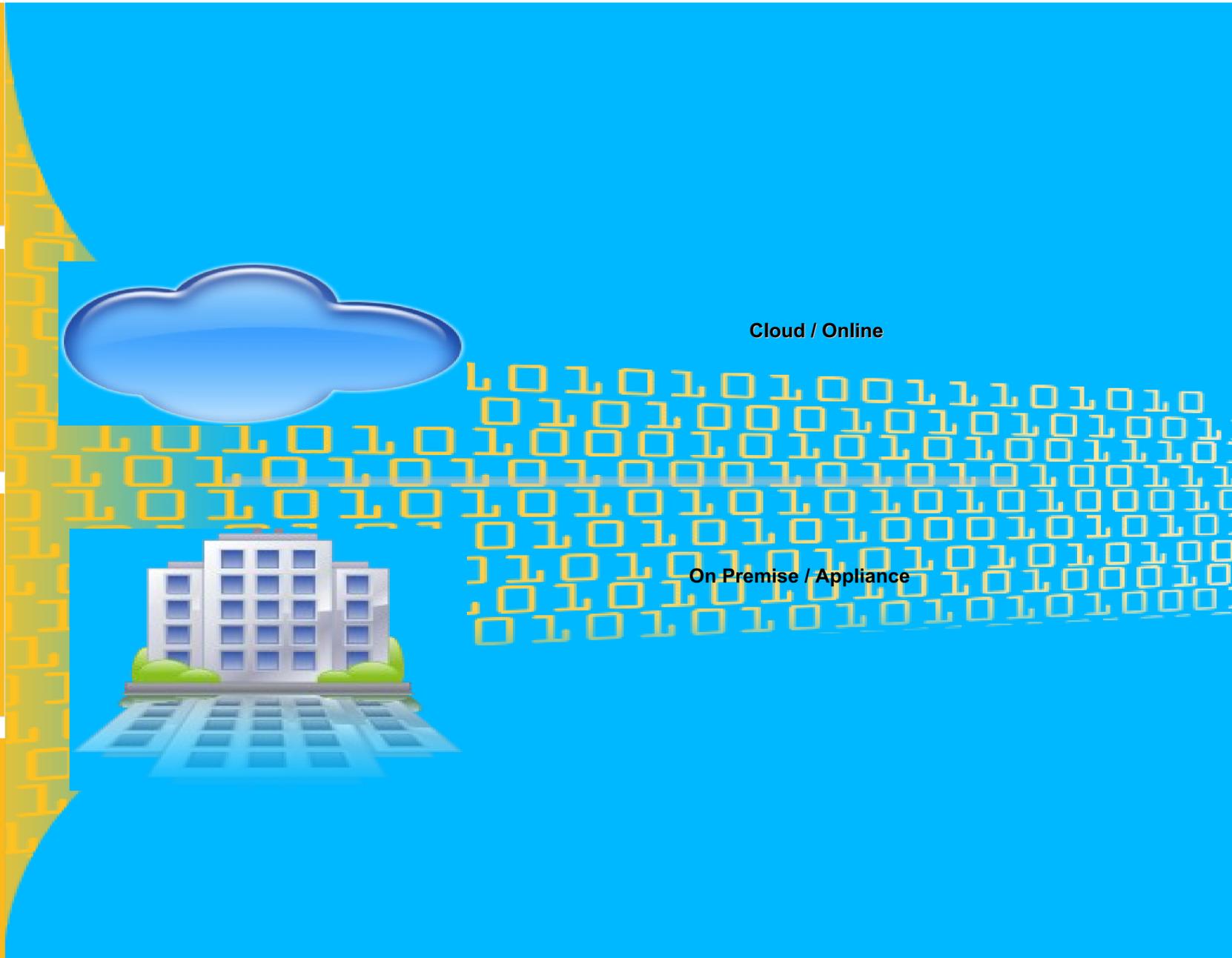
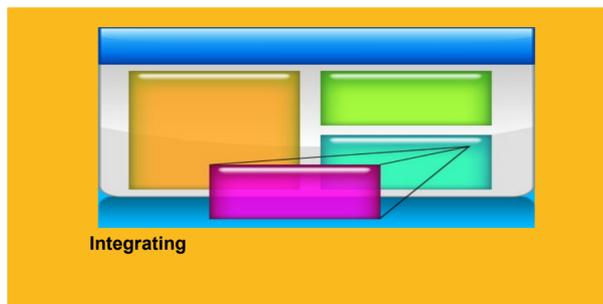
The Conversation is about how to advance your business objectives

A business optimization map identifies areas where an investment in collaboration can improve business outcomes

Insurance Example



Solution Delivery Strategy



knowledge accidents

organic sharing

wisdom of crowds

end user created content

Get out of mail ja...

Digital trail

LotusLive

- LotusLive Labs

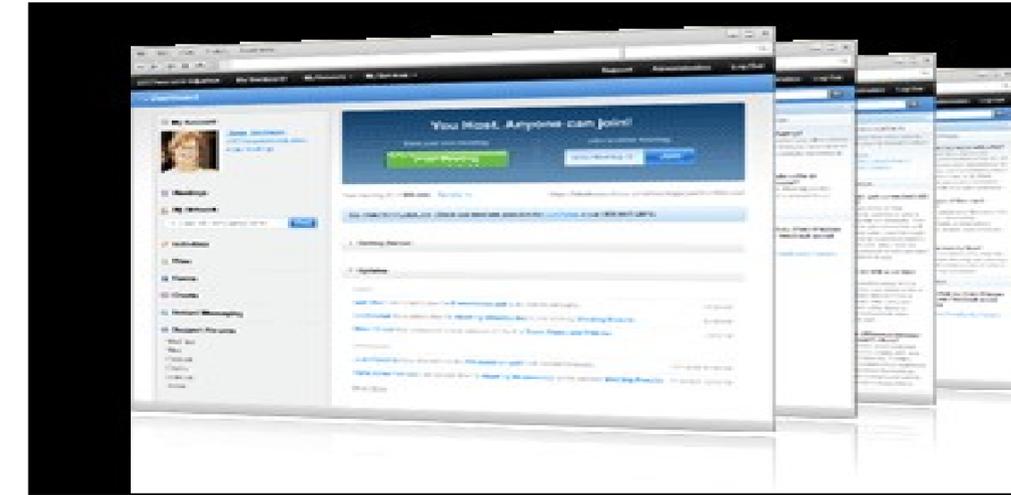
- Share IBM Research projects with customers
- Slide Library : create and share presentation slides (tagging)
- Event Maps : Interactive way to visualize and interact with conference calendar
- Composer : Create mashups for LotusLive ...

- Partner involvement

- Availability of API's to add services
- Digital signature availability (Silarix Technology)
- Skype, Prolifiq, Salesforce

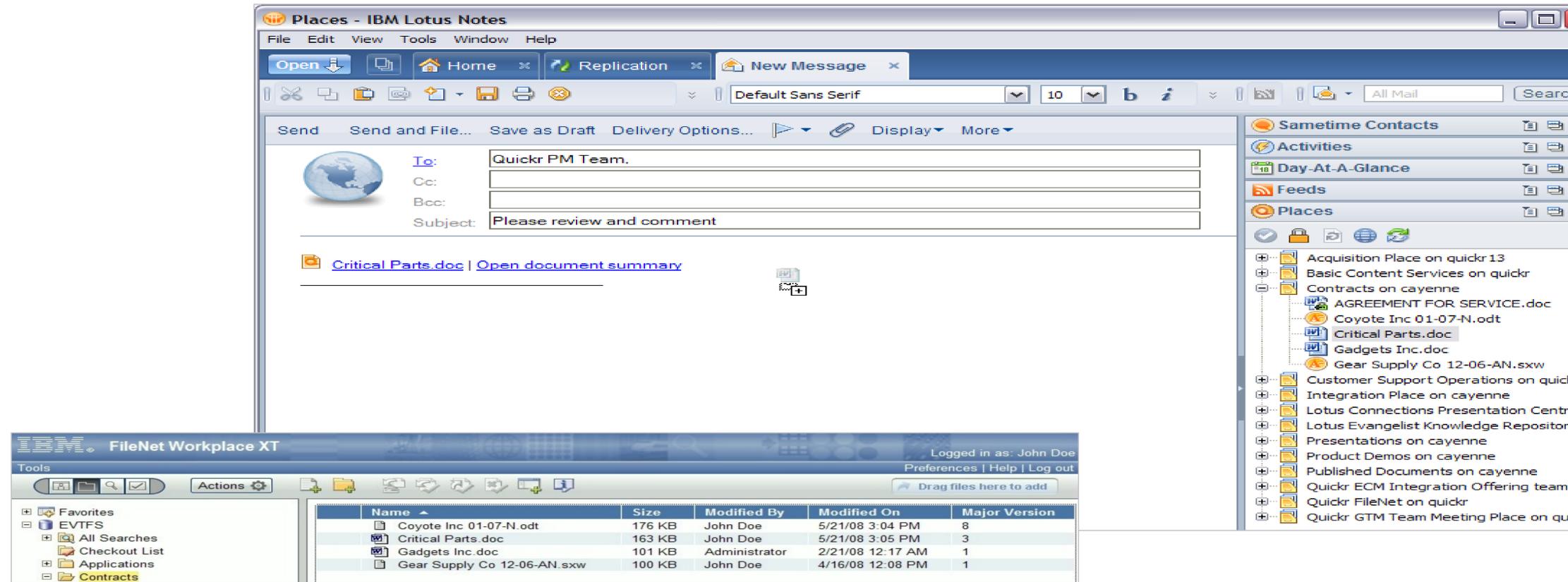
- LotusLive Notes

- Available as from 50 users
- 5 Gb mail, 99.9% service, IM, Notes & Web interface



Lotus Quickr 8.5

- New (unified) interface
- Domino & J2EE platform
- Metadata in connectors
- Integration ECM for Quickr Domino services
- New rich text editor
- Standard CMIS
- Alfresco partnership
- WPortal 6.1.5
- GA end May 2010
-



Social Networks : Connections 3.0

- Recommendations
 - Propose, suggest persons, content, groups, communities etc... to the user
- Video sharing
- GA end 2010

Recommendations ▾

Stay Healthy! ✕
1 contact authored
1 tag in common

Executive Mentoring ✕
1 contact authored

Do You Know? ▾



Frank Adams

[Remove](#)

- You share a direct manager
- You tagged Frank
- You commented on Frank's blog
- You share 3 communities
- You were both tagged by the same tag
- There are 4 tags you both used

Recommendations ▾

Track your Fitness ✕
1 contact authored

Stay Healthy! ✕
1 contact authored
1 tag in common

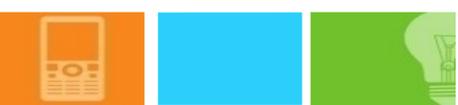
Gett ✕
1 contact

Jasmine Haj

Healthy Living Rebates ✕
1 contact authored

Executive Mentoring ✕
1 contact authored

1-5 of 100 Previous | Next



Mobility

- Lotus Traveler

- Android, Nexus One from Google
- Lotus Traveler Companion for Apple iPhone

- Partnership with Nokia

- Native integration for presence awareness and SUT

- Blackberry social

- Lotus Connections
- Lotus Quickr
- Symphony

App Store > Business > IBM Lotus



IBM Lotus Notes Traveler Companion

Description
IBM Lotus® Notes® Traveler Companion offers IBM Lotus Domino® mail extensions for Domino mail. Now, users who synchronize their Domino mail using IBM Lotus Notes Traveler have the additional feature of viewing Domino-encrypted mail on their iPhone!

[IBM Lotus Web Site >](#) [IBM Lotus Notes Traveler Companion Support >](#) [...More](#)

Free App

Category: Business
Released: Dec 22, 2009
Version: 1.4
Size: 1 MB
Languages: English
Seller: IBM
© 2010 IBM Corp.

Related to

Requirements: Compatible with iPhone and iPod touch. Requires iPhone OS 3.0 or later.

Customer Ratings
- - - - - Rate this

We have not received enough ratings to display an average for the current version of this application.

Screenshots





Customer Reviews [Current version \(0\)](#) [All versions \(0\)](#)

There are no reviews for the current version of this application. Be the first to write a review!

Sametime 8.5 meetings

The screenshot displays the Lotus Sametime Web conferencing interface. On the left, a 'Participants' list shows six members. Below it is a 'Library' section with a list of shared documents and URLs. A 'Discussion and Minutes' pane shows a chat log with messages from Gail Chao and Sam Curman. The main area shows a presentation slide titled 'Internal PR Plan' by Samantha Daryn. A 'Stop sharing' button is visible at the top. A 'Zero install client' banner is at the bottom right. A 'Raise Hand' and 'Record' button are at the bottom left. Five callout boxes provide additional information:

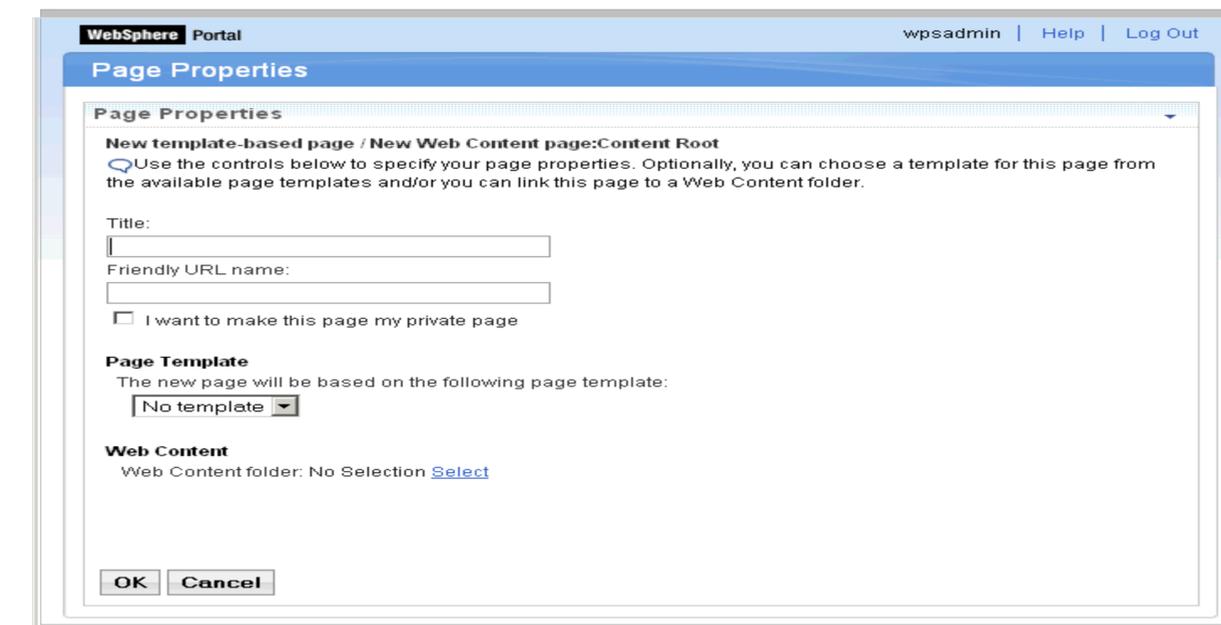
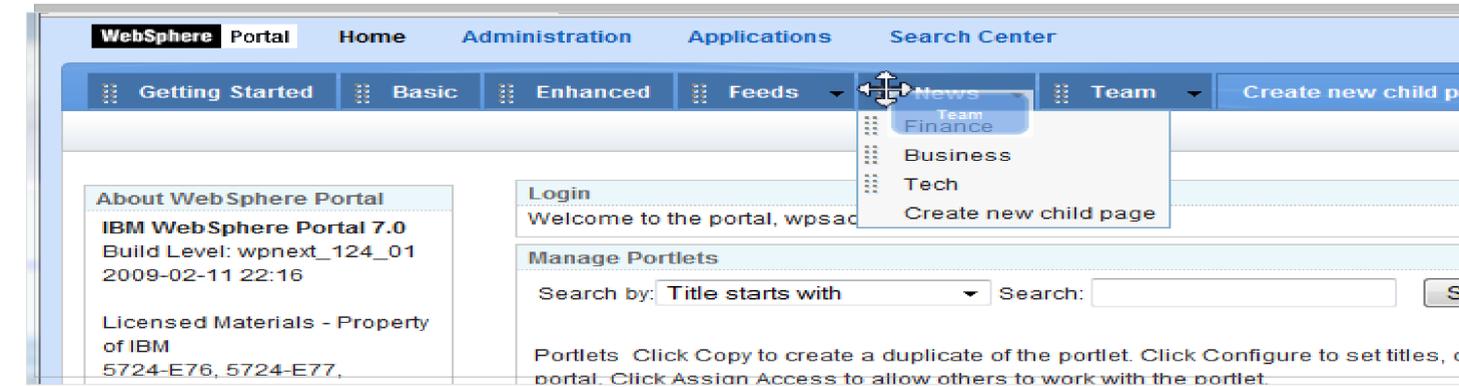
- Invite others by dragging from your buddy list into the room**: Points to the Participants list.
- Presenter tools - thumbnails of slides, laser pointer, annotations**: Points to the slide navigation controls.
- Materials stored in the meeting room library, which lists all documents and URLs shared in the meeting**: Points to the Library section.
- Record and save meetings to standard file format**: Points to the Record button.
- Desktop client - quick entry, as easy as joining a chat**: Points to the Zero install client banner.

Sametime 8.5 web access

- Goal
 - Customer only deploying web
 - Extranets
- Functions
 - AJAX : Zero download
 - NO Java
 -

WebSphere Portal 6.1.5

- **Page Builder** to simplify page creation
- **Portal "Lite" Mode** helps *improve cost-of-ownership* by dramatically reducing portal start-up time
- **Integrated Site Analytics** (ex Coremetrics)
- **WebDAV** For direct page editing in Portal by using ex. Dreamweaver®
- **Template Page** to create pages on existing templates
- **Mashup Integration** direct mashup creation on Portal page
- **Portal Now !** Total intranet/extranet solution with services and predefined portlets and content



Portal Beta
Available in the Cloud!



Collaboration Blueprint

IBM Project Vulcan





IBM Project Vulcan

- A blueprint for the future of collaboration and productivity

Continuity

*Roadmap starts today with current Lotus products
Apps run unmodified*

Convergence

*Hybrid deployments
Consistent system, loosely coupled
Mobile, browser and Notes experiences*

Innovation

*Enhanced collaboration tools
New productivity based on analytics, co-editing, etc.*

Opportunity

*New applications integrating collaboration and processes
Open programming model*

Home

New Reply Reply to all Forward Views

Share something Send e-mail Start discussion topic New blog post New task

What are you working on right now?

Applications contribute major actions to the page so you don't have to leave what you are doing.

Dennis Michaels is about to close a big deal with Greenwell. Moments ago from Status Updates

Cognos Alert: Pierre Dumont's pipeline is below thresholds you set. Moments ago from Cognos Sales Dashboard

Ron Espinosa sent mail Items for upcoming agenda to me I'm collecting agenda items for the upcoming client meeting... 5 minutes ago from mail

Expense notification: Ron Espinosa has submitted an expense report 8 minutes ago from Renovations Sales Expense System

Aggregate content relevant to your work from any application or feed.

Samantha Daryn assigned to-do item to me Contact HR about approved vendors Due Thu 10:56 PM There are a number of approved vendors on the list and available in our extended network, depending on which region we are working in. I'd like to start compiling that list and determine their availability. 8 minutes ago from Activity: Vendor Management

Minh Li added you to a group meeting. 12 minutes ago from Sofia Project Place

News Feed: New Advances Made on H1N1 vaccine 12 minutes ago from Industry News Feed: Healthcare Alerts

Heather Reeds is on the phone with legal. 12 minutes ago from Status Updates

Dan Misawa shared a video with me



Extensible, unified alerts service.

Pecha Kucha - Sales Team Jan 30 - 1:00 - 2:00 PM Quarterly Sales Kickoff Feb 1 - 10:00 - 11:00 AM

- 3 Invitations to Connect: Herb Medway Copy Writer, Leo Fedynsky Director of Policies & Programs, Rebecca Gestner Sales Manager

Do You Know? Mali Vo Senior Vice President, Sales Connect

You are related via organizational structure You have 3 mutual connections You share 7 communities

Notes Administrator Lotus Notes client updates have been installed. Restart for changes to take effect.

ALERTS 3 of 3

Top Updates

Following List

Flagged

Discover

Collections

- Project Sofia
- Sales Info
- Market Watch
- My Team

People & Groups

- Samantha Daryn
- Dan Misawa
- Frank Adams
- Gail Chao
- Heather Reeds
- Dennis Michaels
- Ron Espinosa
- Simone Dray

Sources

Tags

Share something Send e-mail Start discussion topic New blog post New task

What are you working on right now?

Dennis Michaels is about to close a big deal with Greenwell.
Moments ago from Status Updates

good luck, let me know if you need help.

Attach:

Post Comment

Cancel

See it, act on it, move on.

Cognos Alert: Pierre Dumont's pipeline is below thresholds you set.
Moments ago from Cognos Sales Dashboard

Ron Espinosa sent mail **Items for upcoming agenda** to me.
I'm collecting agenda items for the upcoming client meeting...
5 minutes ago from mail

Expense notification: Ron Espinosa has submitted an expense report for your approval.
8 minutes ago from Renovation Sales Expense System

Samantha Daryn assigned to-do item to me **Contractors about approved contractors** Due Thu 11:25 PM
There are a number of approved vendors on the list... our extended network, depending on which region we are working in. I'd like to start comp...
8 minutes ago from Activity: Vendor Management

Increase the value and usage of existing applications by bringing them to the user at the right time.

Minh Li added you to a group meeting.
12 minutes ago from Sofia Project Place

News Feed: New Advances Made on H1N1 vaccine
12 minutes ago from Industry News Feed: Healthcare Alerts

Heather Reeds is on the phone with legal.
12 minutes ago from Status Updates

2 Meeting Invitations

- Pecha Kucha - Sales Team**
Jan 30 - 1:00 - 2:00 PM
- Quarterly Sales Kickoff**
Feb 1 - 10:00 - 11:00 AM

3 Invitations to Connect

- Herb Medway**
Copy Writer
- Leo Fedynsky**
Director of Policies & Programs
- Rebecca Gestner**
Sales Manager

Do You Know?

- Mali Vo**
Senior Vice President, Sales
- Connect

You are related via [organizational structure](#)
You have 3 mutual connections
You share 7 communities

Home

New Reply Reply to all Forward Views

Frank Adams

Top Updates

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To: Ron Espinosa, Simone Dray, Gardner Raynes, Jasmine Haj

Cc:

Subject: Re:Items for upcoming agenda

Attach:

Ron - Here are my items:

Send Cancel

Eliminate context switching by replying in place.

Dynamic list of people you currently work with most often.

- 2 Meeting Invitations
- Pecha Kucha - Sales Team Jan 30 - 1:00 - 2:00 PM
 - Quarterly Sales Kickoff Feb 1 - 10:00 - 11:00 AM

- 3 Invitations to Connect
- Herb Medway Copy Writer
 - Leo Fedynsky Director of Policies & Programs
 - Rebecca Gestner Sales Manager

Do You Know?

Mali Vo Senior Vice President, Sales

Connect

You are related via organizational structure

You have 3 mutual connections

You share 7 communities

- Expense notification: Ron Espinosa has submitted an expense report for your approval. 8 minutes ago from Renovations Sales Expense System
- Samantha Daryn assigned to-do item to me Contact HR about approved contractors Due Thu 10:59 PM There are a number of approved vendors on the list and available in our extended network, depending on which region we are working in. I'd like to start compiling that list and determine their availability.

Getting started: Accelerating your time to value



IBM Software Services for Lotus provides the technical and subject matter expertise needed to design and deploy solutions that can help maximize the return on your Lotus and WebSphere Portal investment and optimize the performance of your mission-critical applications.

▪ **Consulting**

- Assessment and planning
- QuickStarts and pilots
- Deployments
- Health checks and environment reviews
- Innovative solutions to business/IT challenges

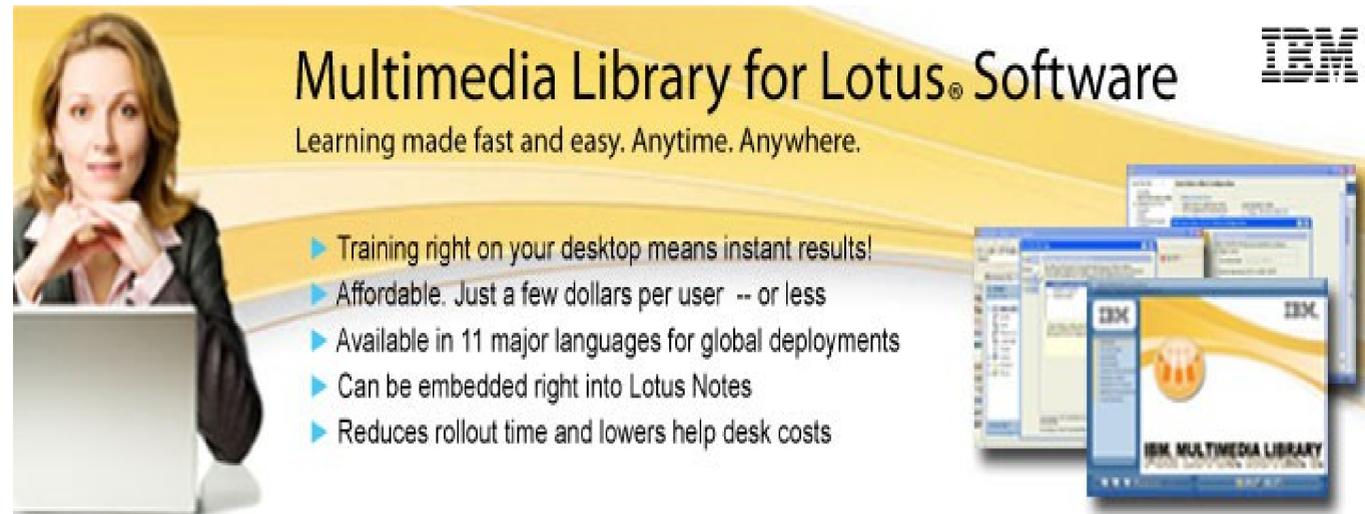
▪ Sample services include: LotusLive Onboarding, Portal NOW, Portal Health Checks, Notes/Domino Upgrades and Application Modernization, Social Software Business Adoption Services, Atlas for Lotus Connections, Sametime Compliance and Security, Virtual Collaboration for Lotus Sametime, Lotus and Portal Technology Integration, and much more!

▪ **IBM Software Accelerated Value Program**

- Personalized guidance on deployments and upgrades
- Single point of contact with IBM
- Best practice knowledge sharing
- Pro-active problem resolution

Over 700 technical professionals globally!

Getting started: Accelerating product adoption



Multimedia Library for Lotus® Software

Learning made fast and easy. Anytime. Anywhere.

- ▶ Training right on your desktop means instant results!
- ▶ Affordable. Just a few dollars per user -- or less
- ▶ Available in 11 major languages for global deployments
- ▶ Can be embedded right into Lotus Notes
- ▶ Reduces rollout time and lowers help desk costs

Product	Courses	Lessons	Video tutorials
Lotus Notes	2	10	More than 1,000
Lotus iNotes	1	13	More than 275
Lotus Sametime	1	5	More than 275
Lotus Quickr	1	4	More than 275
Lotus Connections	1	4	More than 275

The Multimedia Library for Lotus Software is a comprehensive collection of hundreds of tutorials and video clips available in 11 languages that show users how to perform essential tasks. This affordable no-travel training solution is now available for Lotus Notes, Sametime, Quickr, and Connections!

Education and Certification

IBM Lotus Education offers the training you need in a format that works best for your schedule, your budget, and your employees' learning styles.

- Public classroom training
- Custom training onsite
- Anywhere/anytime 'no-travel training':
 - Instructor-led online classes
 - Self-paced virtual classes
 - E-learning
- Embedded learning
- Lotus and WebSphere Portal conferences/seminars
- Webinars
- Educational blogs, wikis, and forums
- Technical certification roadmaps and competency exams

THANK YOU

Market leadership across the portfolio

7M people are using IBM **social collaboration** software

Over 280,000 Lotus developers and over 10 million **IBM Lotus Notes** applications in use today

IBM WebSphere Portal is #1 market share for 8 years running

Over 12 million 'free' **Lotus Symphony** users worldwide....and growing

Over 300 million named **WebSphere Portal** users in top 15 customers alone

LotusLive has over 18 million users and is the largest single cloud engagement to date

More than half of Fortune Global 500 now use **Lotus Notes and Domino**

IBM places in Leader Quadrant in Gartner for **Unified Communications**

After debuting in 2007, **Lotus Connections** was the fastest organic growing software product in IBM history

35% of the Fortune 100 have purchased IBM **social collaboration** software

The Connected Planet

2 Billion
people will be on
the web by 2011

4 Billion
mobile phone
subscribers worldwide

42%
make decisions with the wrong
input at least once a week



500 Million
Social networking
users by 2012

1 Trillion
connected intelligent
devices in the world

\$650 Billion
in productivity is lost because of unnecessary
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