Lotus knows.

LotusphereComesToYou2010

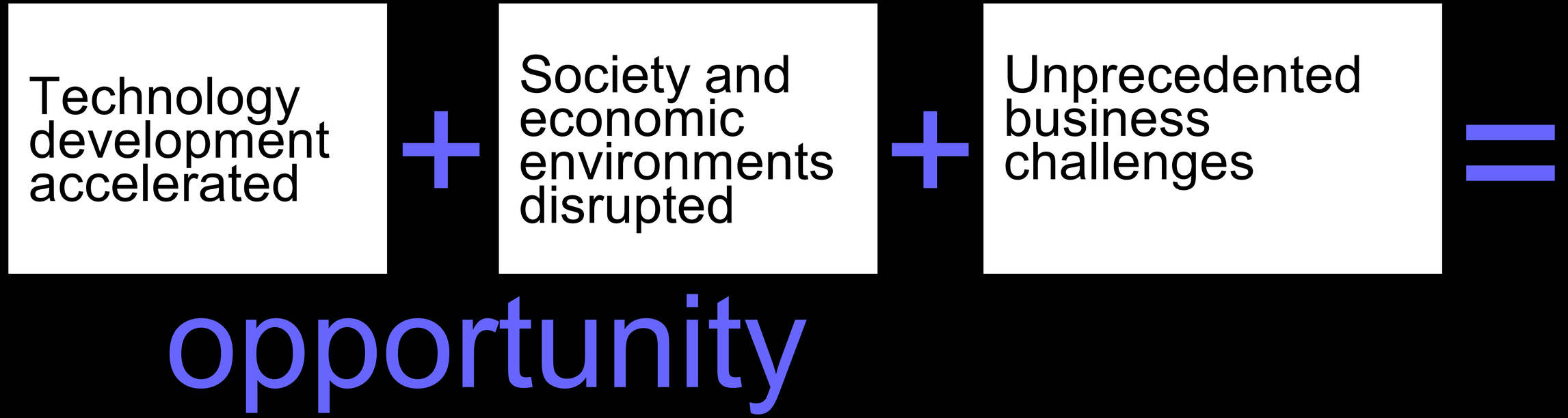
Lotus knows we are coming to a city near you.

www.ibm.com/lotus/lcty

Smarter software for a Smarter Planet.

Vice President
Messaging and
Collaboration

Current Market Conditions

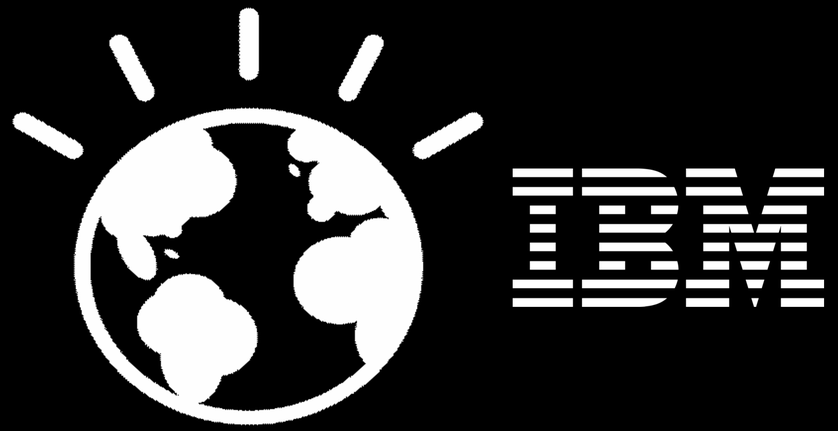


Current Market Conditions

Transformative

opportunity

Current Market Conditions



Investing in

people

research

technology

Smarter Planet

Our world is becoming **INSTRUMENTED**

***30 billion** RFID tags… 2010*

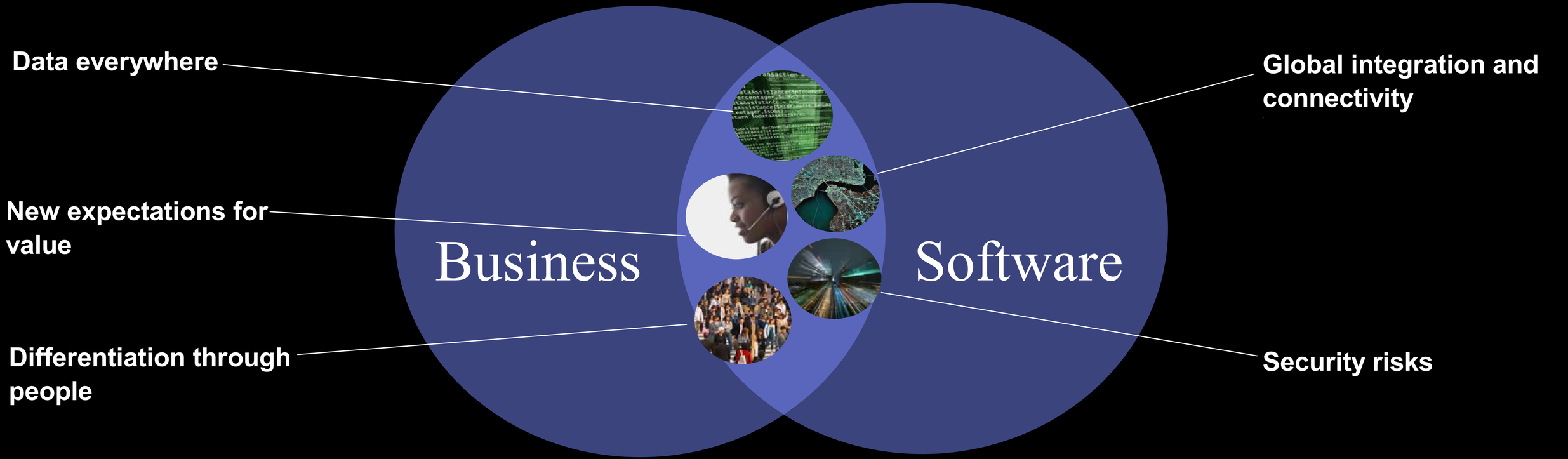
Our world is becoming **INTERCONNECTED**

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

All things becoming **INTELLIGENT**

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

Today, more than ever, organizations use software to enable every facet of their business.



But with new models and ways of working come new challenges...

For the past 50 years, IBM has been delivering smarter software that is…

Fueled by Expertise	Built for Change	Ready for Work
Software Business Industries How it all connects How to get real results	Open Easily integrated Flexible Helping clients anticipate and lead change	Industrial-strength Proven Ready-to-scale Dedicated to solving clients' challenges
Over 4000 business analytics expert consultants World's largest math department World's largest middleware company	100+ acquisitions Contributes to over 150 open source projects 300 SOA patents	60 laboratories WW practicing agile development End user services support for 4.3M end users

Smarter software . . .

Knows & acts

Turn information into insight

Adapts

Increase agility

Connects

Connect & collaborate

Delivers

Enable business service and product innovation

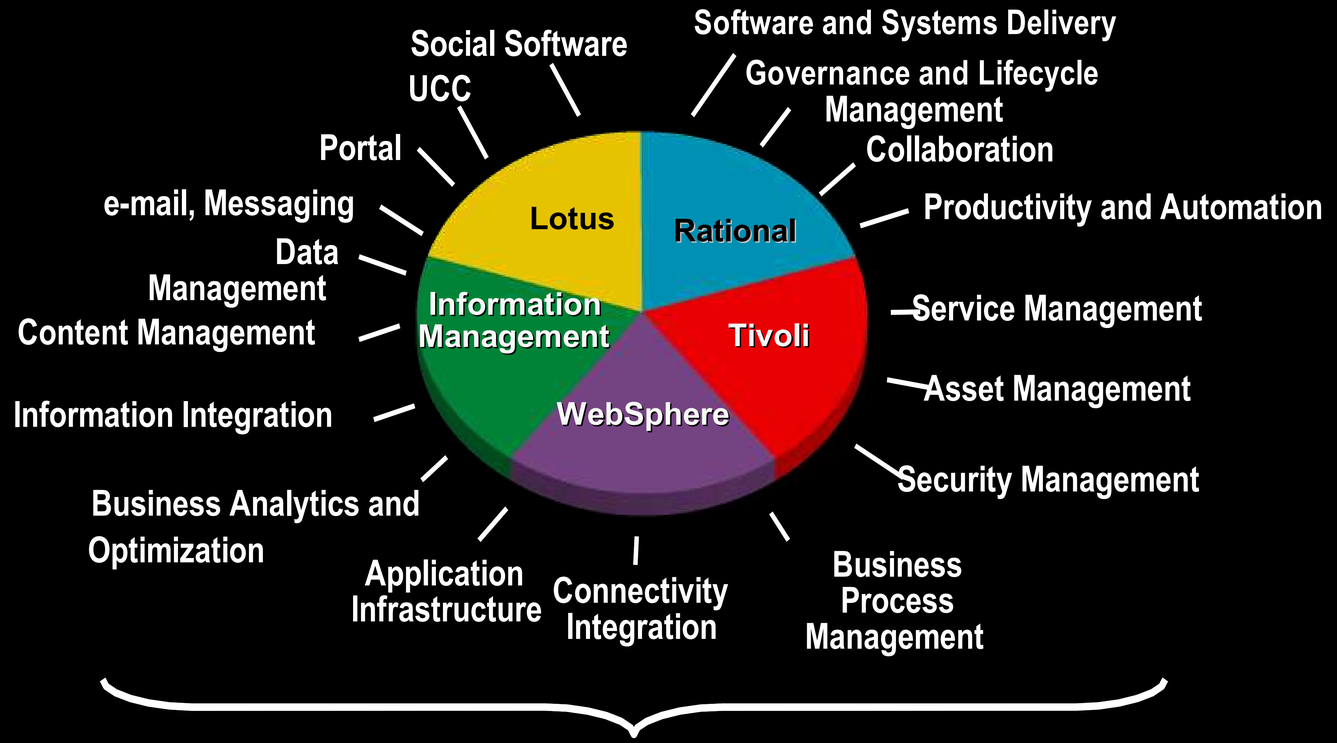
Optimizes

Drive enterprise operations effectiveness and efficiency

Protects

Manage risk, security, and compliance

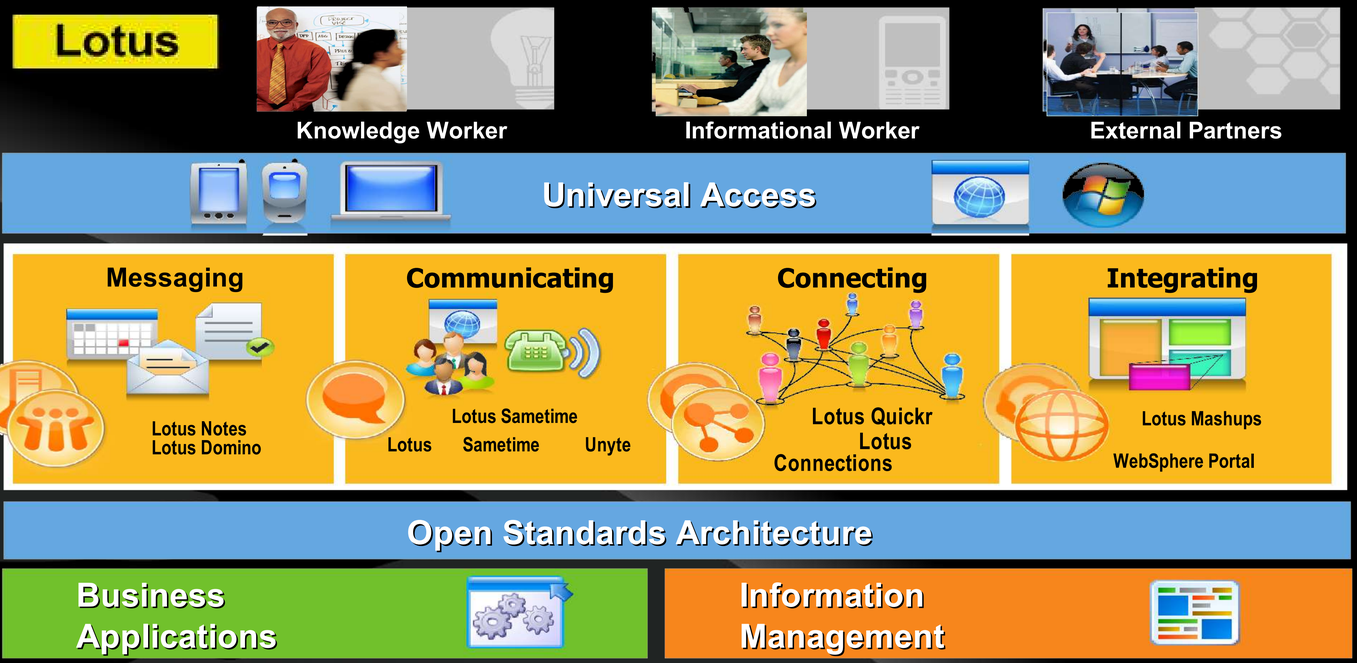
Leverages the entire Portfolio to deliver solutions



Service Oriented Architecture (SOA)	Information On Demand (IOD)	Next Generation Collaboration	Service Management	Software & Systems Lifecycle Mgmt

Lotus knows.

And Lotus Collaboration Software is a core building block enabling clients to...



...work smarter with dynamically adaptive collaboration

Lotus knows.

Our innovative community continues to grow

Lotus knows.

YOU knew.

The importance
of collaboration.

The importance
of open standards.

The importance
of delivering on promises.

Lotus knows.

GM

RIM

Continental

Panasonic
ideas for life

ZURICH
Because change happenz

Innovation and Collaboration

New Features Support

GM's Reinvention

Global rollout is starting now to more than **1000 people a day!**

New version of iNotes provides the rich features of the installed client

Enhanced look and feel is intuitive

Viewing the calendar in the side bar is cool

Type-ahead addressing, Instant spell-checking is great

Integration of the framework with other applications like collaboration

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Mobility

Where is the Enterprise Opportunity?

	Today	Projected*
Rich Client Managed	3%	10%
Light Client Managed	1%	70%
Basic Unmanaged	96% (at home)	20% *Q3 2010

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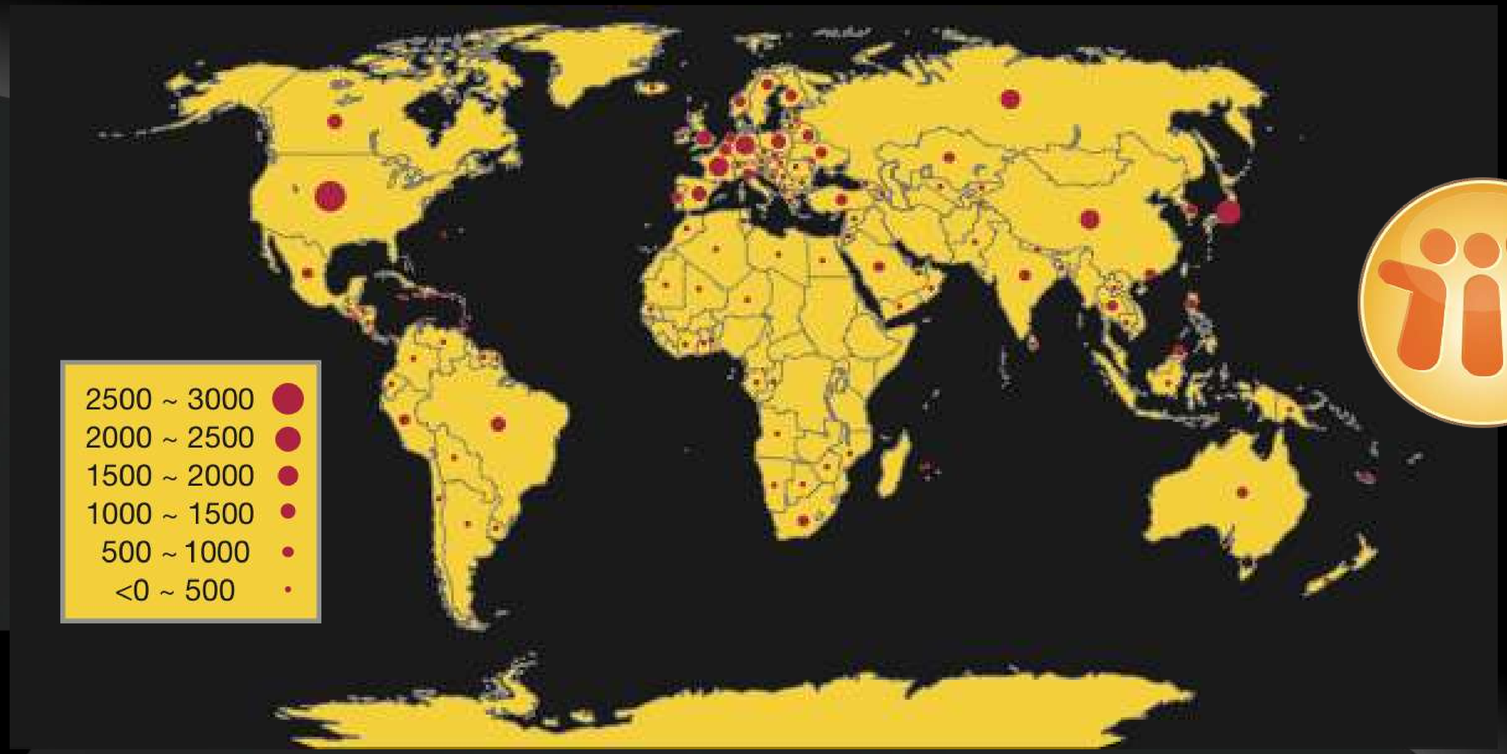
Lotus knows.

How to build on the strength of our global customer reach



Worldwide

18,378

New Notes Customers since Launch of Notes 8

Lotus knows.

How to win in the marketplace

For Two Years Running, IBM Places in Gartner Leader Quadrant for **Unified Communications**

IBM Lotus Beat Microsoft to Adding New Features with it's **Lotus Connections** Suite.

IBM **LotusLive** Snags Panasonic to Challenge Google in the Cloud.

eWeek, January 14, 2010

...IBM Ranked WW Market Share Leader in **Portal** Products Enterprise Software Segment

Gartner 2009

Lotus knows.

Why many customers have changed their “Outlook”...

Microsoft Exchange customers adding IBM Collaboration

Intesa Sanpaolo
AXA
DBS
SNCF
SXC Health Solutions Corp.
RIM

Lotus Notes/Domino customer deciding against Microsoft

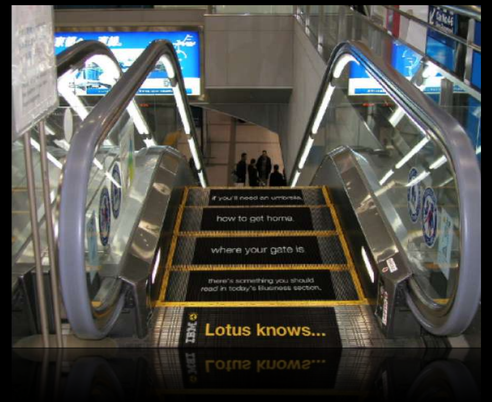
HSBC
Coca-Cola
Raytheon
30,000
Ameriprise Financial
30,000
ERICSSON TAKING YOU FORWARD
Indofood THE SYMBOL OF QUALITY FOODS
NOVARTIS
FAYSAL BANK
Energy ESTONIA

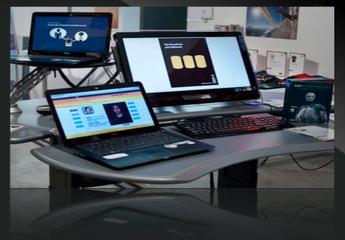
Customers who have made large-scale change from Microsoft to Lotus

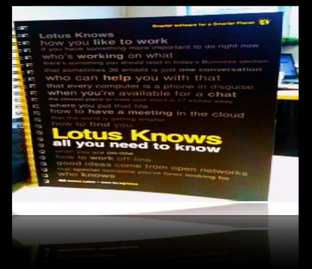
Panasonic ideas for life
300,000
भारतीय स्टेट बैंक State Bank of India
300,000
HYATT
50,000
KBC
60,000
PNC LEADING THE WAY
50,000
18,000
INEOS
ROHM AND HAAS
15,000
Continental
75,000
THE LINDE GROUP
THE BANK OF NEW YORK MELLON
50,000
Amadori Passione di Famiglia
1,000
usbank Five Star Service Guaranteed
60,000
FARMERS INSURANCE GROUP
FARMERS
5,000
DANONE
9,000
macy's
30,000
Suntel Your telecom partner for life
YapıKredi Sigorta
EQUIFAX

Lotus knows.

How to make an impact in the market





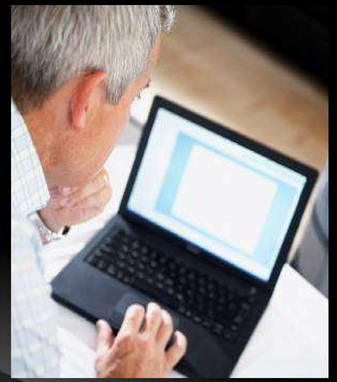


“Moving to IBM Lotus Notes and Domino from Microsoft Exchange and Outlook reduced software licensing costs by about 50%.”
— Dr. Tariq Marikar, Director, Product Development & CIO, Suntel Ltd

“Sametime has changed the way that SXC operates... we can respond to RFP's quicker, resolve system issues before they become critical, and ultimately react faster.”
— Scott Schrader, Director Information Systems, SXC Health Solutions

"We would probably have to buy eight different products and combine them to do all the things that we do with Lotus Notes and Domino."
— Troy Fulkerson, Director of Information Technology, Kentucky Baptist Convention

Millions of people use IBM Lotus for collaboration every day



145 Million Notes seats sold

46,000+ Companies

18,378 new customer organizations with Notes 8.0.1+

10,000 Business Partners

10s of Millions of Solutions

FORTUNE Global 500

More than half of the Global 500 corporations use Lotus Notes and Domino software

- 9 of the top 12 aerospace and defense corporations
- 3 of the top 8 automotive corporations
- 6 of the top 7 banks
- 3 of the top 4 electronics corporations
- 8 of the top 10 insurance corporations
- 6 of the top 8 pharmaceutical corporations
- 10 of the top 19 healthcare corporations
- 4 of the top 6 telecommunications corporations

Source: FORTUNE 500, May 4, 2009, CNN Money.com

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

Over 30% of all new Lotus Sametime customers over the last 3 years were Microsoft Exchange customers

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

Over 10 million 'free' Lotus Symphony users worldwide....and growing

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

Market leadership across the portfolio

Lotus Sametime has over 145 million entitled users worldwide

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

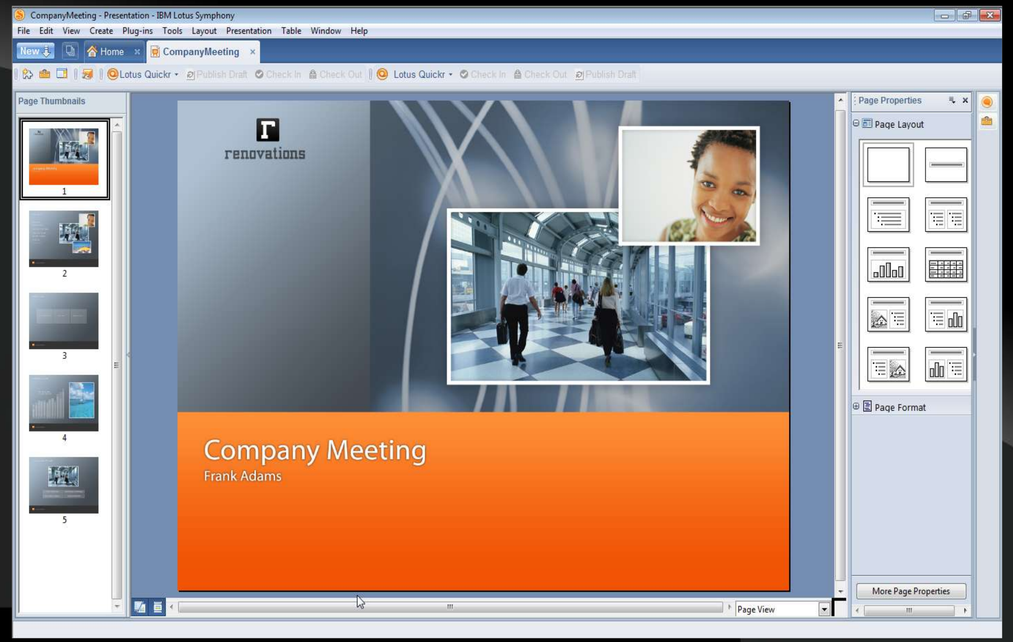
35% of the Fortune 100 have purchased IBM social collaboration software

Lotus knows.

Why you should build on existing technology

Lotus knows.

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



Freedom of Choice:
Linux
Mac
Windows
12+ Million Users

Symphony Next

Beta available Now

Lotus knows.

Why Cloud and hybrid environments give you flexibility

IBM LotusLive Portfolio of offerings

Meetings

LotusLive Meetings

LotusLive Events

Collaboration

LotusLive Engage

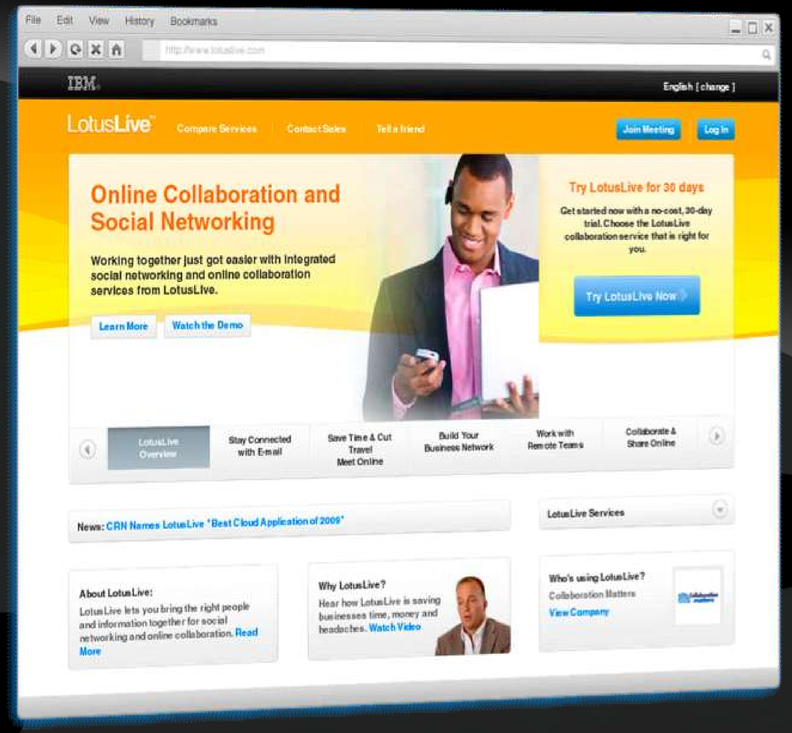
LotusLive Connections

Messaging

LotusLive Notes

LotusLive iNotes

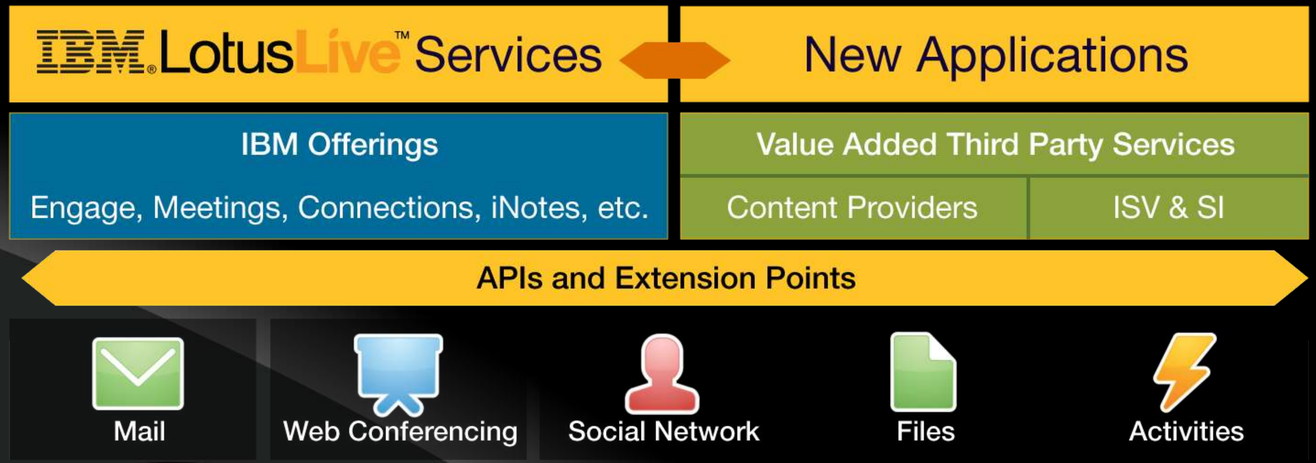
IBM LotusLive lets you...



- Simplify and improve interactions with your customers and partners
- Create rich, secure collaboration in the cloud
- Integrate on-premise applications with cloud-based solutions

Lotus knows.

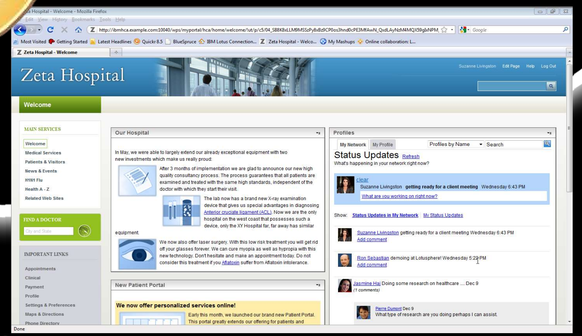
Why LotusLive is a Collaboration Integration Platform



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

LotusLive™ Notes

Full Notes and Domino Capabilities



Mail, Calendar and contacts delivered in the cloud
Lotus Sametime Instant Messaging support
5GB mailbox
a GB of file storage

LotusLive™

Introducing Lotus Connections Communities

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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

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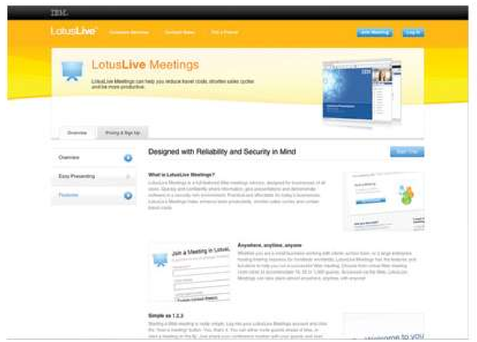
The Best Products Of 2009

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



Cloud Application: LotusLive

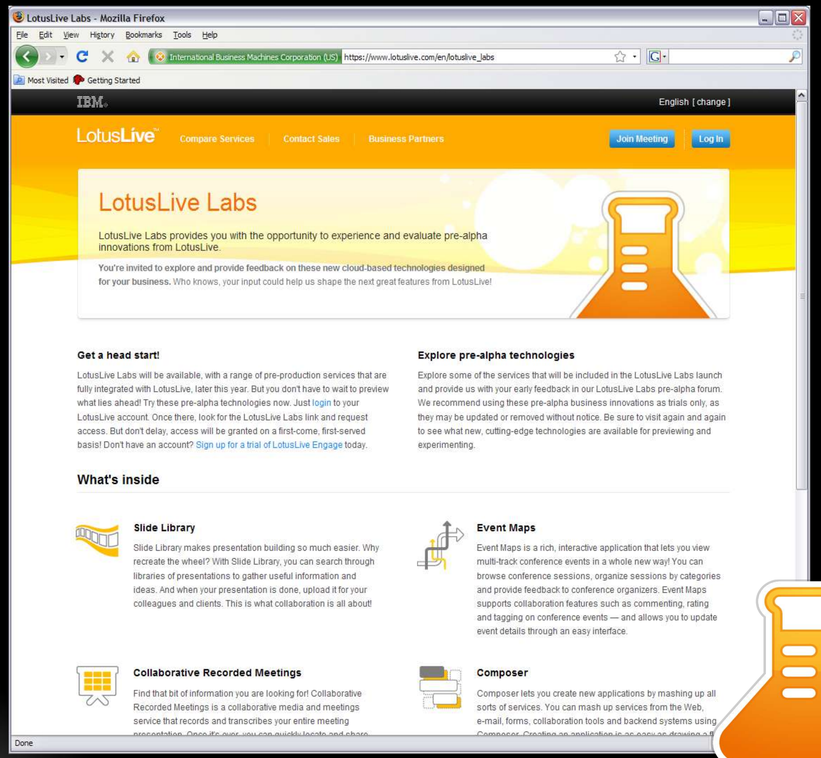
If you had written off IBM's Lotus group for dead, you'd have been very, very wrong. Not only is IBM's Cambridge, Mass.-based software operation as feisty as ever, its adoption of the hosted model for its core products is actually giving it a major technical edge. Case in point: LotusLive. The CRN Test 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.

Partnership with IBM Research

Easy access to alpha services

Accelerating the pace of innovation

Slide Library: A collaborative way to build and share presentations



Lotus Quickr Next

Lotus Quickr Next for Domino Services

Close alignment with Domino 8.5.1

Folder level access control

Improved document versioning

Direct connect ECM integration

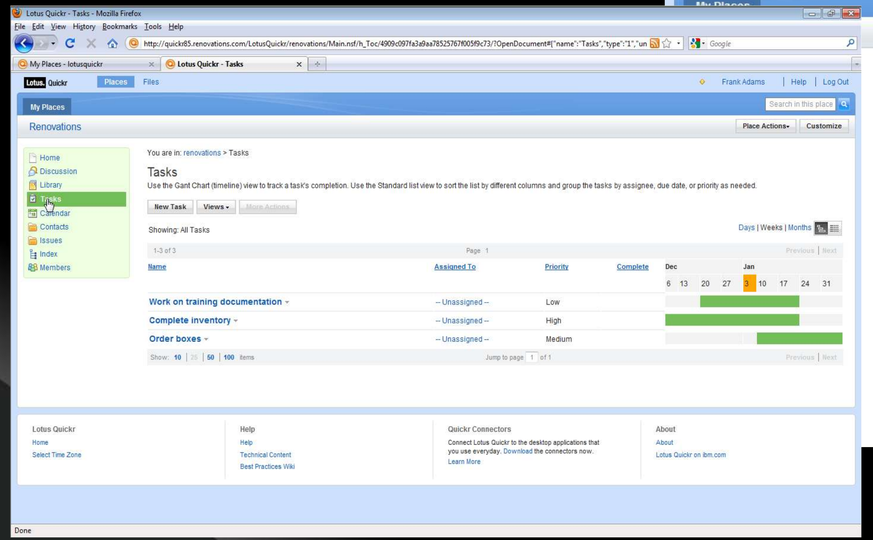
Alfresco™

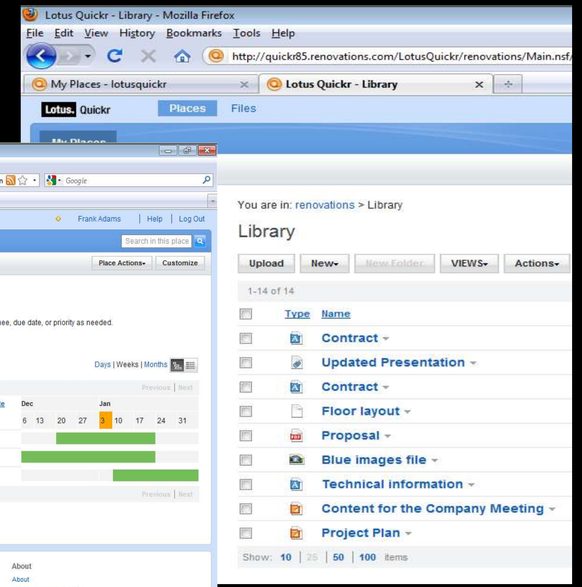
Lotus Quickr Next for J2EE Services

Alignment with latest version of WebSphere Portal

Scalability improvements

New web user interface





The information on Lotus Quickr is intended to outline our general product direction and it should not be relied on in making a purchasing decision. The information on Lotus Quickr is for informational purposes only and may not be incorporated into any contract. The information on Lotus Quickr 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

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

Introducing Lotus Notes Traveler for Android

first half of 2010

providing our own mail and calendar client

across this and many other Android devices

and IBM Lotus Notes Traveler Companion

new encryption application for the iPhone

free of charge

available now in the App store

...and IBM and RIM

rich social applications for the BlackBerry

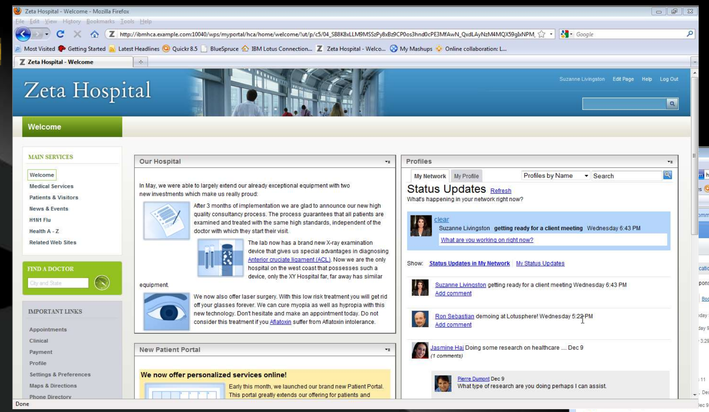
Blackberry client for IBM Lotus Quickr

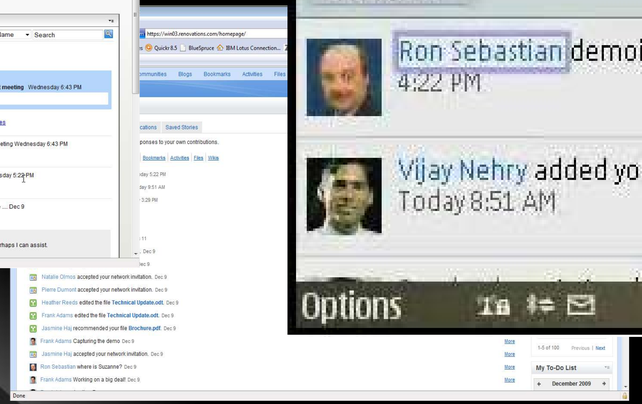
new version of BlackBerry client for IBM

Lotus Connections

Lotus knows that special someone you've been looking for.

Introducing IBM Lotus® Connections™ Next

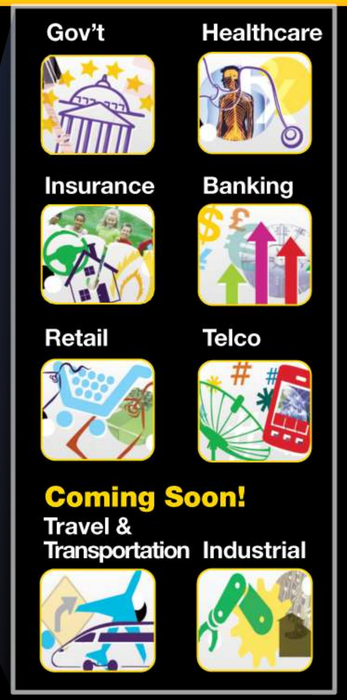




The information on Lotus Connections is intended to outline our general product direction and it should not be relied on in making a purchasing decision. The information on Lotus Connections is for informational purposes only and may not be incorporated into any contract. The information on Lotus Connections 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

WebSphere Portal
Deliver Exceptional User Experience

New IBM Industry Toolboxes for WebSphere Portal



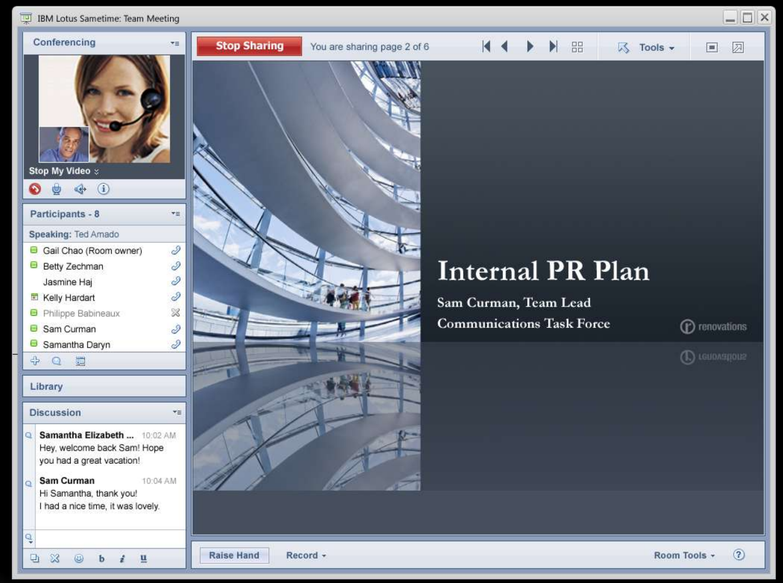
Introducing

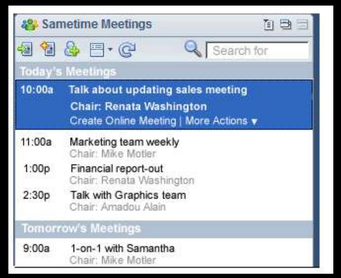
WebSphere Portal Next

- improved external site hosting
- simplified deployment model
- social content and mashup integration

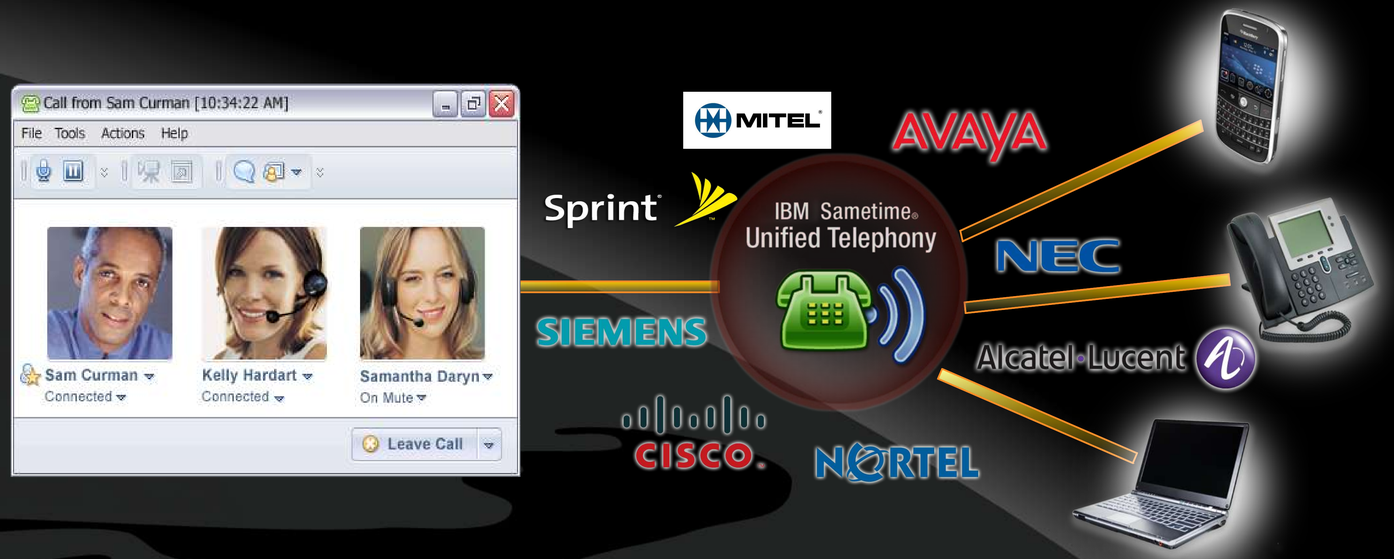
Lotus Sametime 8.5

NEW! Online Meetings
NEW! Audio and Video capabilities
NEW! Zero download browser experience
NEW! Apple iPhone browser client
NEW! Web 2.0 APIs
NEW! Simplified Management Console





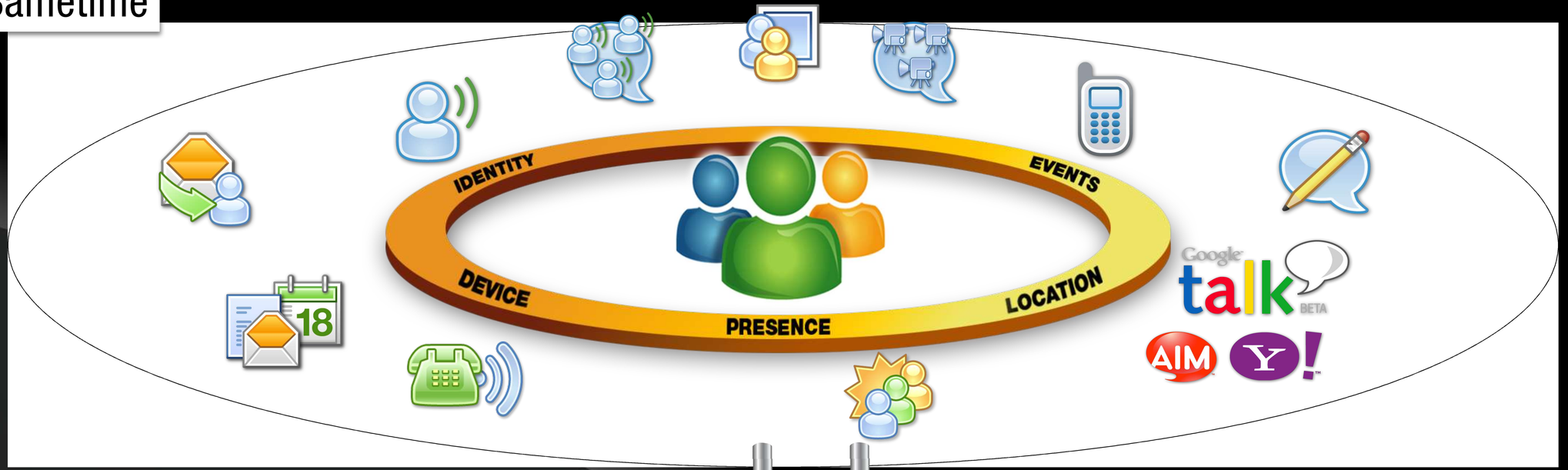
Lotus Sametime Unified Telephony



Telephony Presence
Single Number Service
Unique soft phone
Intelligent call routing
Simplified Integration with heterogenous PBX systems

Lotus. Sametime®

Software Platform



BROADSOFT
INTERACTIVE INTELLIGENCE®
is||coord
GENESYS® AN ALCATEL LUCENT COMPANY
i•link computer meets telephone
AVISTAR™
InterCall® Beyond Meeting Expectations
RADVISION
TANDBERG
CISCO
epilio
VoiceRite
PERMESSA
FaceTime
Alcatel·Lucent
PLANTRONICS SOUND INNOVATION
POLYCOM®
ShoreTel
pgi
AVAYA
NEC
instant

collaboration agenda™

collaboration agenda™

Translating technological innovation into industry-specific contexts

Industry Specific ROI Metrics

around collaboration capabilities

- Banking
- Insurance
- Government
- Healthcare Providers & Payers

“We will be where you will be”

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....

A Community of Partners

Collaboration Agenda – Supported by an ever-increasing community of Integrators...

integrasys people-friendly IT
SIRIUS COMPUTER SOLUTIONS
GROUP
SIS The Talent Behind the Technology
GEMINI SYSTEMS Technology designed by you.
ALPHALOGIX™
ascendant TECHNOLOGY
CDW
CITENT COLLABORATIVE IT SOLUTIONS
RockTeam
Prolifics
Workgroup Connections, Inc.
psc It's all in the way we listen.®
Perficient

...Offering Expertise, Solutions and Services

collaboration agenda™

How to get started

Go to:
ibm.com/collaborationagenda

Speak to your Lotus Sales Representative to learn more

Attend 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!

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.

Over 700 technical professionals globally!

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

ibm.com/software/lotus/services

Getting started: Accelerating product adoption

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

* Languages include: English, French, Canadian French, Spanish, Latin American Spanish, Brazilian Portuguese, Italian, German, Japanese, Chinese Simplified and Chinese Traditional

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

ibm.com/software/lotus/training

Lotus knows the value of bringing it all together.

IBM Project **VULCAN**

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

Continuity.
Convergence.
Innovation.
New Opportunities.

Continuity

Building on today's capabilities

Convergence

Unifying the experience across access and delivery models

Innovation

Applying technology to empower people to work in new ways

New Opportunities

Making possible the next generation of solutions

Bringing focus to what's most important

Empowering people to be their most effective

Enabling organizations to achieve greater results

Demo

IBM Project Vulcan helps people drive business forward

Lotus knows what the future
can look like.

At IBM, we believe software can make the world better, one client at a time.

What's your vision for your organization?

What's your biggest challenge?

Let's Talk.

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