Lotus knows.

Smarter software for a Smarter Planet.

Smarter Collaboration Means New Ways of Working – Not New Costs, Leverage On-Premise, Cloud and Appliance Delivery delivery Models to Save!

Tony Lee | LotusLive Sales Leader, IBM Software Group Asia Pacific

lotusknows.com

C:\Documents and Settings\NCReddy\My Documents\LOTUSLIVE\demos\Videofiles\SMS for Life 2_10_10.mp4

CREATED WITH LOTUS® SYMPHONY™

IBM.

The Power of Collaboration

135 Villages in Tanzania

>1 Million People

75% reduction in outages of drugs

IBM

IBM Collaboration Strategy

CREATED WITH **LOTUS® SYMPHONY**™

IBM
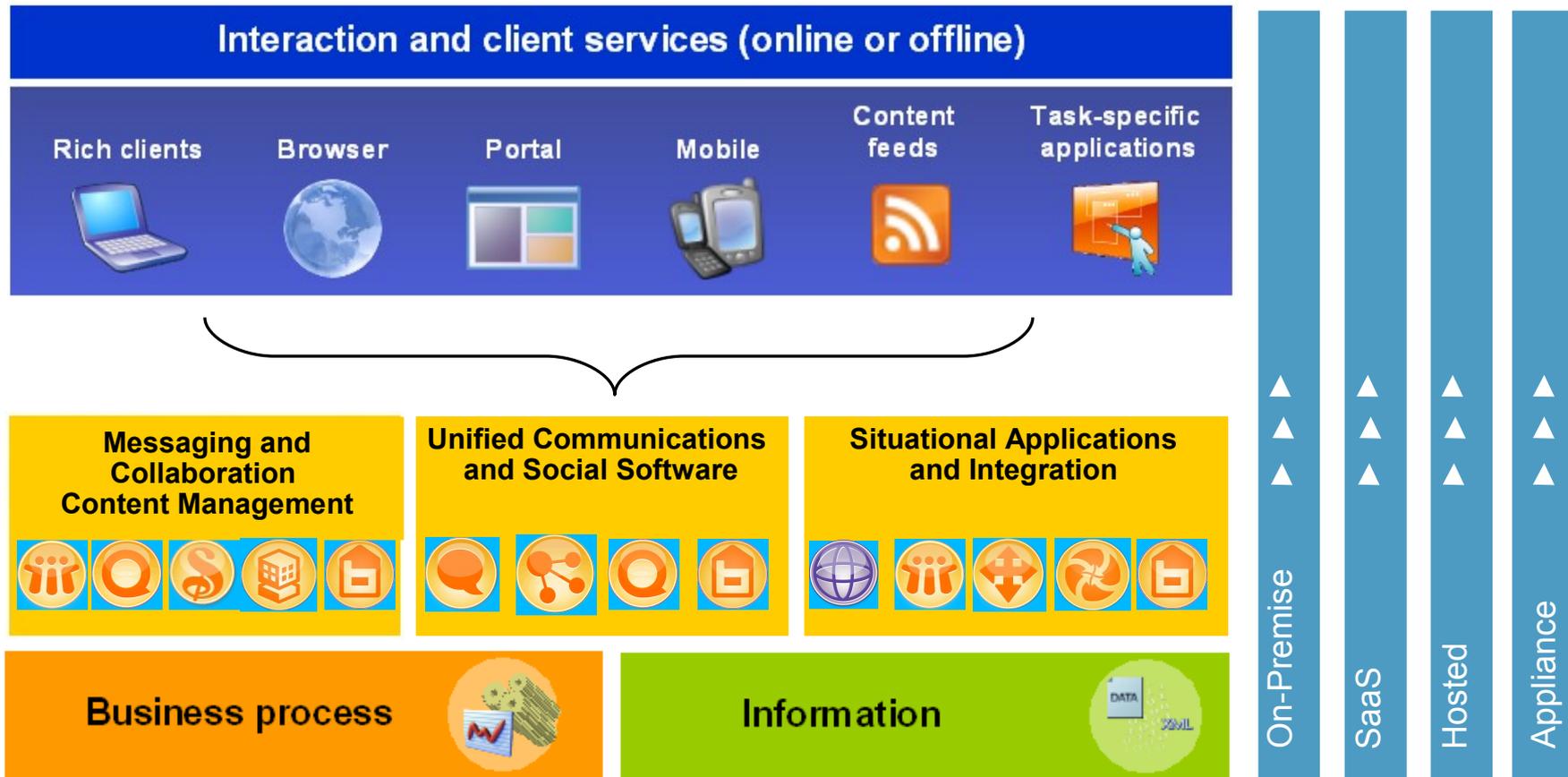
IBM Provides Collaboration for All User Types
Delivering Collaboration and Composite applications to suit all work styles
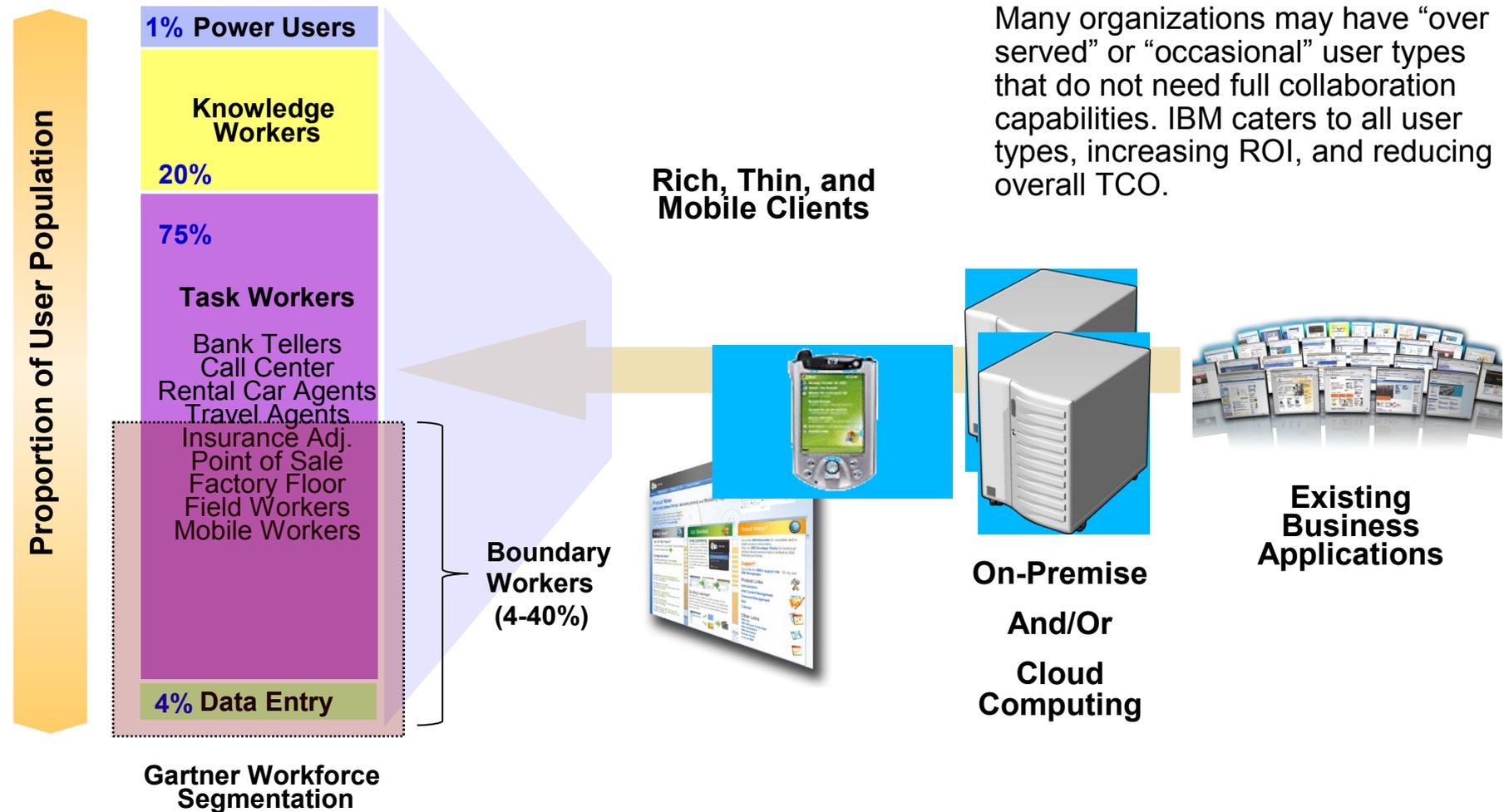
Leveraging User Segmentation:

Many organizations may have "over served" or "occasional" user types that do not need full collaboration capabilities. IBM caters to all user types, increasing ROI, and reducing overall TCO.

Proportion of User Population

1% Power Users

Knowledge Workers

20%

75%

Task Workers

Bank Tellers
Call Center
Rental Car Agents
Travel Agents
Insurance Adj.
Point of Sale
Factory Floor
Field Workers
Mobile Workers

Boundary Workers (4-40%)

4% Data Entry

Gartner Workforce Segmentation

Rich, Thin, and Mobile Clients

On-Premise

And/Or

Cloud Computing

Existing Business Applications

Supporting Flexible Delivery Models

On-Premise *MANAGED BY IT DEPARTMENT OR PARTNER*		Cloud Delivered *IBM MANAGED*	
Software	*Appliance*	*Dedicated, Virtualized Environment*	*Multi-Tenant SaaS Environment*
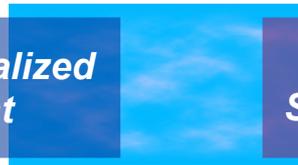
On-Premise — Software
- Benefits
- Allows for advanced customization to meet customer needs
- Managed by IT dept
- All data resides local and inside the firewall
- Predictable costs
- Managed upgrades
-

On-Premise — Appliance
- Benefits
- Easy to install/maintain
- Managed by customer or partner
- Toolkits available for customization by partner or customer
- All data inside your firewall

Cloud Delivered — Dedicated, Virtualized Environment
- Benefits
- Subscription pricing model
- Scales to meet customer demand
- Updates are applied transparently
- Virtualized environment per customer
- Deep levels of customization available
- Negotiated SLAs

Cloud Delivered — Multi-Tenant SaaS Environment
- Benefits
- Subscription pricing model
- Scales to meet customer demand
- Updates are applied transparently
- Multi-tenant environment for all customers
- Standard offering, little customization
- Standard SLAs

The most effective business solutions may need a combination of delivery models

IBM Lotus Foundations is optimized for small business

- **The Lotus Foundations family is a series of *on-premise* software servers**

- Provides the essential IT services to easily and efficiently run a business with 5 – 500 employees

- Leverages IBM and 3rd party technology to provide a complete small business platform

- Deploys in under 30 minutes

- Designed to accommodate growth

- Requires no in-house IT resources

- Self-managing, self-healing and self-configuring

- Provides advanced remote administration capabilities

- Delivered through business partners

- Compatible with both IBM and 3rd party hardware platforms

CREATED WITH **LOTUS® SYMPHONY™**

IBM

Lotus knows.
Smarter software for a Smarter Planet.

Lotus Foundations Branch Office
Medium and Large Domino Customers with Distributed Environment

- The What?= Domino Managers' "Dream Come True"
  - On- Premise SW Appliance (inside firewall)
  - Totally Integrated Solution (HW, OS, and SW Applications)
    - Ship a preconfigured system, "drop and deploy" at remote site
  - Autonomics: RAS (reliable, accessible, scalable)
  - Remote Management Support
    ("Domino Administrator in-a-box")
  - 3rd Party Applications deployed on
    SW Appliance (Domino, WIN, Linux)
  - Continual Data Back-up (IDB),
  - Disaster Recovery (Minutes not Days)
-

Head office existing Lotus Domino infrastructure

Security: Firewall and VPN
Disaster recovery
Backup
File and print services
Web, email, collaboration
File System AntiVirus
Remote access
Business applications on Microsoft Windows
Connectivity

CREATED WITH LOTUS SYMPHONY

IBM.

What is Cloud/SaaS computing?

Software as a Service is the delivery of application functionality via a subscription model over the Internet. The customer does not take ownership of the software but rather 'rents' a total solution that is delivered remotely.

SaaS adoption is being driven by businesses' pursuit of cost savings and quicker implementations, as well as wider availability of high-speed Internet connections…initial concerns regarding the SaaS applications' security and reliability have faded somewhat as the model has matured, Gartner added

Gartner – PCWorld 10/22/08

eWEEK

Gartner Sees Great SAAS Enterprise App Growth Despite Downturn

eWeek 10/24/08

ChannelWeb

Arrow Electronics Looks At SaaS, Networking Offerings

ChannelWeb 02/26/09

InformationWeek

SaaS Revenue Growing, Market Set To Double By 2012

InformationWeek 10/23/08

COMPUTERWORLD

SaaS still on the rise, despite IT spending slowdown

ComputerWorld 02/09/09

InfoWorld

McAfee builds SaaS arm - Security vendor establishes a business unit to house hosted offerings

InfoWeek 02/02/09

ITWORLD AN OPEN EXCHANGE

Half of developers plan to work on SaaS in '09

ITWorld 01/12/09

Gartner estimates SaaS market to grow 24% reaching $15B by 2012 of which collaboration is valued at $5B

Gartner, Market Trends: Software as a Service, Worldwide, 2007-2012, 8/08

SaaS market will trump economic woes, the harsh economic climate will actually accelerate the growth prospects for the SaaS model as vendors position offerings as right-sized, zero-capex alternatives to on-premise applications…

IDG - Silicon Republic 01/27/09

CREATED WITH LOTUS SYMPHONY

IBM.

Collaboration is 1/3 of the Cloud Opportunity

Figure 2. Total Software Revenue Forecast for SaaS Delivery Within the Enterprise Software Markets, 2007-2012

Millions of Dollars

Legend:
- Other Application Software
- SCM
- ERP
- CRM
- DCC
- Office Suites
- CCC
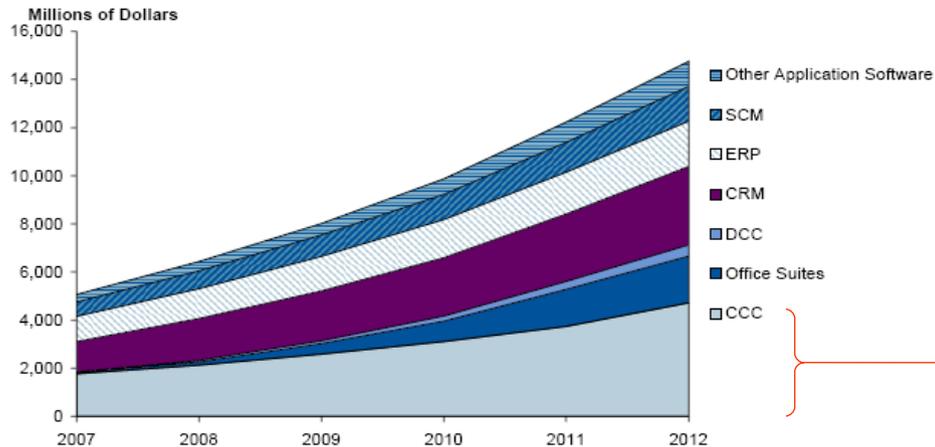
Source: Gartner (August 2008)

Table 1. Total Software Revenue Forecast for SaaS Delivery Within the Enterprise Application Markets, 2007-2012 (Millions of Dollars)

	2007	2008	2009	2010	2011	2012	CAGR (%) 2007-2012
CCC	1,769	2,127	2,588	3,113	3,737	4,715	21.7
Office Suites	62	134	441	845	1,540	1,941	99.2
DCC	16	70	115	215	330	467	96.1
CRM	1,265	1,737	2,074	2,419	2,803	3,258	20.8
ERP	1,045	1,239	1,428	1,588	1,734	1,884	12.5
SCM	603	746	890	1,048	1,240	1,438	19.0
Other Application Software	309	387	483	638	839	1,049	27.7
Total Enterprise Software	5,068	6,439	8,018	9,865	12,224	14,752	23.8

Source: Gartner (August 2008)

- *Web Conferencing* – more than 70% of total market revenue is SaaS-based; on-premise are increasingly taking hold and so are hybrid offerings

- *E-mail* – is much more focused on consumer segment rather than enterprise with current SaaS e-mail delivery at less than 10% of total enterprise spending.

- *Team collaboration* – SaaS represents 47% of total market revenue gaining in popularity due to social software influence and growth of virtual teams.

- *Instant messaging* – total market spending at about 7%; more focus on instant messaging hygiene.

- *ECM* – very small adoption in the range of 2-3% of total spending with early adoption for Web content management and in related markets such as e-mail management, records management and digital asset management

- *E-learning* – rapid adoption with more than 60% of total software spending attributed to SaaS; key factor for provisioning large distributed users quickly

And the numbers speaks for themselves

- Employees work with those outside of their location
    - 30% work with people outside of their location – *Forrester Research*
    - 11% work with people outside of their company – *Forrester Research*
    - 11% of trainings are now held on web conferences resulting in a 163% increase in attendance – *1080 Group*
    - 20% Reduction in Travel allowed by firms by 2010 due to economic factors (forcing adoption of collaborative tools) - *PhoCusWright*
    - 40,000 – The # of IBMers that work from home offices in the US. This is a global trend.
    -

- With Cloud, enabling the extended enterprise is easier and cheaper
    - 22% Savings using SaaS email – *SpringBoard Research*
    - 24% Savings using SaaS Collaboration – *SpringBoard Research*
    -
   -
-

Capitalizing on Cloud Computing

- Help reduce costs

- Extend your enterprise

- Provide new capabilities quickly

  – Extend IT resources

  – Level playing field for SMEs/SMB companies and Departments/LOBs

IBM.

IBM LotusLive™ Strategy
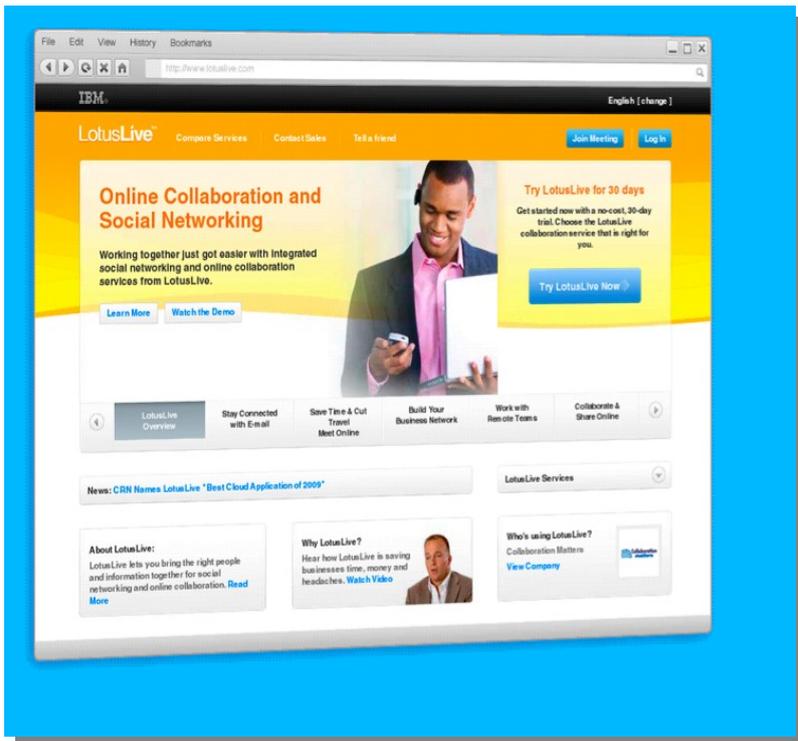
- Simplify and improve interactions with customers and partners – *External Collaboration*

- Create rich, secure collaboration in the cloud – *SaaS platform for collaboration*

- Integrate on-premise applications with cloud-based solutions – *Hybrid deployments/choices*

LotusLive – Offerings all in Market today

Web Conferencing

•LotusLive Meetings
•A full-featured, easy to use Web conferencing service
•

LotusLive Events
Provides tools to create, manage and conduct webinars for up to 999 attendees

Collaboration

LotusLive Engage
An integrated suite of tools that combines your business network with collaboration and conferencing services

LotusLive Connections
Combines your business network with collaboration services

eMail

LotusLive Notes
An online version of IBM's popular Lotus Notes email and calendaring & scheduling product

LotusLive iNotes
Web-based messaging service for e-mail and personal calendar

www.LotusLive.com

IBM.

Why LotusLive Collaboration Offerings?

- Any company can use LotusLive – IBM customers and non-IBM customers

- Easy to use, integrated services - allow customers to easily connect and work with people outside or inside their organization

- Built on open, Web 2.0 technologies, so it can be integrated with other applications - allowing customers to extend their on-premise investments to the cloud AND create new applications with 3rd-party integration via partners

- IBM can be trusted to deliver secure, reliable, compliant solutions

- It's a Green Technology that will save the company money & heighten corporate image

LotusLive enables more customers to work together - easily and affordably

Gus Bahamondes

Director of IT, Panasonic NA

C:\Documents and Settings\NCReddy\My Documents\LOTUSLIVE\demos\Videofiles\PANASONIC_2_10_10.mp4

CREATED WITH **LOTUS® SYMPHONY**™

IBM

2010

- More email choices
-
- LotusLive Collaboration Platform
-
- Innovations

IBM.

LotusLive Notes®

- Optimized to support hybrid on-premise and cloud deployments
-
- Directory synchronization between on-premise directories and the cloud
-
- Entitlement for use of either a browser or the Lotus Notes client
-
- Reduction in the minimum subscription from 1,000 to 25 users
-
- IBM Lotus Sametime instant messaging support
-
- 5GB standard mailbox quota
-
- Beta in Q2

CREATED WITH LOTUS® SYMPHONY™

IBM

LotusLive − A Collaboration Integration Platform
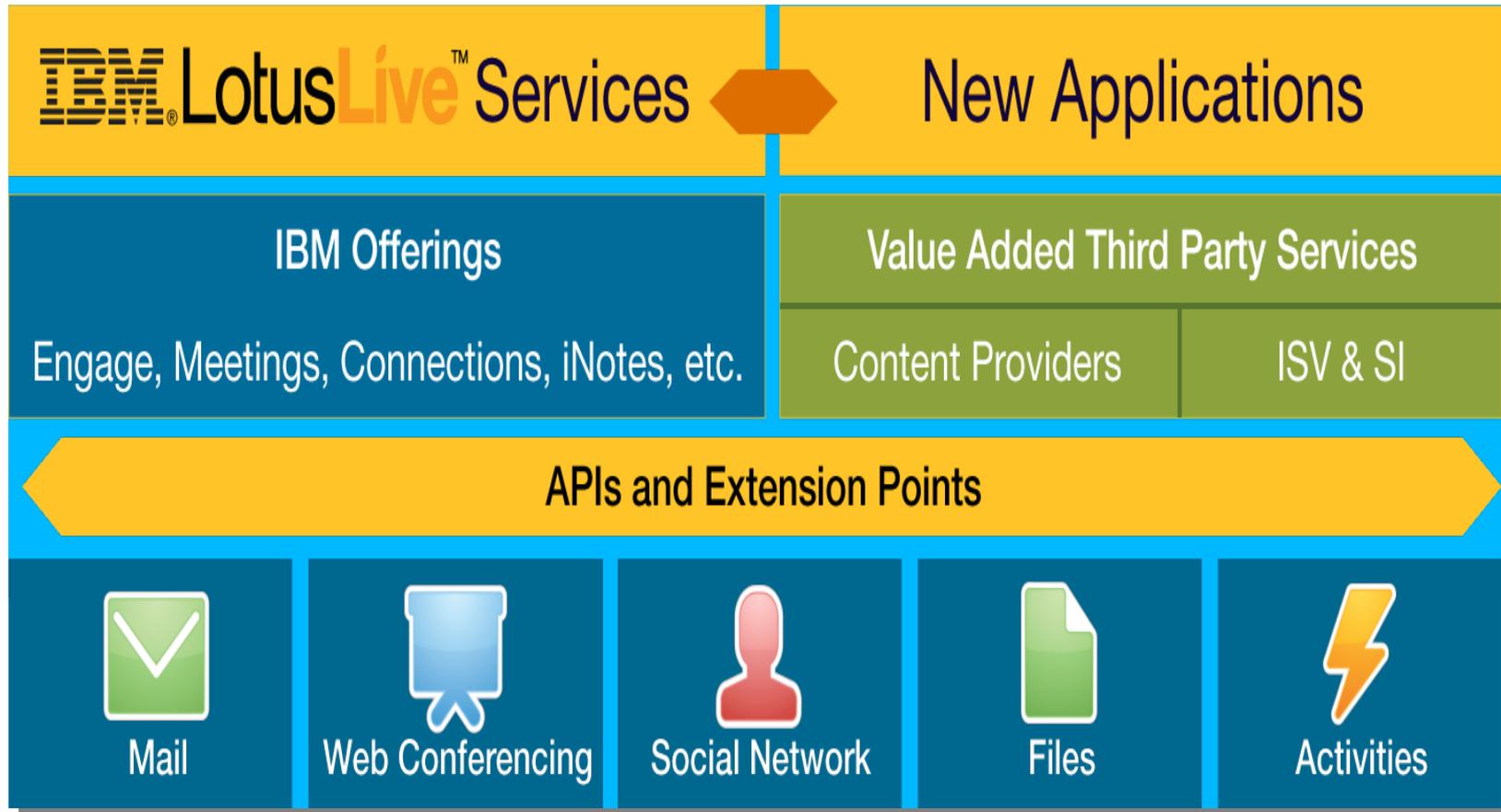
Information on new products is intended to outline our general product direction and it should not be relied on in making a purchasing decision. The information on the new product is for informational purposes only and may not be incorporated into any contract. The information on the new product is not a commitment, promise, or legal obligation to deliver any material, code or functionality. The development, release, and timing of any features or functionality described for our products remains at our sole discretion

Partners Who Will Have GA Services in Q2

Information on new products is intended to outline our general product direction and it should not be relied on in making a purchasing decision. The information on the new product is for informational purposes only and may not be incorporated into any contract. The information on the new product is not a commitment, promise, or legal obligation to deliver any material, code or functionality. The development, release, and timing of any features or functionality described for our products remains at our sole discretion

C:\Documents and Settings\NCReddy\My Documents\LOTUSLIVE\demos\Videofiles\SILANIS_2_10_10.mp4

CREATED WITH LOTUS® SYMPHONY™

IBM.

LotusLive Labs

- Partnership with IBM Research

- Easy access to alpha services

- Accelerating the pace of innovation

CREATED WITH **LOTUS® SYMPHONY**™

IBM

LotusLive Innovations

- Slide Library

- Collaborative Recorded Meetings

- Event Maps

IBM.

LotusLive wins in the cloud

18 million customers

250 new customers last quarter

Largest cloud engagement with Panasonic

June 2009: LotusLive won the Buyer's Choice Award at the Enterprise 2.0 Conference in Boston, beating out
Google Apps, EMC, and others

December 2009: LotusLive was named the Best Cloud Application of 2009 by ChannelWeb, after their test center reviewed iNotes and Engage

InformationWeek
BUSINESS INNOVATION POWERED BY TECHNOLOGY

Enterprise 2.0: IBM's LotusLive Connections Captures Award

The winner of the show's Cloud Computing Technology Buyers' Choice Award combines business social networking with collaboration tools.

By W. David Gardner, InformationWeek
June 24, 2009
URL: http://www.informationweek.com/story/showArticle.jhtml?articleID=218101121

ChannelWeb
Home | Communities | Newsletters | Subscriptions | Events
You are not logged into Channelweb. Login | Register

News | Reviews | Research | Tools | The IT Channel | Networking | Security | Storage | Hardware | Software | Mar

The Best Products Of 2009

« previous | 1 ... 10 11 12 **13** 14 15 16 17 | next »

Cloud Application: LotusLive
If you had written off IBM's Lotus group for dead, you'd have been very, very wrong. Not only is IBM's Cambridge, Mass.-based software operation as feisty as ever, its adoption of the hosted model for its core products is actually giving it a major technical edge. Case in point: LotusLive. The CRN Test Center looked at, and liked, LotusLive Engage and LotusLive iNotes -- two hosted applications that bring collaboration and messaging to IBM's cloud in a significant and aggressive way. While rivals including Microsoft have made no bones about the fact that they will be players in the cloud space with its messaging, e-mail and collaboration, Lotus is there in a business-ready way right now. As enterprises begin what could be a long, measured transition from on-premise IT, to a hybrid model, to cloud computing, the full suite of LotusLive products gives the channel a way to get started right this minute.

Legal Disclaimer

- © IBM Corporation 2009. All Rights Reserved.

- The information contained in this publication is provided for informational purposes only. While efforts were made to verify the completeness and accuracy of the information contained in this publication, it is provided AS IS without warranty of any kind, express or implied. In addition, this information is based on IBM's current product plans and strategy, which are subject to change by IBM without notice. IBM shall not be responsible for any damages arising out of the use of, or otherwise related to, this publication or any other materials. Nothing contained in this publication is intended to, nor shall have the effect of, creating any warranties or representations from IBM or its suppliers or licensors, or altering the terms and conditions of the applicable license agreement governing the use of IBM software.

- References in this presentation to IBM products, programs, or services do not imply that they will be available in all countries in which IBM operates. Product release dates and/or capabilities referenced in this presentation may change at any time at IBM's sole discretion based on market opportunities or other factors, and are not intended to be a commitment to future product or feature availability in any way. Nothing contained in these materials is intended to, nor shall have the effect of, stating or implying that any activities undertaken by you will result in any specific sales, revenue growth or other results.

-

- If the text contains performance statistics or references to benchmarks, insert the following language; otherwise delete:

- Performance is based on measurements and projections using standard IBM benchmarks in a controlled environment. The actual throughput or performance that any user will experience will vary depending upon many factors, including considerations such as the amount of multiprogramming in the user's job stream, the I/O configuration, the storage configuration, and the workload processed. Therefore, no assurance can be given that an individual user will achieve results similar to those stated here.

-

- If the text includes any customer examples, please confirm we have prior written approval from such customer and insert the following language; otherwise delete:

- All customer examples described are presented as illustrations of how those customers have used IBM products and the results they may have achieved. Actual environmental costs and performance characteristics may vary by customer.

-

- Please review text for proper trademark attribution of IBM products. At first use, each product name must be the full name and include appropriate trademark symbols (e.g., IBM Lotus® Sametime® Unyte™). Subsequent references can drop "IBM" but should include the proper branding (e.g., Lotus Sametime Gateway, or WebSphere Application Server). Please refer to http://www.ibm.com/legal/copytrade.shtml for guidance on which trademarks require the ® or ™ symbol. Do not use abbreviations for IBM product names in your presentation. All product names must be used as adjectives rather than nouns. Please list all of the trademarks that you use in your presentation as follows; delete any not included in your presentation.

- IBM, the IBM logo, Lotus, Lotus Notes, Notes, Domino, Quickr, Sametime, WebSphere, UC2, PartnerWorld and Lotusphere are trademarks of International Business Machines Corporation in the United States, other countries, or both.   Unyte is a trademark of WebDialogs, Inc., in the United States, other countries, or both.
-
- If you reference Adobe® in the text, please mark the first use and include the following; otherwise delete:
- Adobe, the Adobe logo, PostScript, and the PostScript logo are either registered trademarks or trademarks of Adobe Systems Incorporated in the United States, and/or other countries.

- If you reference Java™ in the text, please mark the first use and include the following; otherwise delete:
- Java and all Java-based trademarks are trademarks of Sun Microsystems, Inc. in the United States, other countries, or both.
-
- If you reference Microsoft® and/or Windows® in the text, please mark the first use and include the following, as applicable; otherwise delete:
- Microsoft and Windows are trademarks of Microsoft Corporation in the United States, other countries, or both.
-
- If you reference Intel® and/or any of the following Intel products in the text, please mark the first use and include those that you use as follows; otherwise delete:
- Intel, Intel Centrino, Celeron, Intel Xeon, Intel SpeedStep, Itanium, and Pentium are trademarks or registered trademarks of Intel Corporation or its subsidiaries in the United States and other countries.
-
- If you reference UNIX® in the text, please mark the first use and include the following; otherwise delete:
- UNIX is a registered trademark of The Open Group in the United States and other countries.
- If you reference Linux® in your presentation, please mark the first use and include the following; otherwise delete:
- Linux is a registered trademark of Linus Torvalds in the United States, other countries, or both.
- Other company, product, or service names may be trademarks or service marks of others.
-
- If the text/graphics include screenshots, no actual IBM employee names may be used (even your own), if your screenshots include fictitious company names (e.g., Renovations, Zeta Bank, Acme) please update and insert the following; otherwise delete:
- All references to [insert fictitious company name] refer to a fictitious company and are used for illustration purposes only.

CREATED WITH LOTUS® SYMPHONY™

IBM