Lotus knows.

Smarter software for a Smarter Planet.

IBM Appliances: Simplifying the Approach to Small and Mid-Sized IT Solutions

Deng Silorio, Head Marketing & Business Group, 8Layer Technologies, Inc.

lotusknows.com

CREATED WITH LOTUS® SYMPHONY™

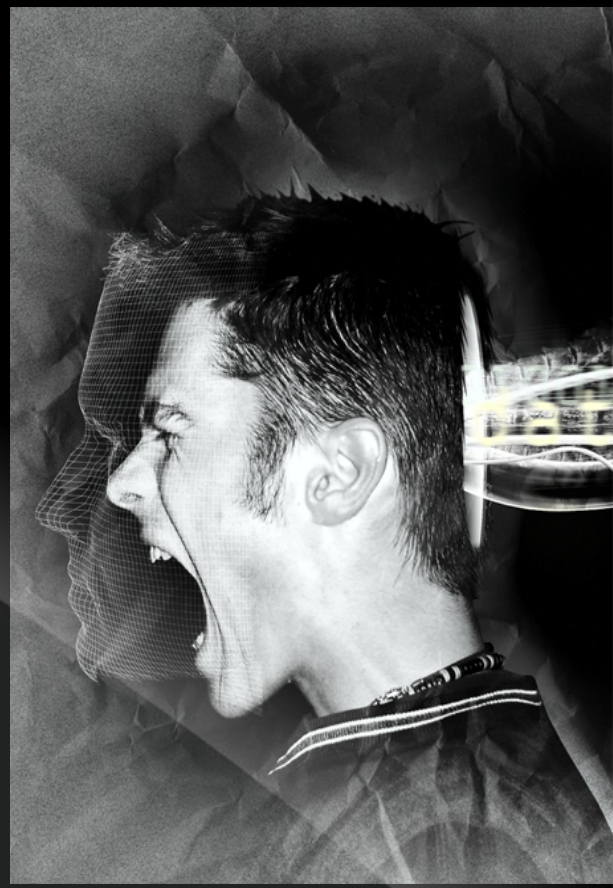
Agenda

- *The market*
- *The solution*
- *The functionality*
- *The details*
  - *So what is it?*
  - *Real examples*
- *Partnering with IBM*
- *Questions*

the market

It's Time for a Change in IT for Small Businesses and Remote Offices Without on-site Admins

- Legacy solutions require regular on-site visits for upgrades and patches.
- Backup is a difficult and not always reliable process
- You are charging an hourly rate and spend most of your time on break/fix. Existing solutions can require 8-15 hours a month just for patches
- How do you scale a labor centric model?
- Upgrades of existing solutions require extensive planning and services for deployment
- Existing solutions have artificial licensing barriers above 75 users and above 300 users.
- Difficult to find and implement the right applications to address line of business needs



Imagine a New Solution Where…

- Systems install and configure themselves with minimal human interaction

- Patches and upgrades are less frequent and only one click away

- No artificial barriers to growth in a small business

- Core infrastructure is coupled with the ability to easily deploy line of business applications

the solution

We're All Guilty of Making Solutions Too Complex

Hard to Install

Expensive to Maintain

Difficult to Integrate

Complex to Manage

There is a Better Way...

...and it will take all of us working together

The IBM Appliance Model

Designed to meet the unique needs of the smaller business and mid-market customers

- Customize with business applications
- Customers use as much or as little functionality as they wish
- Appliances are fit to grow as the business does
- Offers technology that can be leveraged as needs change
-

"You don't have to worry that SQL Server doesn't start because a patch didn't take... you don't have the same patching regimen"

- Susan Bradley, SBS Diva

Why the IBM Appliance Model?

Plug n' Play – simplifies technology for companies that need to focus on business

Backup cartridge

Remotely managed by IBM Business Partner

LCD display for remote management

Complete and simple package is supported by a single vendor

OS embedded on a chipset

No monitor, no DVD, no keyboard

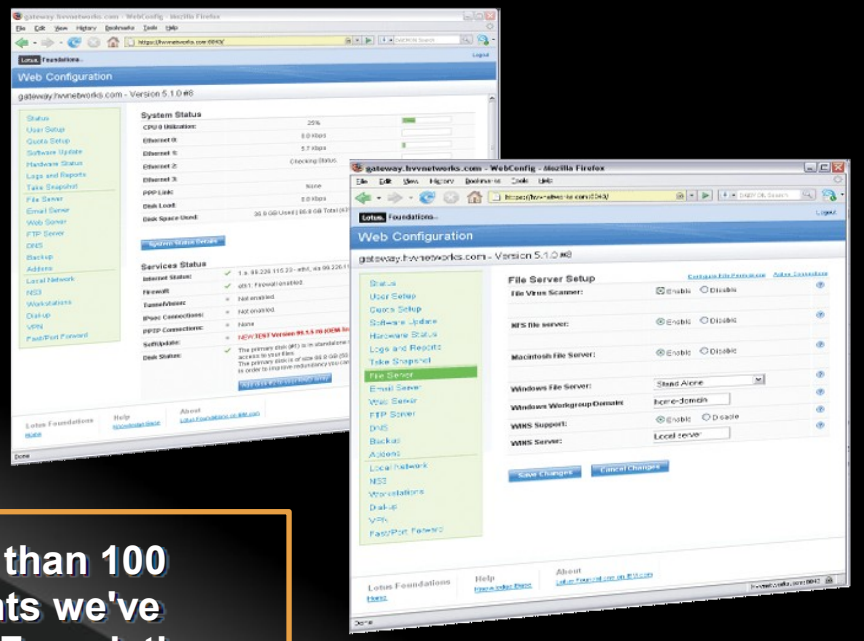
Solution in a box: integrated hardware & software

Deploys in as little as 30 minutes depending on the features to be installed

Zero to Start in Under an Hour

Automating the installation process

- Easy-to-learn
- Easy-to-install
- Easy-to-configure



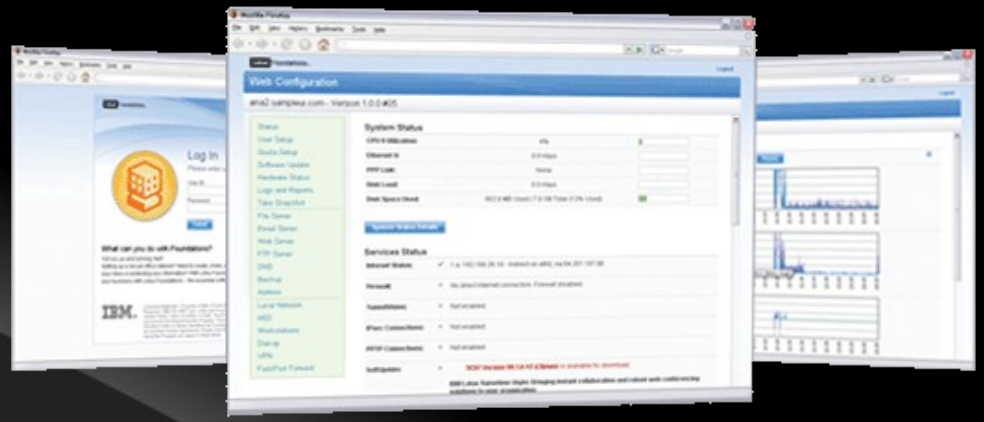
"Lotus Foundations allows us to service our more than 100 different clients remotely. In fact, of all of the clients we've serviced that have IBM servers running the Lotus Foundations, we've only ever met two face-to-face."

- Hari Boukis, Computer Magic

Remote Administration –

Immediate value for you and your customers

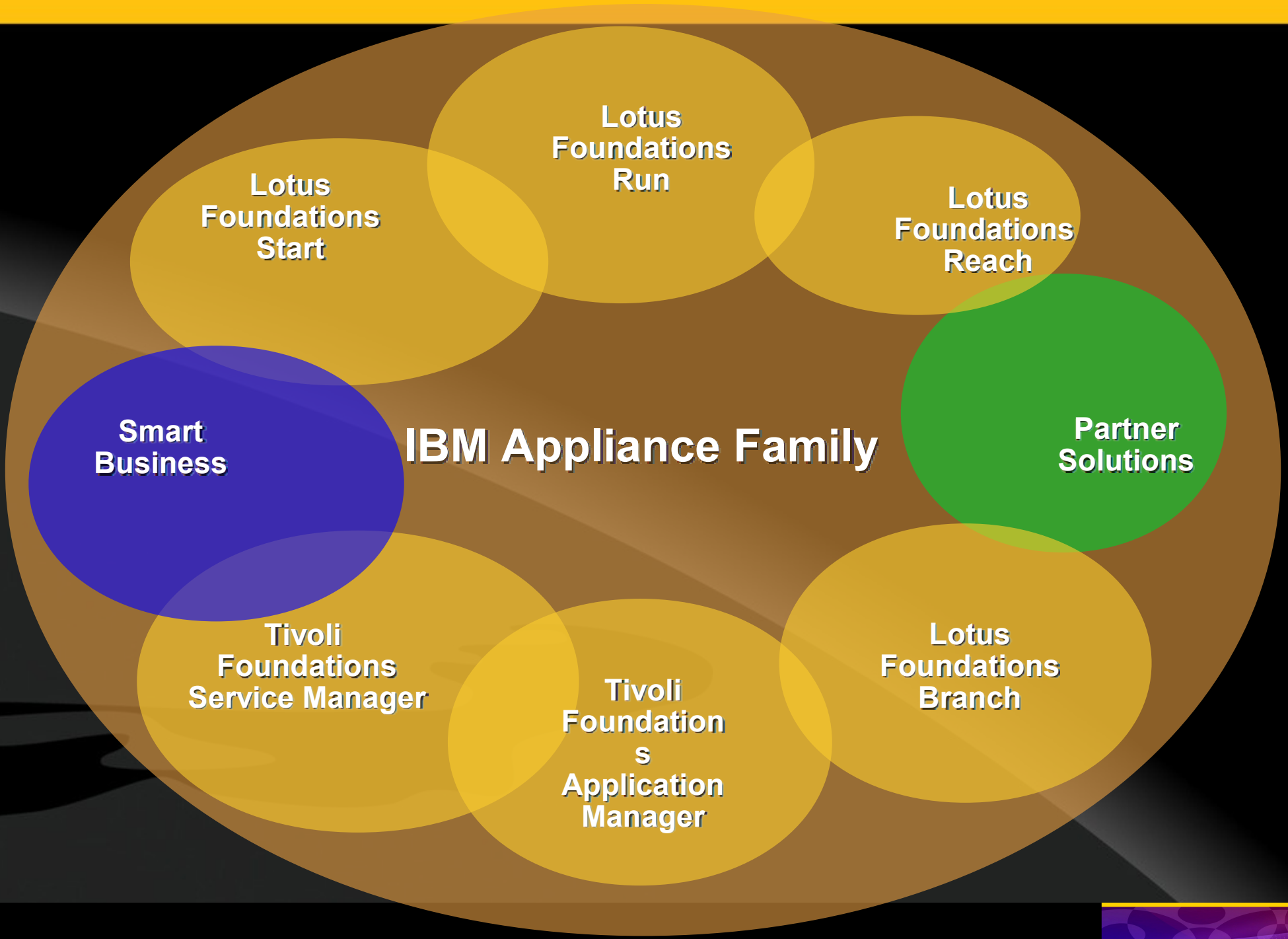
- Server, website, backup, and security monitoring
- One button install software updates



"With Lotus Foundations' remote management, we have eliminated 50 percent of the support travel time, allowing us to grow our Managed Service Provider division. As a result, we have grown sales and our customer base by 80 percent in the year 2008."

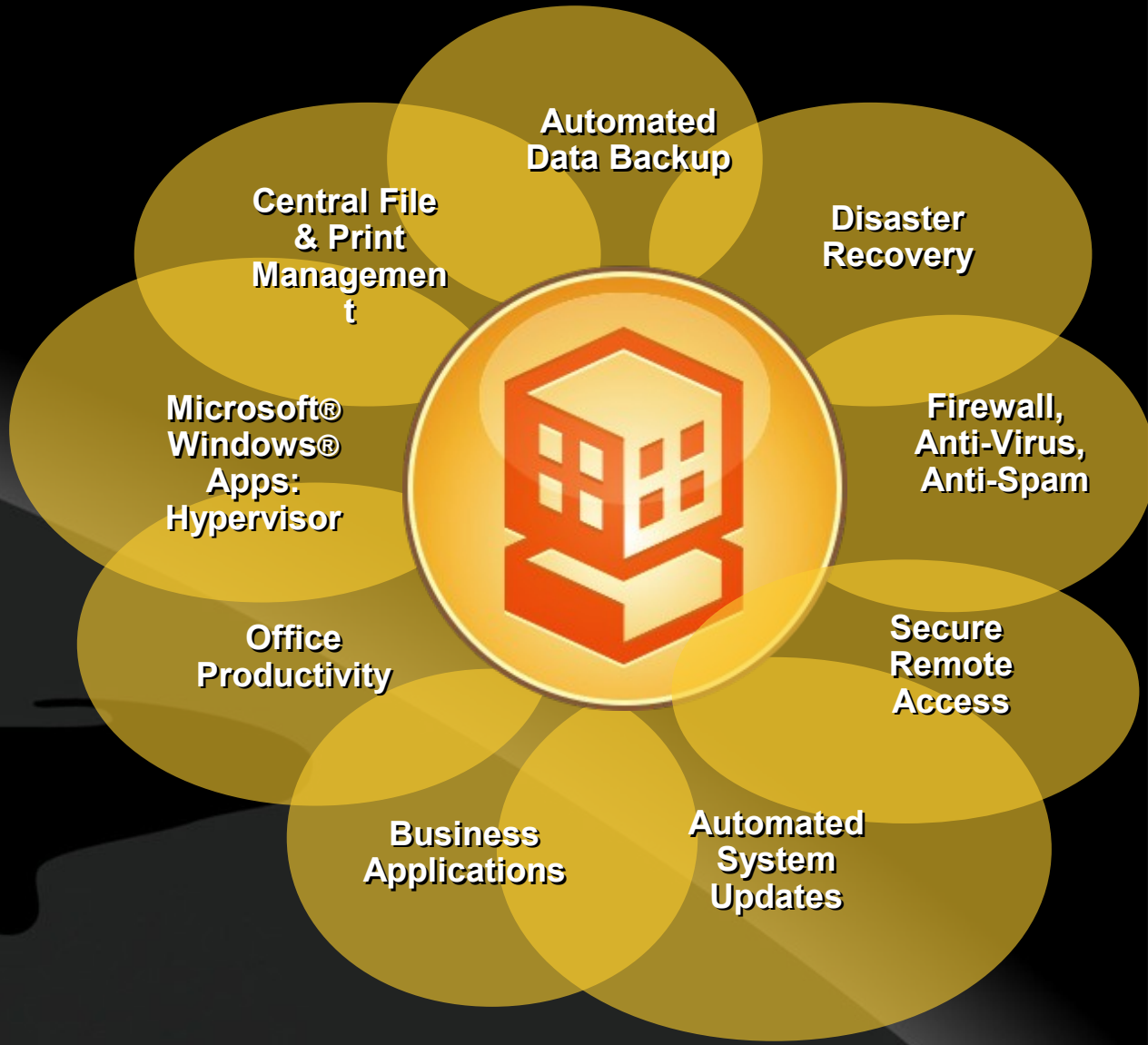
- James Sulfare, Solinkit, LLC

the functionality


Lotus Foundations Run
Lotus Foundations Start
Lotus Foundations Reach
Smart Business
IBM Appliance Family
Partner Solutions
Tivoli Foundations Service Manager
Tivoli Foundations Application Manager
Lotus Foundations Branch

IBM Lotus Foundations Start

Provides small businesses of 5 – 500 employees with the essential software needed to focus on running the business, not managing computer systems.



Lotus Foundations Run

No-Charge Add-on for Lotus Foundations Start

- Stable Linux®-based system with the ability to support Microsoft Windows-based applications
- Windows-based applications run within a VMware® container
- Access the OS, VPN and server during a Windows outage without rebooting Lotus Foundations
- Eliminates need to go on-site to diagnose Windows system crashes or blue screens

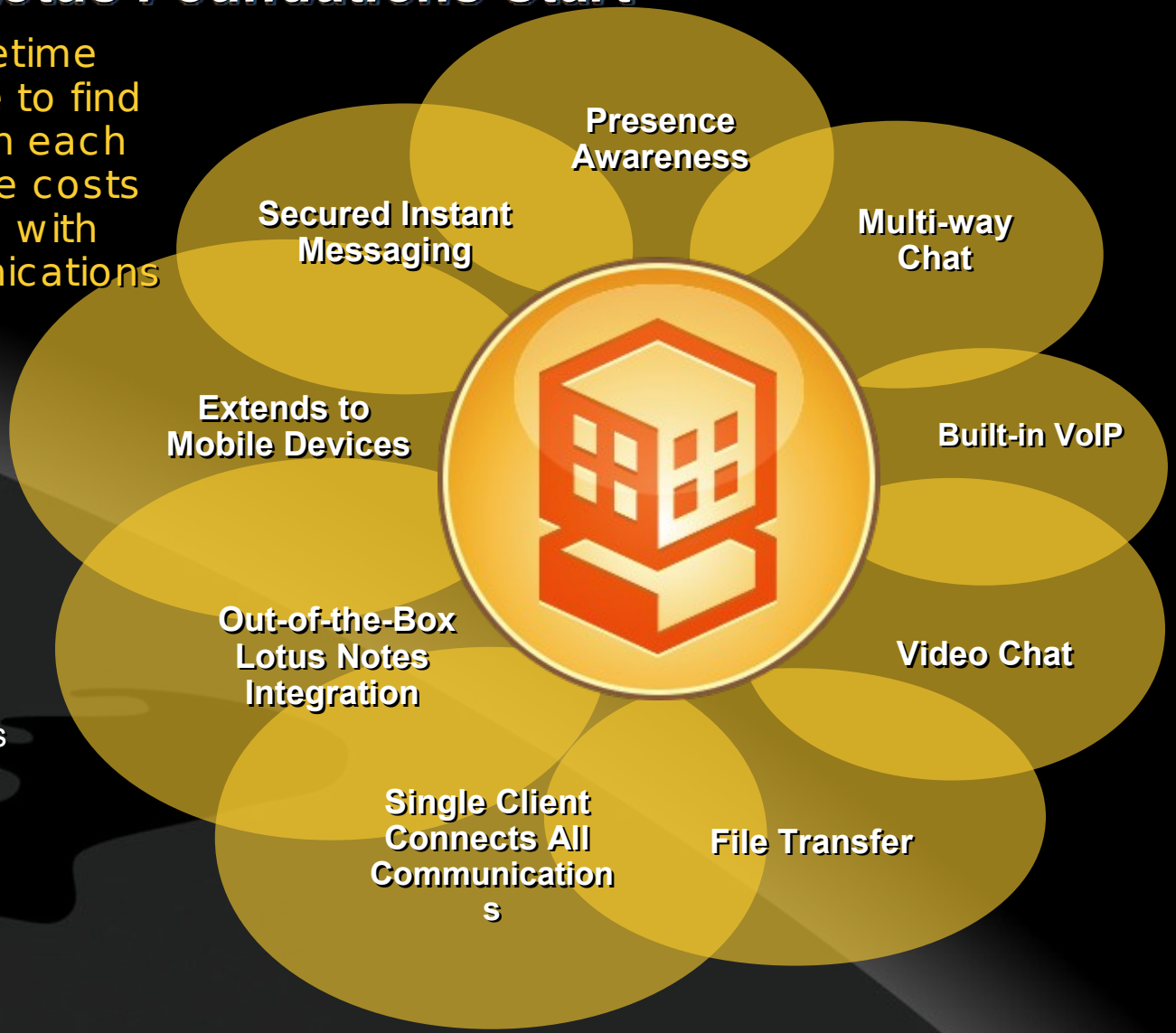
vmware®

IBM Lotus Foundations Reach

Optional Add-On for Lotus Foundations Start

Leverages IBM Lotus Sametime technology to enable people to find information and connect with each other in real time, without the costs and complexities associated with traditional business communications solutions.

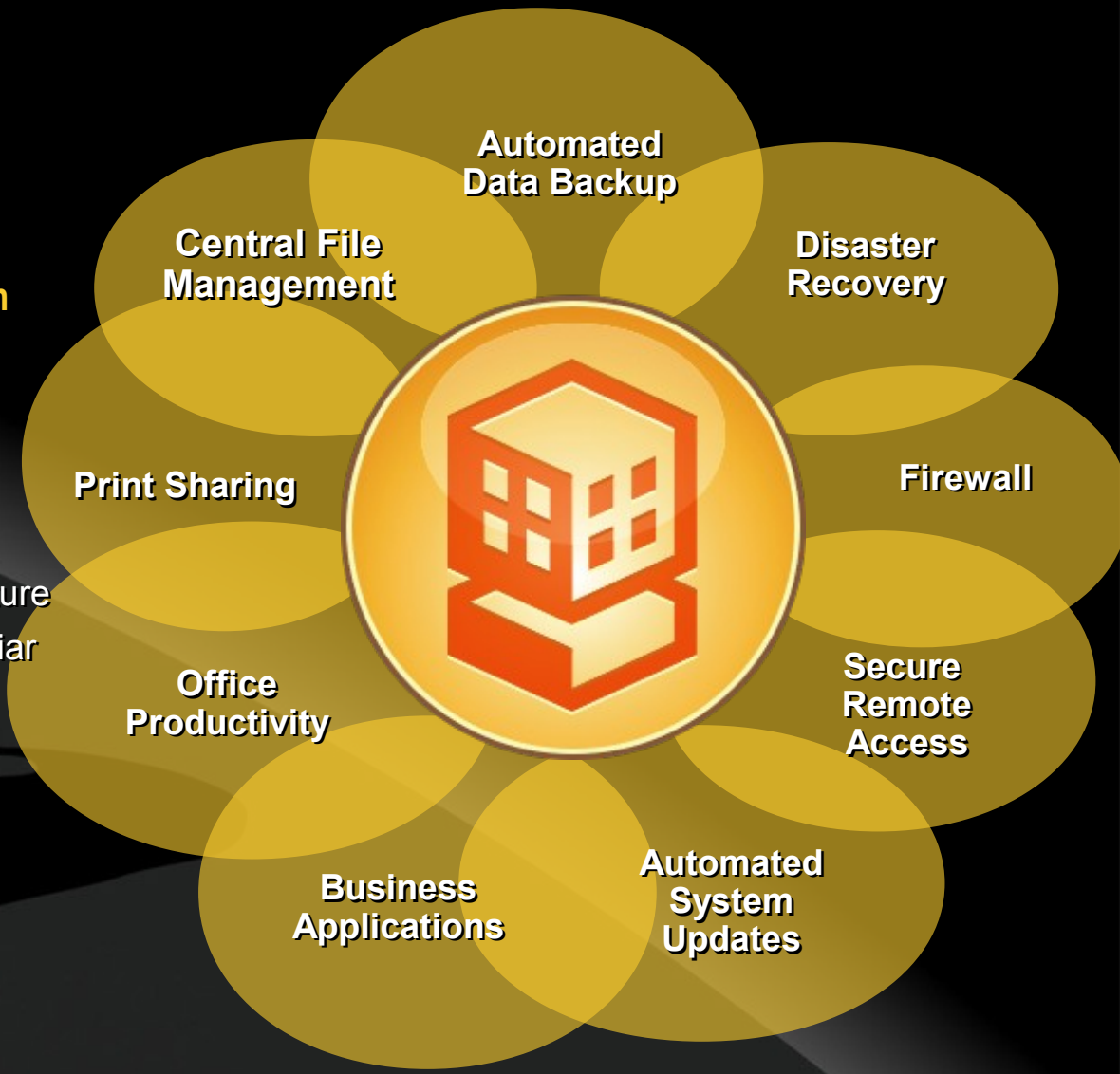
- Automatic installation/configuration from a single interface simplifies process/cost of deploying UC & collaboration to businesses with limited IT resources/skills
- Enables and promotes business partner solutions that offer enterprise-value solutions, flexibility, and choice for customers
- When combined with a VoIP telephony solution, expanded features are available: click-to-call, click-to-conference, presence awareness, voicemail access, the extension of service to mobile devices, more



IBM Lotus Foundations Branch Office

Provides many of the same powerful tools as Lotus Foundations Start, but enables a company to simply and reliably extend its existing Lotus Domino investment/ infrastructure from its head office out to branch office(s). Ideal for branch offices with up to 500 employees.

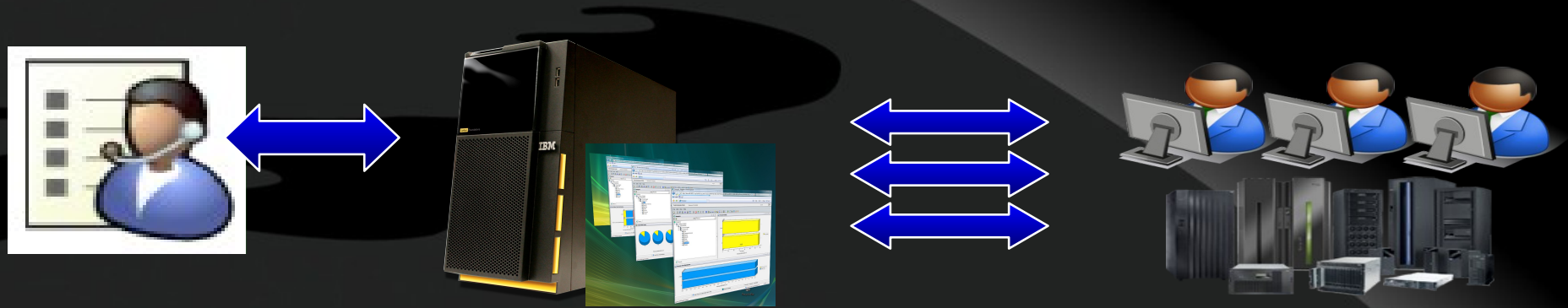
- Integrates into existing Domino infrastructure
- Administered from head office using familiar Domino admin tools



IBM Tivoli Foundations Application Manager

Increase availability, reduce costs, and improve end-user satisfaction

- Server and Network Discovery
- Availability and Performance Monitoring for OS, Database, Network, Applications
- Intuitive Reporting: Real-time, Historical
- Automatic Problem Resolution
- Out of the Box Best Practices
- Integration with Service Manager



IBM Tivoli Foundations Service Manager

Reduce help desk costs, increase availability, and improve end-user satisfaction

- Requests for service for all end-user requests – incidents and problems
- “Self Service” knowledge base
- Links changes in assets to incidents
- Remote diagnostics
- Intuitive reporting
- Workflows optimized for the mid-market
- Integration with Tivoli Application Manager

IBM Smart Business

- Enables small and mid-sized businesses to acquire and use all of the applications they need to run their businesses more effectively

Smart Market

Learn/Shop

Smart Cube

Deploy

WebSphere. software

DB 2

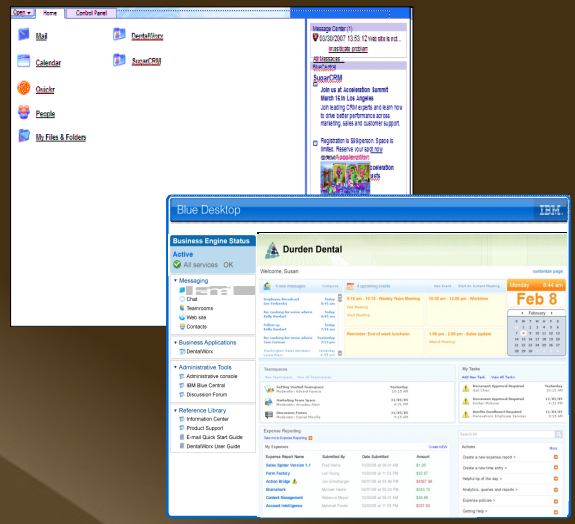
Lotus. software

Tivoli. software

Always Connected
Self Managed
Remote Managed Services
Software as a Service

Smart Desk

Use/Manage



...We're Teaming with Strategic Partners to Deliver Solutions that Matter to Small Businesses

maverick™

ShoreTel®

xerox

nextiraOne México

MITEL

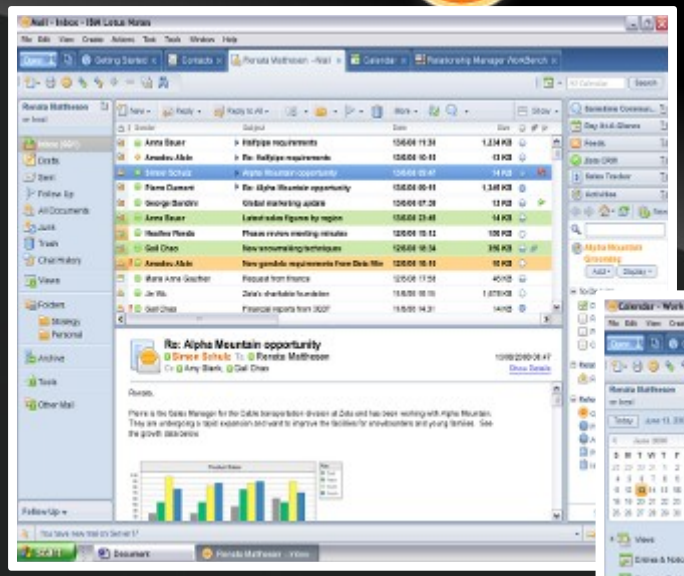
NEC

RICOH

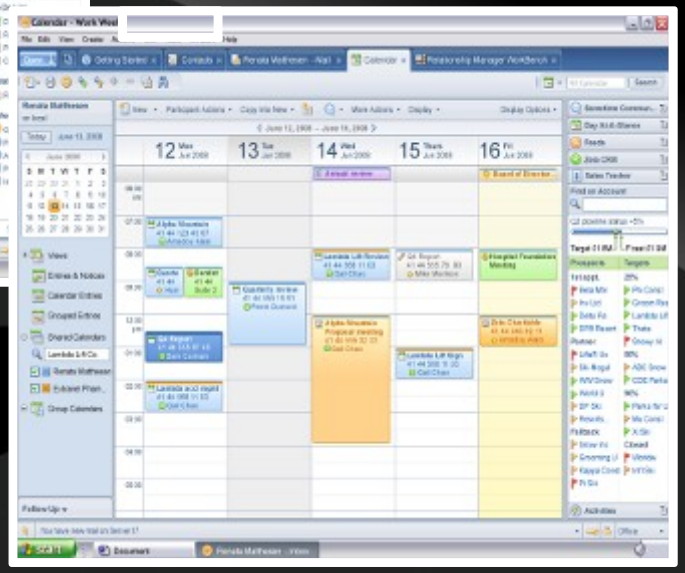
The details

Email, calendar and contacts – apps to keep your business connected

Lotus. Domino



-**Enhanced email functionality**
-Identifies conversation threads
-color coded messages
-recipient icon flags to specify actions



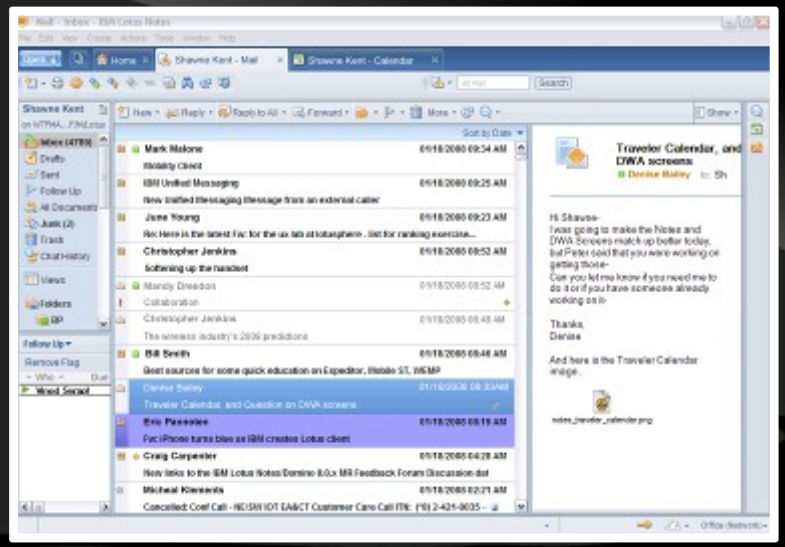
-**Intuitive calendaring display**
-unanswered calendar entries
-color coded meetings
-group calendars

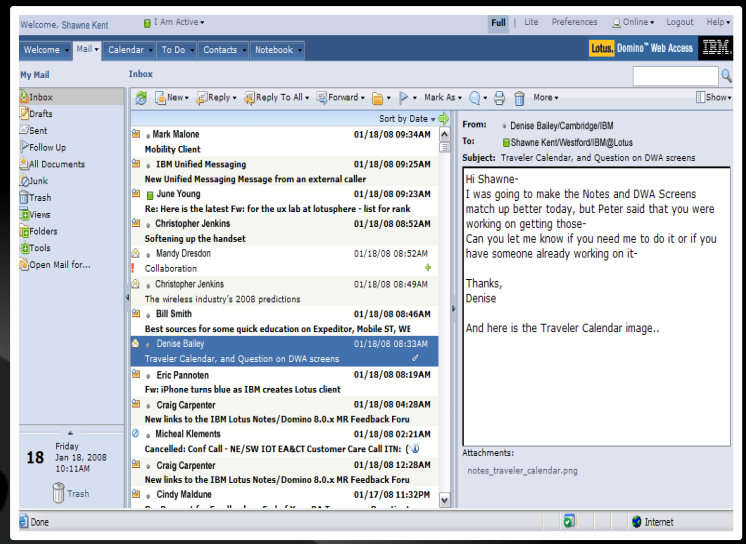
industry leading IBM Lotus Notes and Domino email and collaboration tools — optimized for your business

Access to email, calendars and contacts is always at your fingertips

- **Lotus Notes**
- desktop access to email, calendars and contacts

- **Lotus Domino Web Access**
- full access to email, calendars and contacts through a web browser





choose how you want to access and view your email

Where are your employees? And how can they stay connected?

Remote access and Virtual Private Network (VPN) technology mean the office is always available — access your systems and information from anywhere

Enable your employees to access the office, regardless of location

Network level security stops threats before they reach your machines

- Firewall protects your network from unauthorized intrusions
  - keep your systems safe from internet attacks
  - prevents hackers from stealing your information
-
- Anti-virus protection ensures your operations stay open for business
  - scans incoming emails and monitors your network for suspicious content
  - frequent, automated system scans and updates ensure you have up-to-date protection
  -
- Anti-spam technology lets you focus on emails that matter, and eliminate those that don't
  - filters unwanted email that clutters inboxes
  - frees up valuable storage space typically filled by spam

Viruses, hackers and spam are distractions your business doesn't need

Lotus Symphony frees you from the high cost of Microsoft Office

Lotus® Symphony™

- Integrated office productivity tools
- Fully featured and easy to use

  No additional charges

- Can open, edit and save to Microsoft Office format
- Eliminate Microsoft Office license costs
- Avoid loss of information due to old or unsupported file formats

Intuitive, easy to use software designed with the level functionality you need

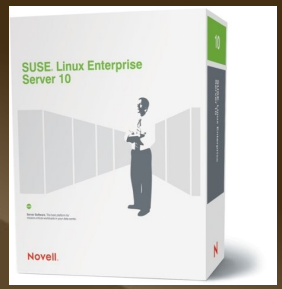
So what is it?

IBM Lotus Foundations

- **A powerful network boundary appliance**
  - A load balancing dual ISP intelligent router
  - A sophisticated automated stateful firewall

- **A fully featured small business server**
  - Full collaboration suite including premier email
  - File and print sharing to all platforms

- **A flexible application platform**
  - Native SUSE 10 Enterprise server
  - Apache and MySQL application engine
  - Domino 8.5 application server
  - A VMware 2.0 application server platform



- **An instant solution platform**
  - Tivoli Foundations server
  - TBA (Most IBM application platforms!)
  -

IBM. Tivoli. software

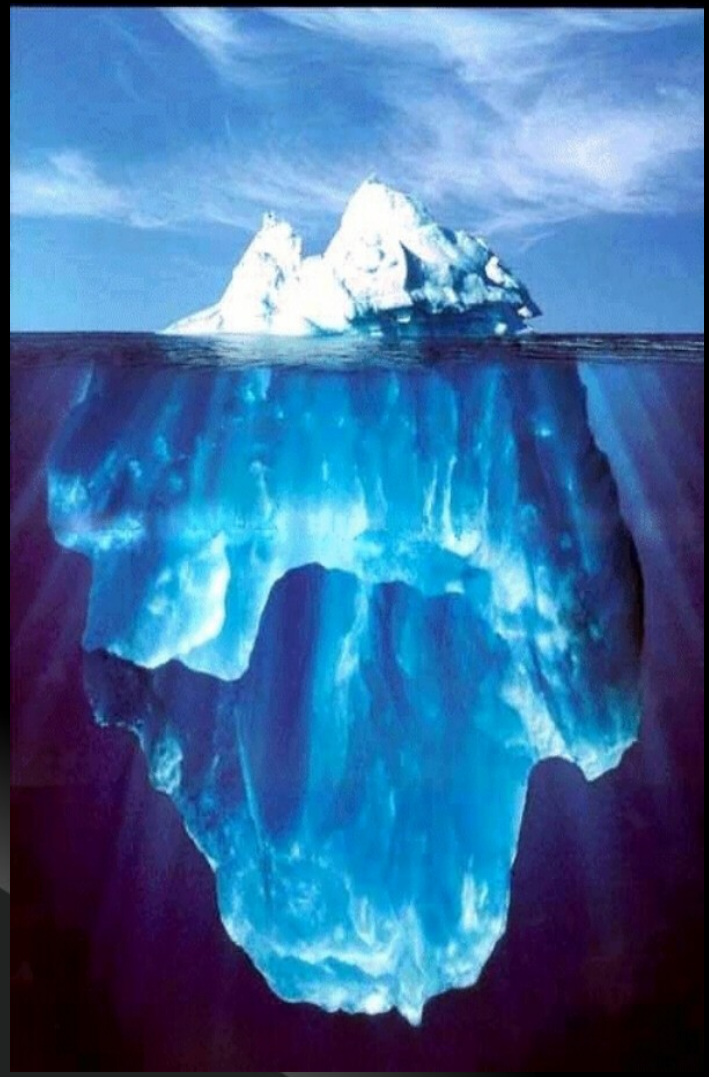
Intuitive, easy to use software designed with the level functionality you need

Something for everyone

Powerful application servers

Rapid deployment platform

- Low touch solution
- Supported by IBM
- More than meets the eye at first!



Intuitive, easy to use software designed with the level functionality you need

The foundations technology

Start	Run	Branch	Reach	TBA
Lotus Domino 8.x	JumpBox	Lotus Domino 8.5	Lotus Sametime	

100 MB Core System

Double Vision Technology – Internet connection to dual ISP's

Automatically configured VPN

Sophisticated Firewall

NetIntelligence

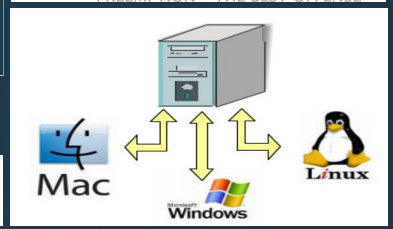
VIRCOM freedom of e-expression

idb intelligent disk backup

KASPERSKY lab

ENGATE PREEMPTION – THE BEST OFFENSE

Patented technology



File sharing on all platforms

Intuitive, easy to use software designed with the level functionality you need

Hardware

Foundations Appliance

- OS included on DOM
- Quick start
- IBM Support
- Robust and reliable

Other Hardware

- Might be Faster
- Could be Cheaper
- No IBM Support
- May not be keyboard less
- Not all components supported

Virtualised

- XEN / KVM / Hypervisor / VMWare Server
- VMWare workstation / Parallels / Virtual Box
- Not all supported but could work

Premium Supported Production environments

For redeploying existing hardware

As small as a thick DIN A4 book:
The TEO-Server. An intelligent cooling concept keeps the Hard Drive, processor and main board components well cooled.

For test environments

vmware®

Intuitive, easy to use software designed with the level functionality you need

Real world examples

Example deployment – Managed Apartments / Offices / Houses

Centrally Managed Office

- **Install Fast Internet** links with resilient reliable **Dual ISP** configurations
- **Install Shared** printers and resources
- Shared disk space for **Multi-Media**, Files etc.

- Internet access to all rooms via network switches
  - **Secure** – VPN, Firewall, **Content filtering**
  - **Fast** Internet access using bigger **shared** pipes and efficient **Caching Proxies**
  - Internal and external **Web presence** included personalised **content**
  - **Integration** with PHP and hardware such as entry security camera's
  - Access to premium **bespoke** applications using Linux, LAMP, Domino or VMWare

Intuitive, easy to use software designed with the level functionality you need

Example deployment – Conferences / Event Management

Fast onsite deployment with minimum fuss

- Easy Shared Internet access for delegates using multiple connection methods
  - Use 3g routers in front of Lotus Foundations as a boundary firewall appliance
  - Share the Internet using hardwired ethernet to delegates
  - Share the Internet using a software router as a Wireless Access Point in VMWare
- Internal and external or / and Domino website
- Kiosks, Notice boards, Event planners, Exhibitor slides, secure file sharing
- Custom access to USB type information wands and scanners

Intuitive, easy to use software designed with the level functionality you need

Example deployment – Construction / Temporary workforce

- Site office administration and security system
  - Custom admin tasks
  - Shared resources such as printers, faxes etc
- Custom applications
  - Health and safety
  - Scheduling systems
- Email and collaboration

Example deployment – Hospital wards / Halls of residence

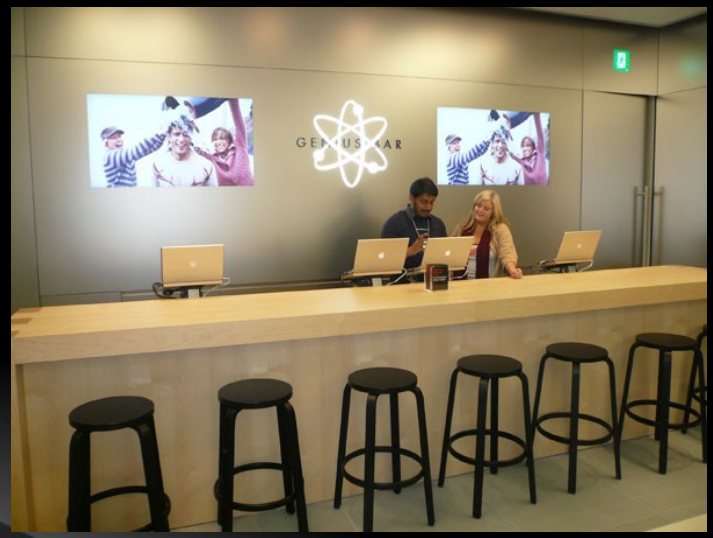
Staffed Office

Shared resources

- Internet access to all rooms
  - Secure – VPN, Firewall, Content filtering
  - Reliable – Dual ISP configurations supported
  - Internal and external Web presence
  - Custom applications

Example deployment – Cafe / Shop / Small Business

- Central storage
- Internet access
- Mamak restaurant
- Kampong - Village!



Intuitive, easy to use software designed with the level functionality you need

Partnering with IBM

Business Partners are Critical to Our Success...

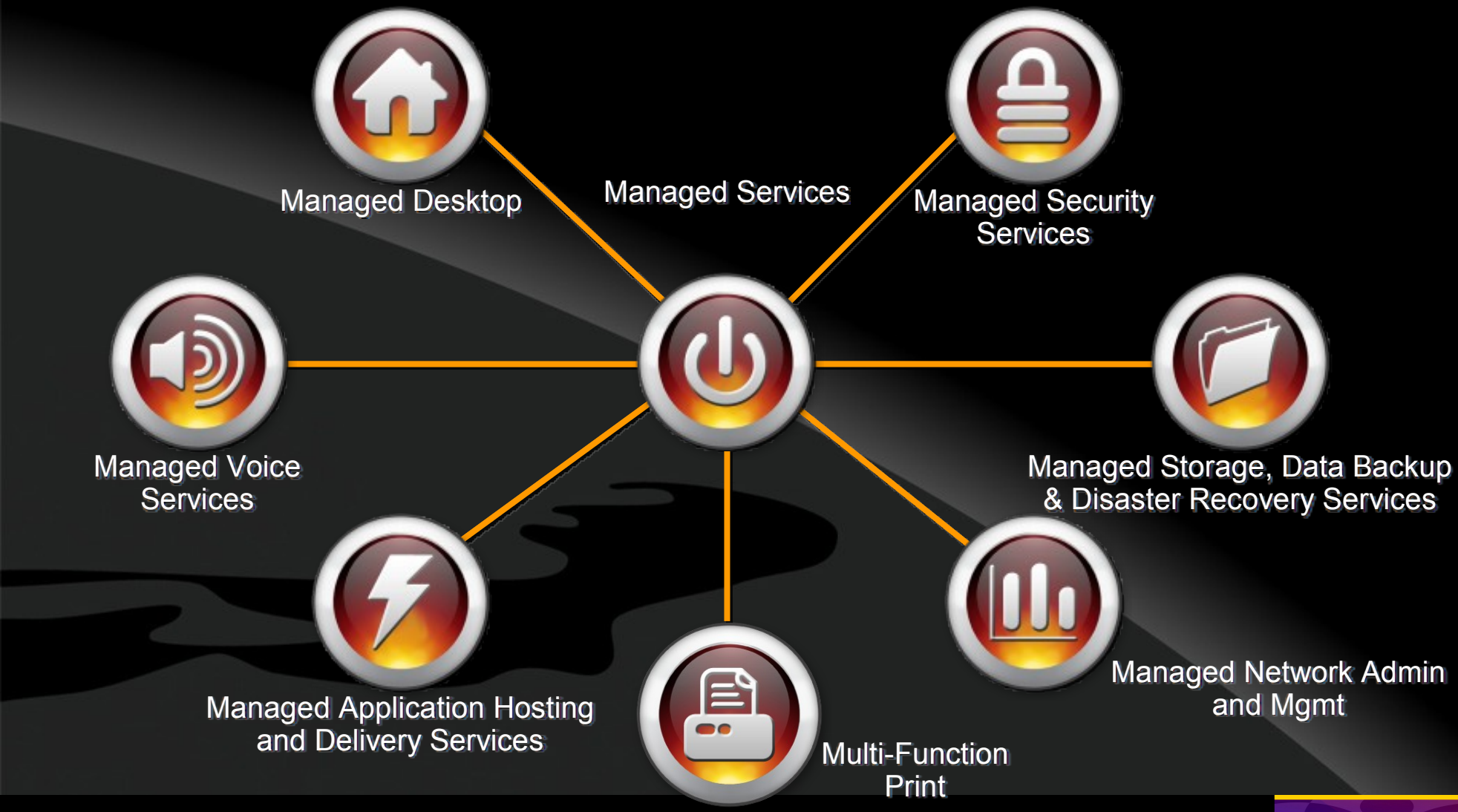
- Over 1000 Microsoft® partners signed up as Lotus Foundations resellers
- Fastest going channel in IBM
- Regularly conduct training classes all over the world
-

Lower your cost of business & improve your bottom line

- You own the relationship with the customer

- Dedicated account managers for pre- and post-sales support
- NO CHARGE level technical support via phone
- NO CHARGE virtual and classroom based training and technical enablement
- FREE use of IBM Innovation centers for events
- Access to marketing collateral, case studies and custo[illegible]e demand generation pieces
- *STRONG MARGINS – 20% on software!*
-
-
-

Revenue Opportunities for IBM Business Partners: *Managed Services*



Revenue Opportunities for IBM Business Partners: Leverage as a Platform to Deploy Your Apps

- Leverage as a platform for Linux and Domino apps and to run Windows apps via VMware
  - Strong level of flexibility to serve customers' needs
- Load your applications onto the IBM appliance platform
  - Developer's toolkit
  - Run & Run builder (Windows applications)
  - Smart Business
  - VMware /pre-packaged VMware solutions

Why is the IBM Appliance a Better Model?

For Business Partners

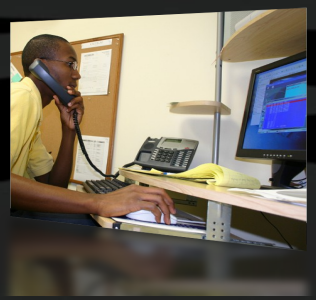
- Tap into a new customer segment and a fast growing market
  - Go-to-market with a packaged, easy to deploy, easy to support solution by leveraging Lotus Foundations as a platform
  - Leverage as a platform to develop and deploy value-add applications
    - Domino, Linux, Microsoft Windows based applications
  - Create recurring revenue streams by offering suite of managed services to your Lotus Foundations customers
- Maximize your time to value deliver new solutions with low up-front cost
  - Simplicity gained through autonomic capabilities translates to VAR enablement measured in hours, not weeks or months
  - Significant cost savings in managing environment
  - Linux and Domino based, but no Linux and Domino skills required for VAR
  - Low touch, simple solution translates to short sales cycles

Why is the IBM Appliance a Better Model?

Redefining the customers

Improved customer satisfaction - from “break-fix” to “growth and value”

Stabilized services revenue



- Remote services strategy
-
  -

Questions?

ibm.com/lotus/foundations
1-866-384-8324
ibm.com/smartmarket

"If you sell servers to small businesses or non-profit organizations and you want one that has everything they need to run their network in one box that is extremely easy to manage, you owe it to yourself to look at the Lotus Foundations appliance."

David Lawrence, Smart Technology Enablers

Backup & Additional Charts

Education, Healthcare, Law & More – Lotus Foundations is Coming to a Business Near You

- **Inforte AS *(NORWAY)*** – An IT consulting and advisory services company in Norway reduces its need to visit a customer site and simplifies support services when it helps a customer implement the IBM Lotus Foundation Start V1.0 appliance.

- **Enterprise Performance Systems International Pty Ltd (EPSI) *(AUSTRALIA)* –** A services provider specializing in human performance technologies based in Australia gains reliable e-mail, calendaring and document management capabilities, as well as database collaboration, automated security and self-healing capabilities when it works with IBM Business Partner Binary Concepts.

- **Lopez y Cortina, Agencia de Seguros *(MEXICO)*** - An insurance company in Mexico improves messaging speeds, increases user productivity, standardizes security and realizes a cost-effective, autonomic backup solution when it works with IBM Business Partner Imaginesoft SA De CV to implement a new messaging and collaboration platform based on the IBM Lotus Foundations Start small business appliance.

Carolinas Medical Response

- **Carolinas Medical Response** – A private ambulance company in North Carolina creates a fully automated backup solution with centralized network management and robust security measures when it works with IBM Business Partner C & W Copier to adopt the IBM Lotus Foundations Start small business appliance.

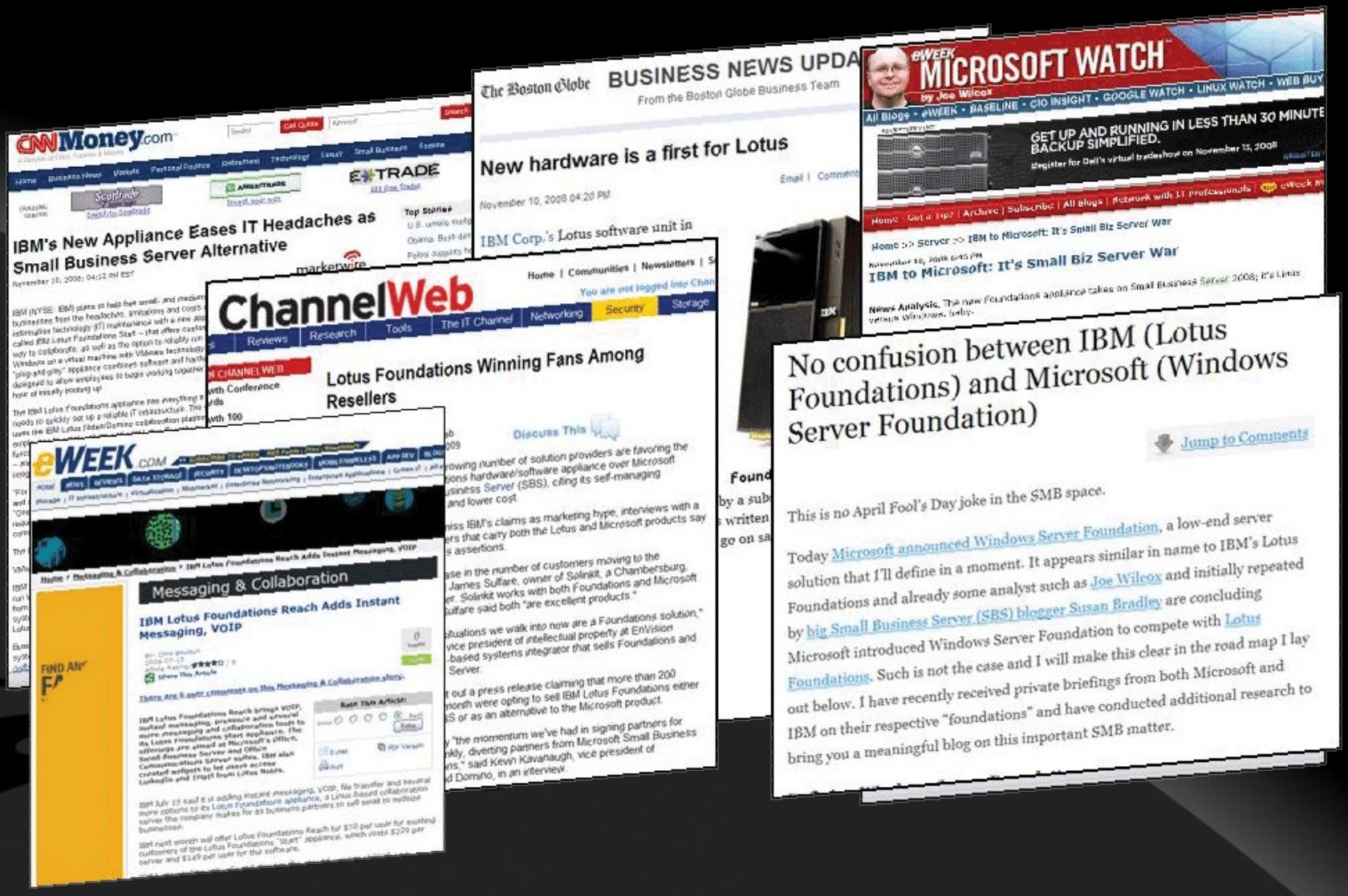
- **M/A Design** - An interior design firm in the United States sharpens its competitive edge, improves customer satisfaction and saves upwards of US$800 a month in IT expenses when it engages Shaffer Computer Solutions to replace its Microsoft application server.

- **Amicus Data** - A U.S. based provider of onsite consulting, networking and computer services and a Lotus Business Partner, implements IBM Lotus Foundations Start 1.0 appliance as a reseller to its customers; the technology is easy to install and requires low administration, thereby reducing hardware costs.

Education, Healthcare, Law & More – Lotus Foundations is Coming to a Business Near You

- **Calvary Baptist Academy** - An educational academy in the United States reduces data duplication, delivers real-time information availability, coordinates collaboration, minimizes downtime and reduces licensing costs when it works with IBM Business Partner ALTIS Computer Services to implement IBM Lotus Foundations software, including IBM Lotus Symphony software.
- **The Hester Group** - An advertising and media company in the United States improves business resiliency, increases business flexibility and reduces licensing costs when it works with IBM Business Partner OnSite Technology, Inc. to implement IBM Lotus Foundations software and IBM Lotus Symphony software.
- **San Miguel School** - A Roman Catholic Christian School that provides education for at-risk adolescent boys implements IBM Lotus Foundations Start software that enables quick automatic backup of its critical data, enhanced email communication with parent and teacher, as well as access to reliable computers for the students, and provides Lotus productivity benefits for its in-house applications.
- **Murak and Associates** - A U.S. management consultants firm that specializes in the implementation of business improvement and turnaround performance strategies integrates IBM Lotus Foundations Start software into its firewall, VPN, Web server and file server resulting in more secure yet easier access to its e-mail and project files from its customers' conference rooms.
- **SNNCS** - A provider of personal care services in the United States engages IBM Business Partner Kenner Consulting to implement an IBM Lotus Foundations Start software appliance. SNNCS's IT environment had consisted of several individual workstations with few network connections. Without a server or network infrastructure, users were connecting to the Internet using cellular wireless broadband cards. What's more, the organization's method for adding new users - requisitioning a workstation from the nearest retail technology outlet - was no longer meeting its needs.
- **Gavea Sensors *(BRAZIL)* –** A small fiber optic business in Brazil meets enterprise and project management needs with IBM Lotus software and the help of IBM Business Partner Technology for Business.
- **WMJ** - WJM Computer Solutions implements the Lotus Foundations Start software appliance for customers, providing an all-in-one resource for messaging and collaboration, firewall, backup and recovery and office productivity. "IBM Lotus Foundations Start can help our clients quickly realize a return on investment," says Panzica. "With a single product, I can give clients the same business tools used by enterprises around the world."

The Market has Taken Notice...



Yet Questions Remain on IBM's Commitment to Small Business

"Lotus Foundations offers features to small businesses that nobody else really has."

"IBM Lotus Foundations Start can help our clients quickly realize a return on investment. **With a single product, I can give clients the same business tools used by enterprises around the world**"

- Paul Panzica, WJM Computer Solutions

Does IBM really care about SMB?

"My target customers – **SMBs – are thrilled to see a solution that can run their business without the hassle of having to put the pieces together themselves**. Like buying a car, they want to drive from point A to point B. They really don't want to know about tiers, transmission or emission systems. Lotus Foundations Start is the solution that they can depend on to run their businesses without the hassle of learning the inside plumbing. Plug it in and it's ready to go in 30 minutes. It just gets the work done!"

- Bernie Leung, Mesa Technology

"**The competition? What competition?** In my view there isn't any. I've been supporting Lotus Domino/Notes for a long time. The very first time I started this product up I was very surprised at how easy and complete every thing is. **Nothing for me to do, but get to work on business**. Well Done IBM! You really have gotten this right."

- Robert Thresher, Thresher Enterprise Systems Inc.

Does IBM get it?

- "I just finished upgrading to Lotus Foundations Start and it works **FANTASTIC** This is truly amazing! I had my doubts because **I was burned before in the Windows® environment, but no more. This rocks! Wow! I love it!**

- Jose Zaldivar, Palante Solutions Inc.

- "With Lotus Foundations, we were able to get a more complete solution and cut our costs significantly. The full year cost of our Lotus Foundations environment is equivalent to what we paid for only about one-and-a-half months with our SBS solution. **That means we can spend more money on developing solutions that help our customers improve the way they do business**."

- Dr. Tim Miller, EnVision Solutions

Can IBM be successful selling to SMB?

"It's as close to plug and play as you can get. In the IT game **that's unusual – to have an enterprise strength server up and running in half a day – it just doesn't usually happen**. In addition to this it really does require little to zero maintenance – you **plug it in and you just leave it in the corner and let it do its thing**."

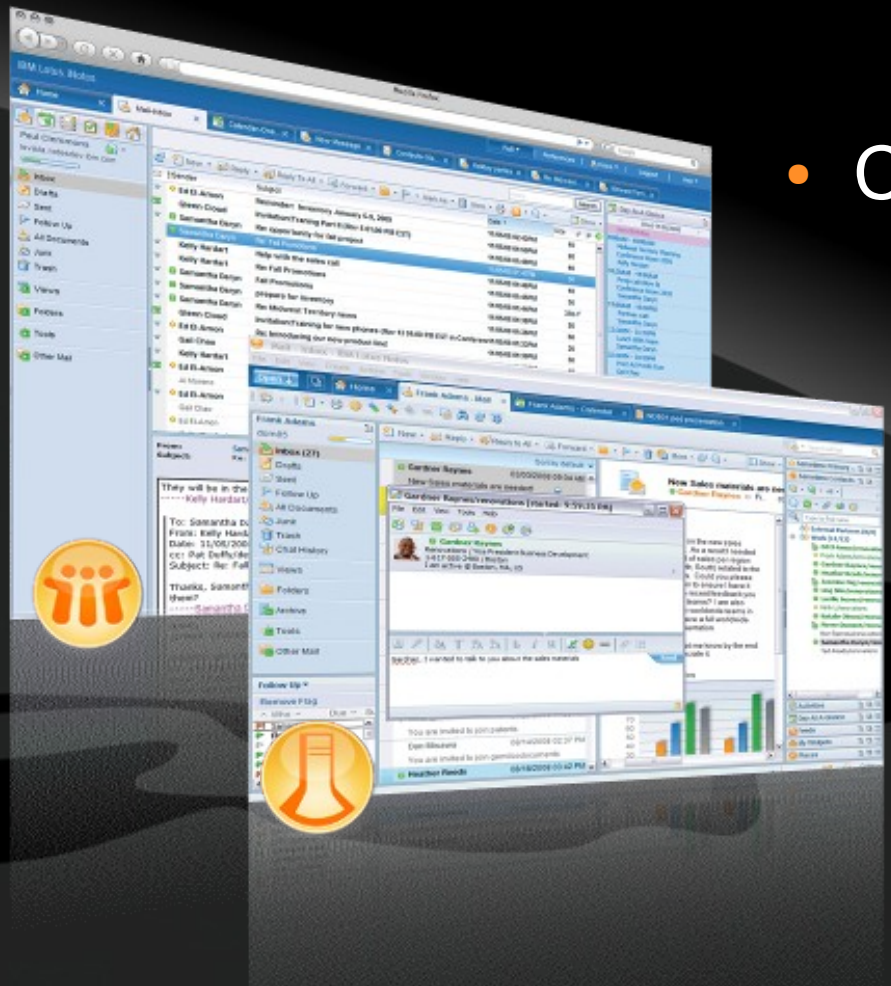
- Graham Dodge, Binary Concepts

List Pricing

- $229 – Server license
- $119 – Lotus Foundations Start Client Access License (includes one year subscription of Software Maintenance)
- $25 – Anti-virus CAL per year
- $25 – Anti-spam CAL per year
- $2255 – Lotus Foundations entry hardware
- $2635 – Lotus Foundations advanced hardware
-
- $3329 – Average 5 user appliance system
-

Quotations – See Notes

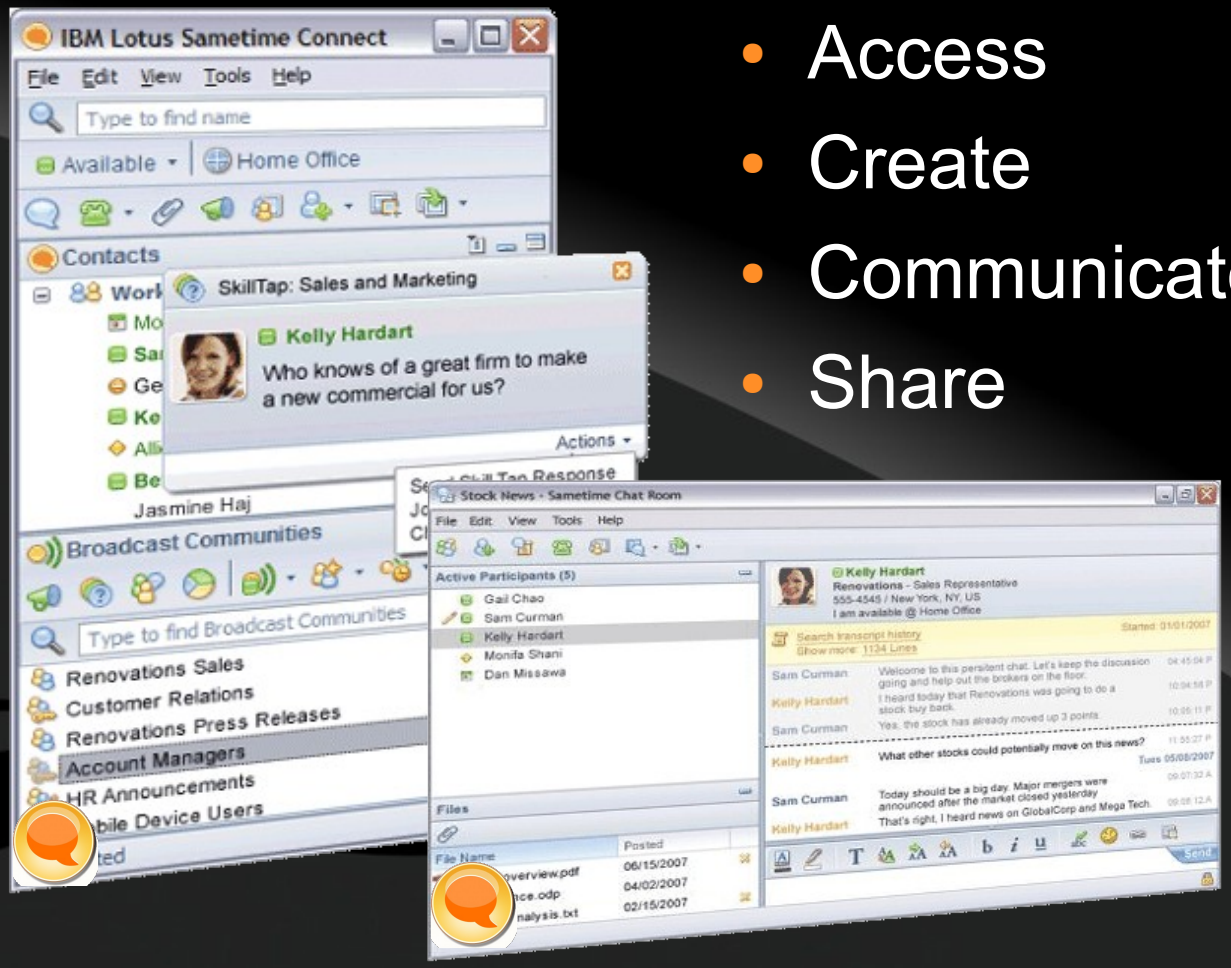
Lotus Notes® & Domino® – more than just email, calendar & contacts – tools to keep your business connected



- Connect
- Socialize
- Team
- Acce
  ss

Moving the collaboration experience beyond the desktop

Lotus Sametime® – collaboration at the speed of now



- Access
- Create
- Communicate
- Share

Lotus Symphony™ – easy-to-use office productivity tools

Create

Edit

Interoperate

Save

Backup and Disaster Recovery – technology to keep your information safe and your mind at ease

- Reliable, hot swappable disk based technology
- Intelligent management of stored data
- Frequent incremental and differential backups
- Advanced software RAID redundancy system
-

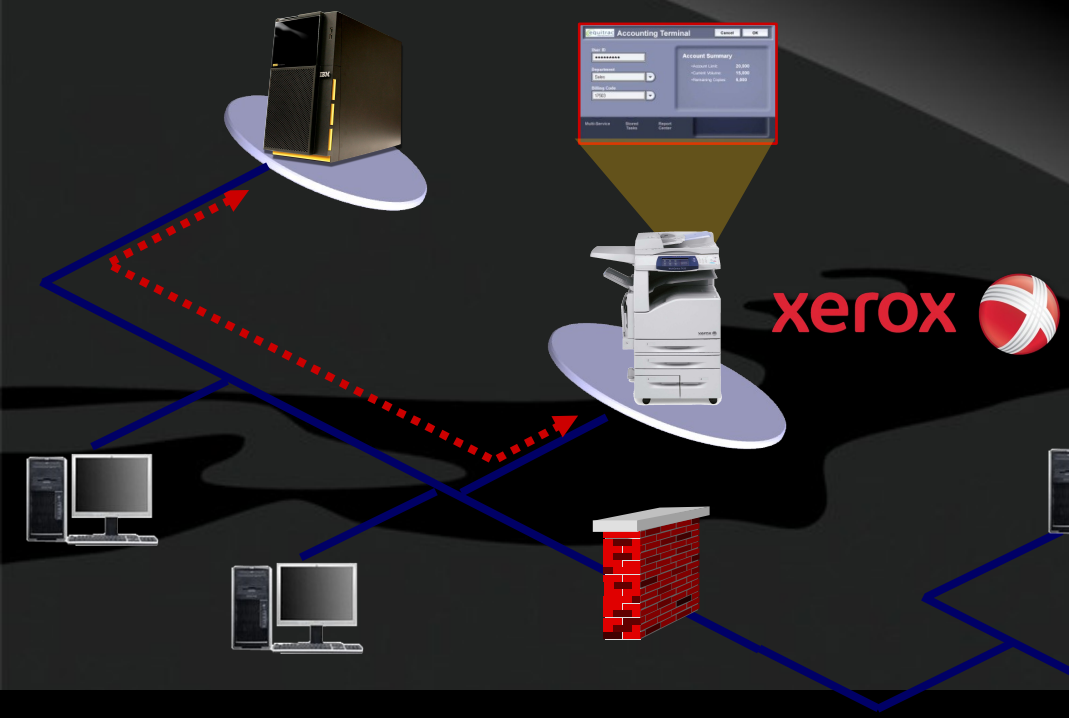
Integrated security at the network and file level

- Linux® based, highly secure solution
- Integrated, auto-configuring VPN
- Integrated, auto-configuring Firewall
- Anti-virus and Anti-spam
-

IBM Partner Solutions: Xerox OfficeNow!

Complete, integrated network, IT and document imaging solution

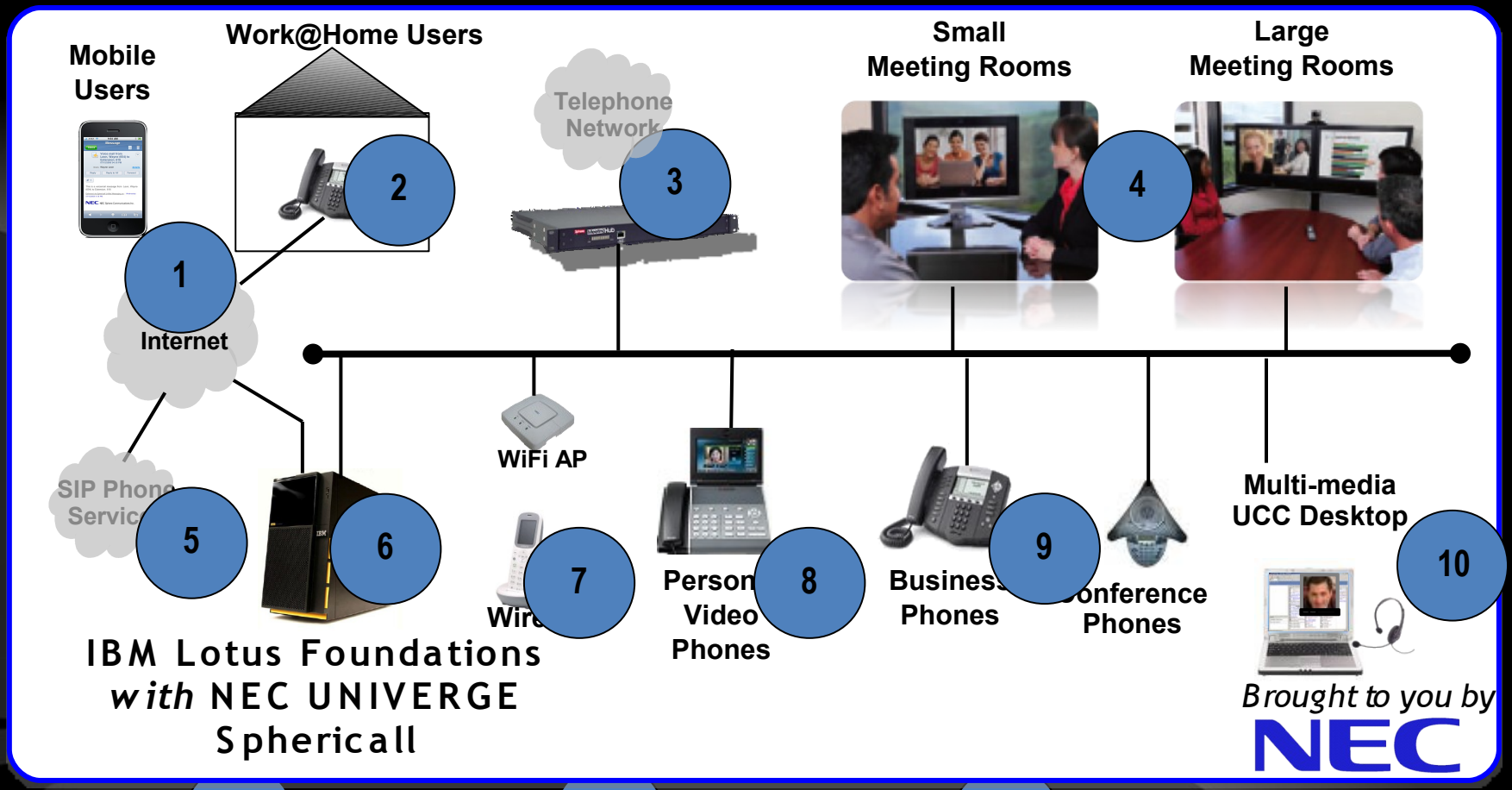
- Automated network and MFP configuration and discovery
- Access email and files from the MFP
- Scan directly into email or network file folders



- IBM Lotus Foundations – *all-in-one IT infrastructure*
  - Collaboration, file and print services, security, backup and disaster recovery and more
  - Remote access from home or the road
- Xerox WorkCentre – *world class document imaging*
  - Print, copy, scan, fax in a single footprint
  - Industry leading productivity, reliability and security
- Software Applications – *business applications for enhanced productivity*
  - Lotus Notes and Symphony
  - ScanFlowStore – document capture and digital archiving

IBM Partner Solutions: NEC

10 ways you can make communications in your small businesses into smart business



1 ork on-the-go

2 nable Work@Home

3 se Existing Services

4 dd HD oom Conferencing

5 se IP Voice Services

6 anage from Anywhere

7 -house Mobile WiFi Phones

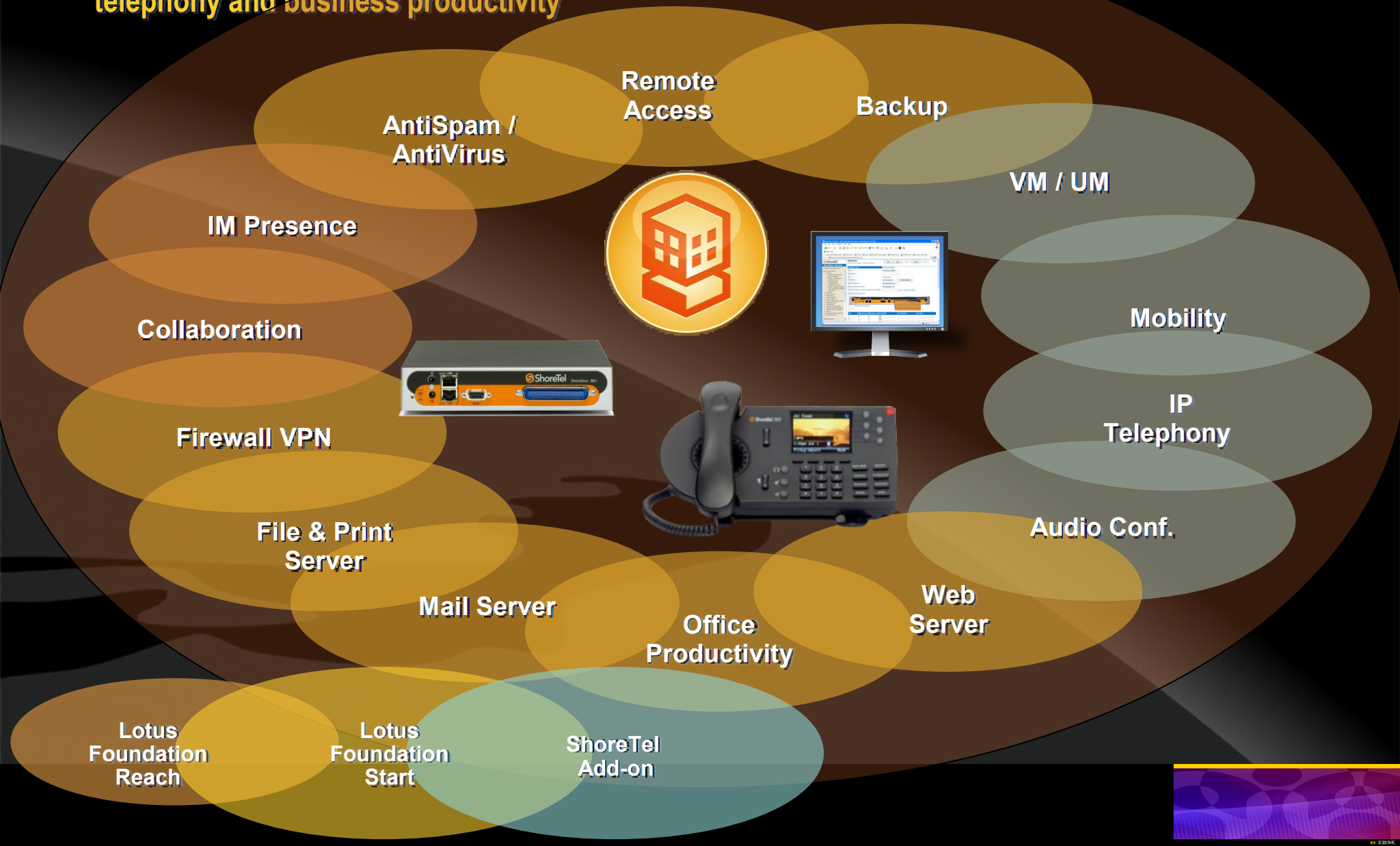
8 D Video Desktops

9 elect the Phones you Need

10 tegrated UC² Desktop

IBM Partner Solutions: ShoreTel

Provides enhanced real-time communications & collaboration (UCC) functions along with IP telephony and business productivity



Mitel Communications Built on Lotus Foundations Plus a Comprehensive Service Offering

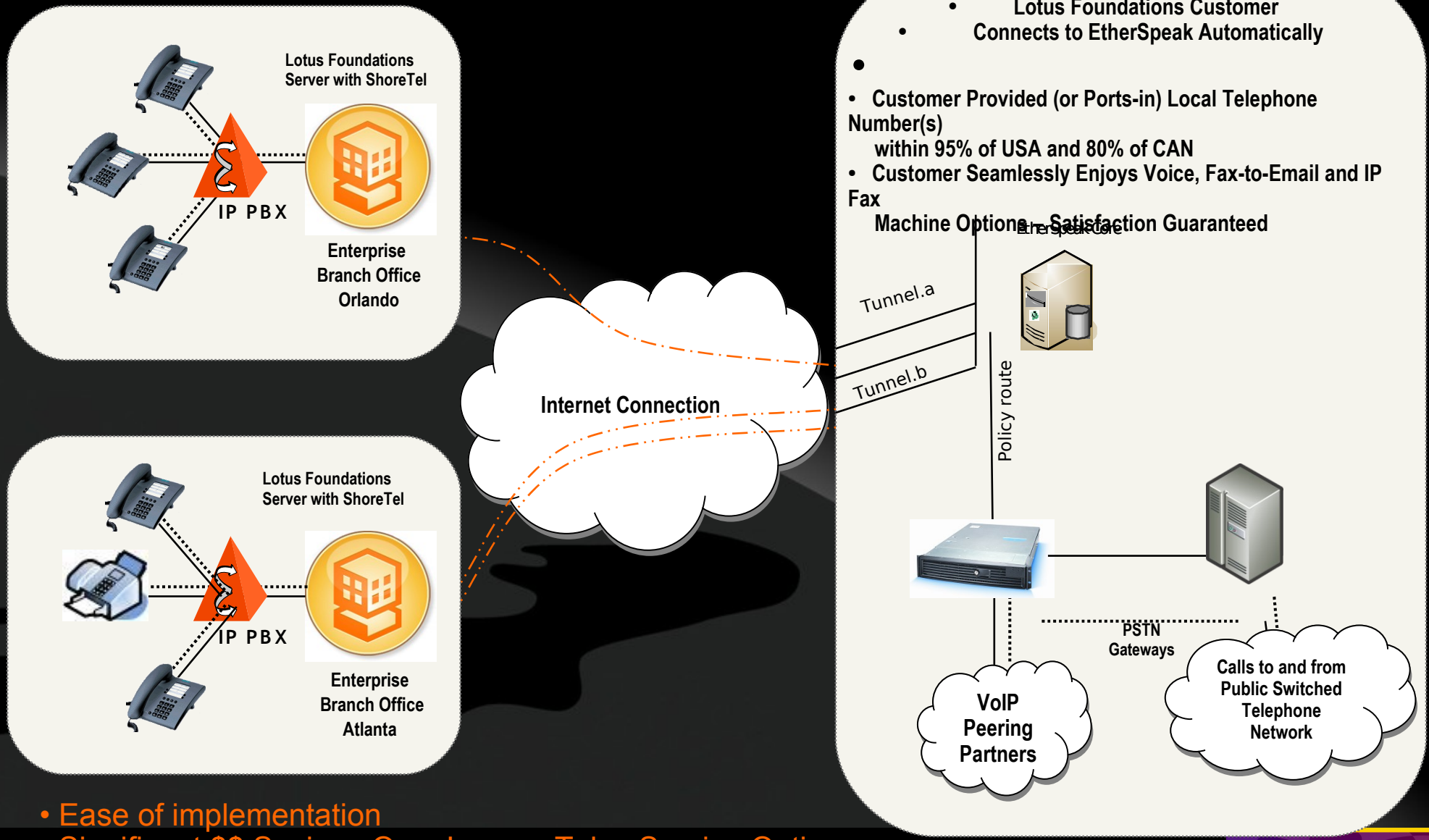
Mitel Communications Built on IBM Foundations

- Simplicity in integrated voice enablement, administration and management
- Designed for small business, with key voice features
- Flexibility for application enhancement
- Fully integrated with Lotus Foundations
- Expansion from CPE to hosted managed services

MITEL®

Simply Communicating®

IBM Partner Solutions: etherspeak



- Lotus Foundations Customer
- Connects to EtherSpeak Automatically
-
- Customer Provided (or Ports-in) Local Telephone Number(s) within 95% of USA and 80% of CAN
- Customer Seamlessly Enjoys Voice, Fax-to-Email and IP Fax Machine Options – Satisfaction Guaranteed

- Ease of implementation
- Significant $$ Savings Over Legacy Telco Service Options
-

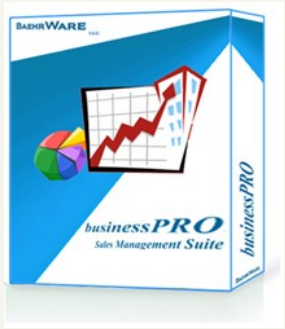
IBM Partner Solutions: Extracomm

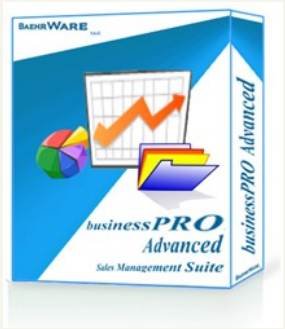
ExtraFax is a native Domino fax server solution that integrates your fax and email system allowing you to create a powerful communication tool. ExtraFax allows users to send and receive faxes within their inbox and never leave their desk!

ExtraFax
ENTERPRISE FAXING

- Integrated with Lotus Foundations
- Recognized as a GREEN solution with IBM's Energy and Environment Validation
- Easy to use and deploy
- Cost effective and excellent ROI

IBM Partner Solutions: *BaehrWare LLC*





businessPRO: Sales Management Suite

Client Management
Opportunity Management
Quotations
PO Tracking
Invoices
Billable Time
Expenses
Product & Service Catalog
Security and Workflow
. . . and more!

First 3 users included; $99 each additional

BusinessPRO Advanced: Sales Management With Integrated Document Management

All the features of businessPRO with a document management feature for managing your sales documents including warranties, product brochures, sales contracts & agreements, service contracts, and product and service terms & conditions.

First 3 users included; $129 each additional

DocuPRO Advanced: Productivity Suite

Document Management
Contact Management
Expense Management
Leave / Time-off Coordination
Time & Billing Features
On-demand approval Workflow

First 3 users included; $129 each additional

Advanced Web Configuration for Foundations

Transform any Lotus Foundations server into a full-scale Domino Web Server!
The ONLY add-on that allows you to use Domino instead of Apache as the native web server (http port 80 and https port 443) on the Lotus Foundations Platform!

Affordable – only $49.99 per server!

IBM Partner Solutions: Transend

•**Transend Migrator for IBM Lotus Foundations**

•

•Enables new Lotus Foundations customers to migrate all email data from competitive messaging systems to Lotus Foundations - quickly, reliably and affordably!

•

- Intuitive GUI and powerful command line batch processor automates the migration of multiple mailboxes from a central location
- Common migration scenario “batch templates” allow users to migrate mailboxes to Lotus Foundations in bulk with ease

•

•***Pricing***

- Per mailbox licensing model, discounted based on volume.
- From: $5.60/mailbox for bulk licenses to $39 for a 1-mailbox license

•

•

•

eproductivity™ for Lotus Foundations

You and your customers live in a world of e-mail....
Let eProductivity make this world
Efficient and Effective...

- ✓ eProductivity is a personal productivity solution for IBM Lotus Notes.
- ✓ Based on the he principles of "GTD" (Getting Things Done) popularized by best-selling author, David Allen, eProductivity gives users complete control and perspective across all their communications, projects, and pending actions
- ✓ Allowing busy users to make smarter decisions about what to work on next in order to maximize their personal productivity.
- ✓ A great way to get customers to switch from Outlook to Lotus Notes on IBM Lotus Foundations

"Once users have eProductivity you can't take it or Lotus Notes away from them... ."
- David Lawrence, Lotus Foundations Partner

Learn more: **www.eProductivity.com/Foundations**

GTD ENABLED
David Allen

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