

Collaboration Strategy



Disclaimer

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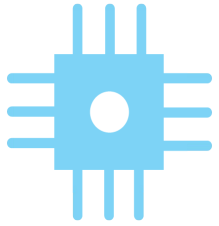
Agenda

- Core concepts and requirements
- Collaboration solutions strategy
- Emerging capabilities
- IBM Project Vulcan

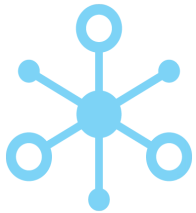
Agenda

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Smarter Planet is



Instrumented



Interconnected



Intelligent



Smarter Water



Smarter Energy



Smarter Traffic

Lotus Knows: Smart Work . . . is about people and collaboration

500 Million

social networking
users by 2012

1 Trillion

connected intelligent
devices in the world

42%

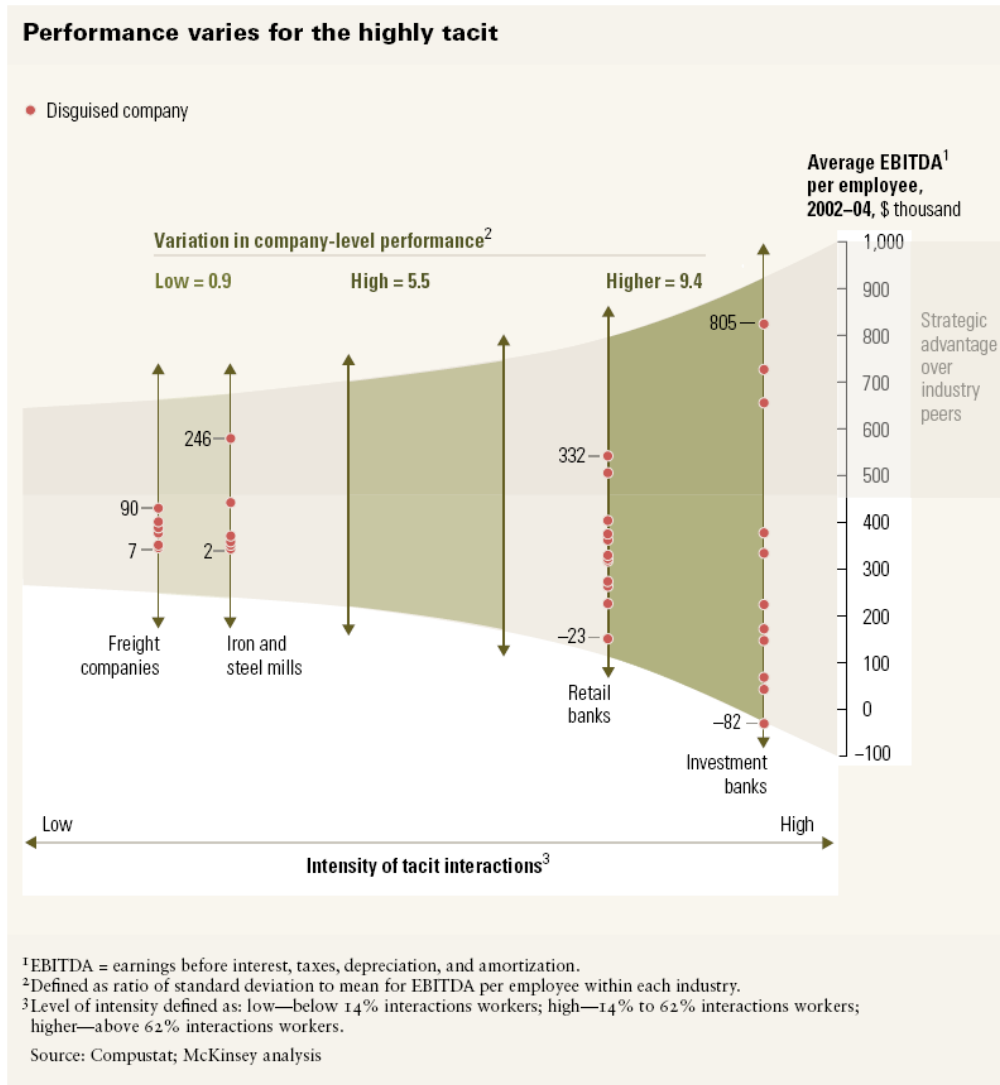
make decisions with the
wrong input at least once
a week

\$650 Billion

in productivity is
lost because of unnecessary
business process interruption



Performance varies for companies that depend on tacit interactions (McKinsey study)



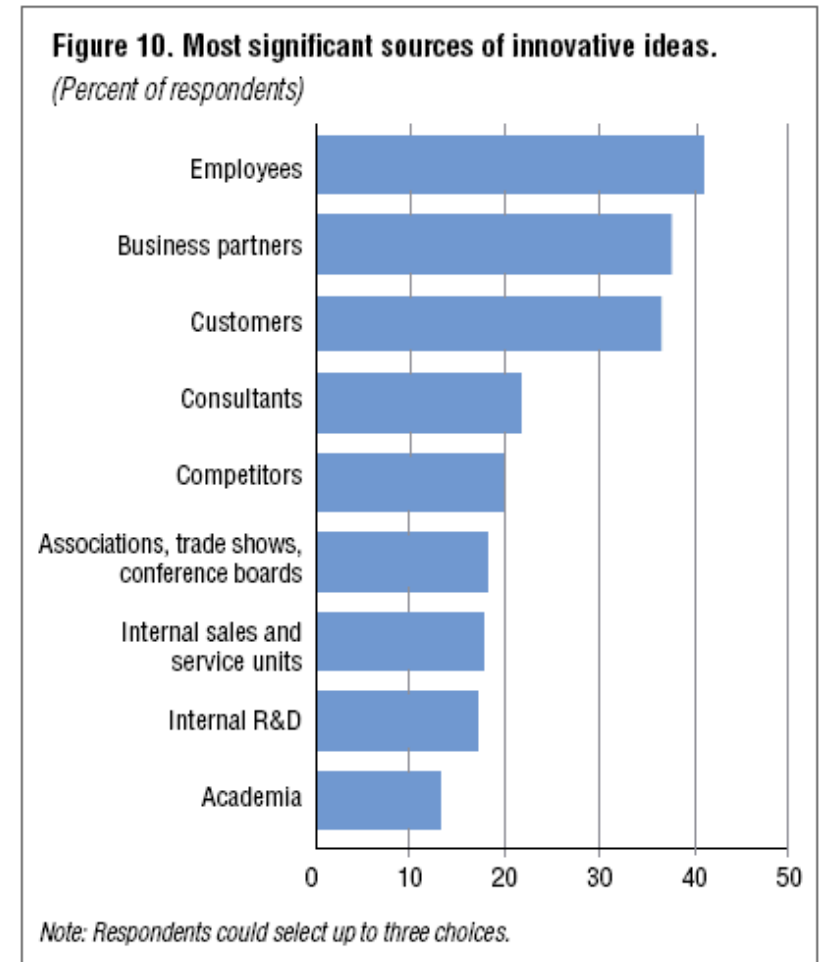
Tacit interactions: *The exchange of information, the making of judgments, and a need to draw on multifaceted forms of knowledge in exchanges with coworkers, customers, and suppliers*

Widening performance variation reflects:

- **More competitive headroom** to improve productivity of those who undertake tacit interactions
- **Understanding of how to gain performance lead** by making tacit workers more effective, versus efficient

The nature of work is changing to require new collaborative capabilities – across many industries and types of work

- Increasing complexity of work environments
 - Global organizations
 - Matrixed organizations
 - Organization changes, mergers and acquisitions
 - Outsourcing
 - Telecommuting/remote workers
- Focus on innovation and business agility
 - Transparency of critical information
 - Timely and accurate information flows
 - Virtual teaming
- Generational differences and consumerization
 - New collaborative models, habits
- Emphasis on external collaboration
 - Suppliers and partners
 - Customers/clients

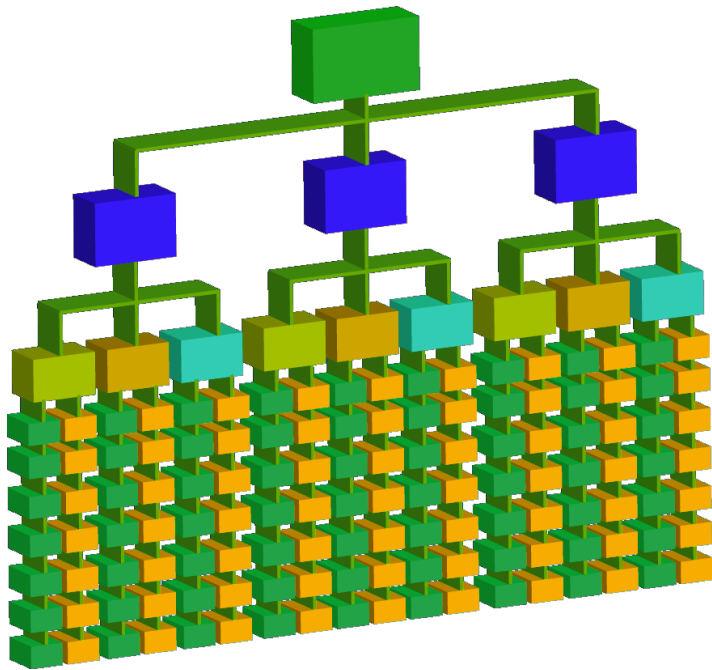


IBM Institute for Business Value, CEO Study 2006

Collaboration technologies are reaching people in more diverse situations

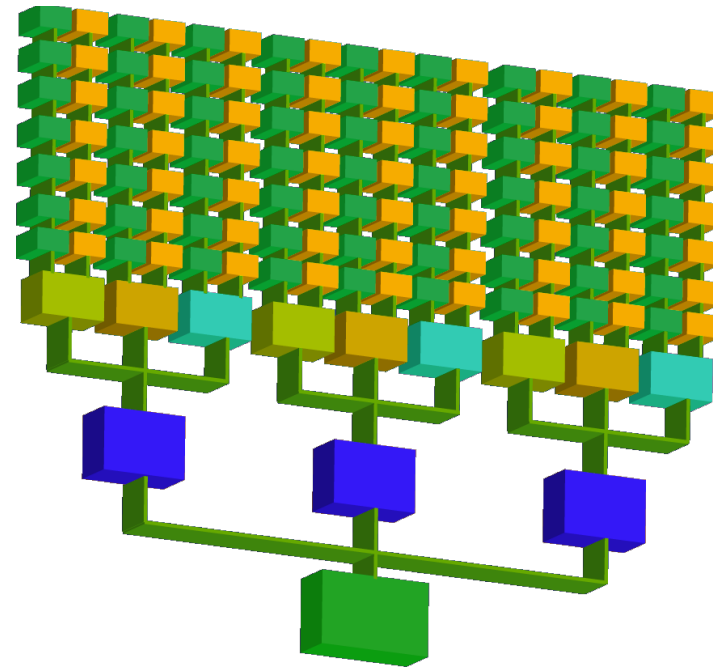


Successful use of collaboration technologies depends on a set of supporting practices, management actions, rewards, and governance



Top-down hierarchy

Additive processes








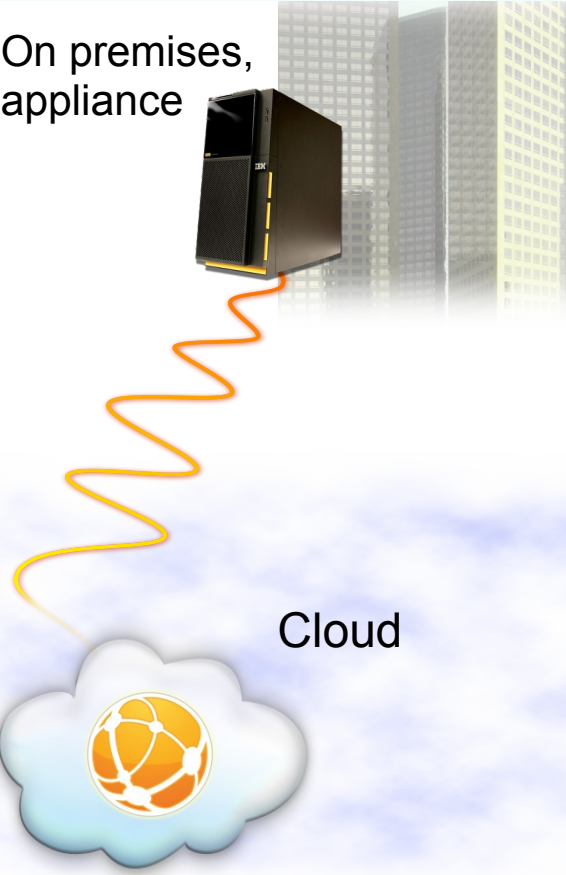
Now leaders support
the organization

Removal of obstacles

Agenda

- Core concepts and requirements
- **Collaboration solutions strategy**
- Emerging capabilities
- IBM Project Vulcan



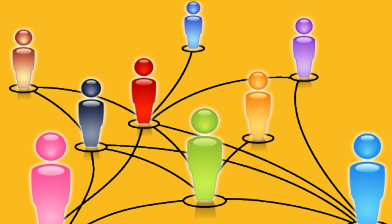
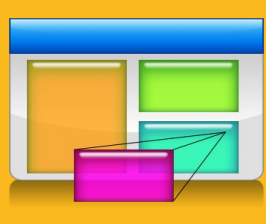
The Lotus vision – providing choice

User Experience	Investment Protection & Cost Control	Flexible Delivery Models
<p>Natural, intuitive, adaptive user experience</p> <div style="display: flex; justify-content: space-around; align-items: center;"> <div style="text-align: center;">  Web Browser </div> <div style="text-align: center;">  Desktop Clients </div> <div style="text-align: center;">  Mobile Client </div> </div> <div style="background-color: #f4a460; padding: 5px; text-align: center; margin-top: 10px;"> <p>role-based</p> </div> <div style="display: flex; align-items: center; margin-top: 10px;">  <div style="background-color: #00a0e3; color: white; padding: 10px; margin-left: 10px; text-align: center;"> <p>process-driven</p> </div> </div> <div style="background-color: #70ad47; color: white; padding: 5px; text-align: center; margin-top: 10px;"> <p>in context</p> </div>	<ul style="list-style-type: none"> ■ Multiple client, server, and mobile platforms ■ Lower TCO ■ Open vendor solutions ■ Integration platform for your business applications ■ Collaborative Services <div style="text-align: center; margin-top: 20px;">  </div>	<p>On premises, appliance</p> <div style="text-align: center; margin-top: 10px;">  </div> <p style="text-align: right; margin-top: 10px;">Cloud</p>

The Lotus business platform



   **Universal Access**  

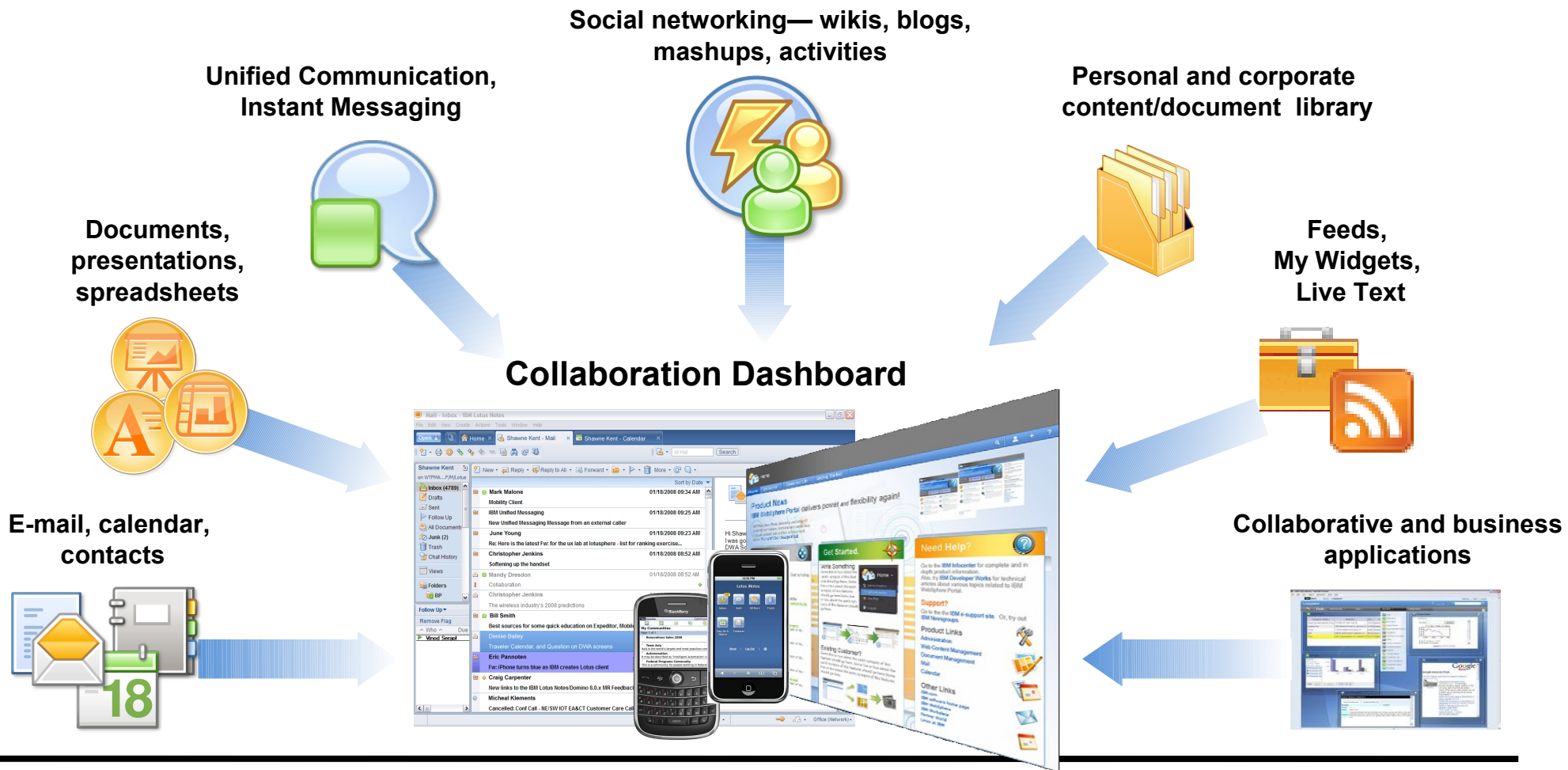
 Messaging	 Communicating	 Connecting	 Integrating	Lotus®
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Open Standards Architecture

Business Applications 

Information Management 

Collaborate in context from a single, unified view



Leveraging **ALL** your current investments



IBM Lotus Notes and Domino 8.5

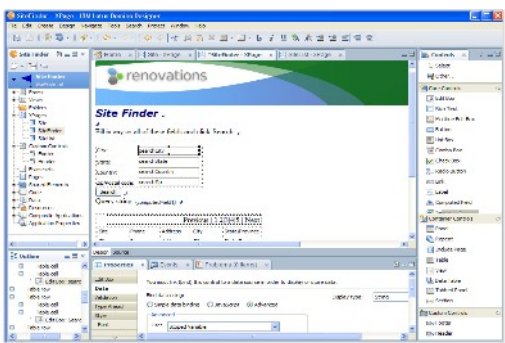
Social, efficient and green. Smart Collaboration is here.




 **Revolutionary Collaboration Desktop**




USERS




 **Breakthrough Application Platform**



DEVELOPERS



 **Smart Collaboration Server**



IT MANAGERS

Broad support for mobile devices



IBM Lotus Notes Traveler
Symbian OS, Apple iPhone, WinME



IBM Lotus iNotes ultra-lite
Apple iPhone



Lotus Software for RIM BlackBerry OS

Also access mobile solutions from IBM Business Partners

XPages – First class experience for Domino applications in web browsers



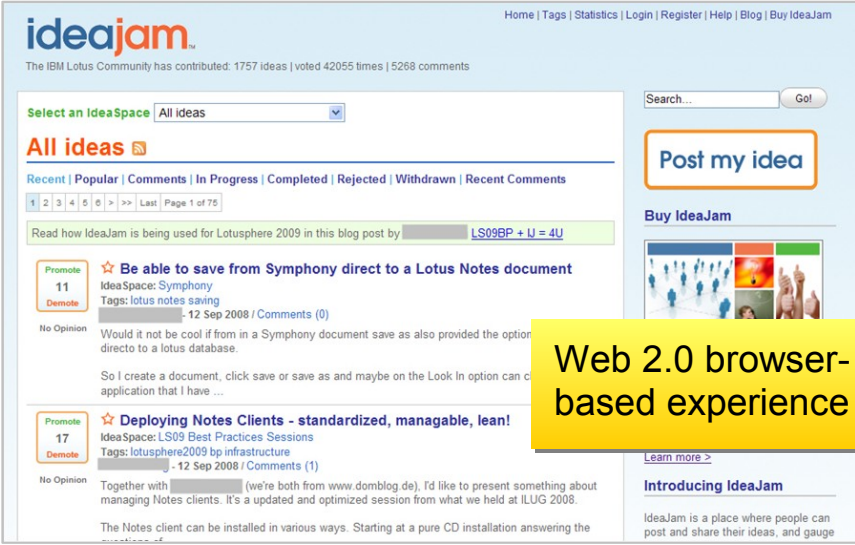
Domino Designer integrated into Eclipse



Domino server

Web 2.0 browser-based experience

Mobile browsers

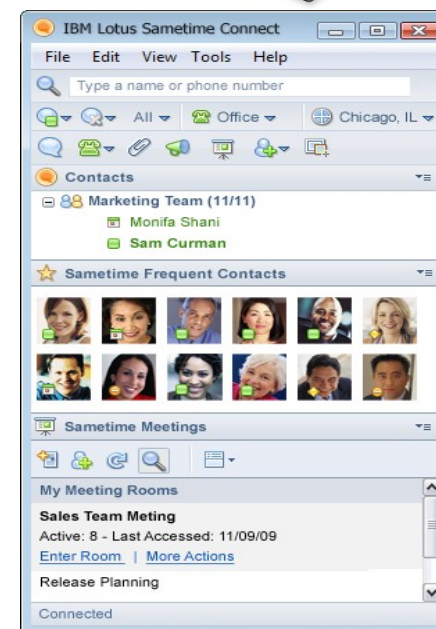
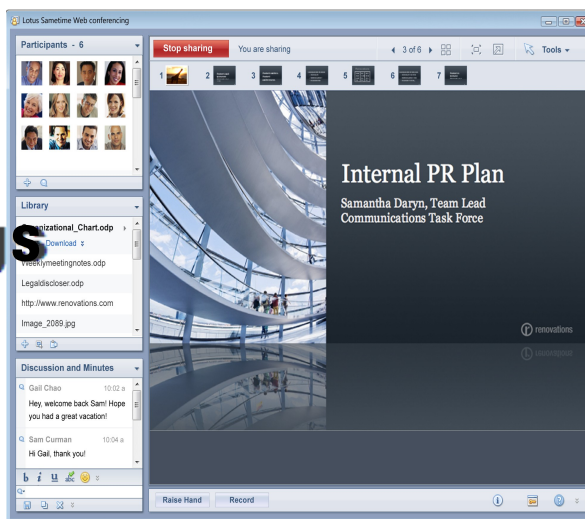
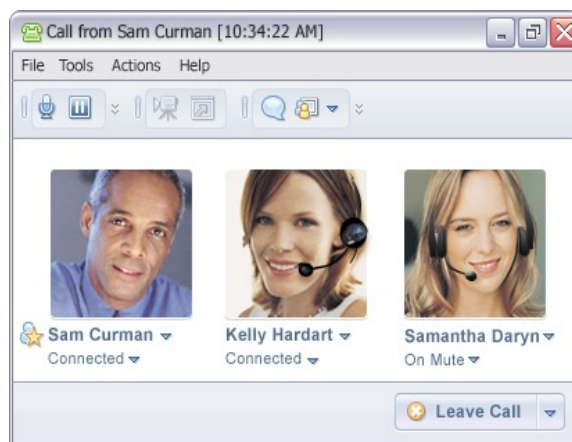


Unified communications and collaboration

Rich presence
Intelligent
Call Management

Single
softphone for
multiple PBX's
(IP & TDM)
Easy, fast
multimedia meetings

Web 2.0
zero download
web clients



Social software – Connecting people across the global enterprise

Lotus, Connections English | Hill, Charles R. (Charlie) | Help | w3 Home | Report a Problem | Support Forum | Log Out

Home **Profiles** Communities Blogs Bookmarks Activities Files Wikis

Profiles Home My Profile Edit My Profile Profiles by Name Search

Hill, Charles R. (Charlie) (Charlie)

IBM employee, Regular
IBM USA
 IBM Software Group, WPLC
 Distinguished Engineer, CTO Lotus software
User Experience Professional: UXD Design
 550 KING ST LITTLETON, MA, United States
 Building: LKG2 | Floor: 2 | Office: B2602B
 1-978-399-6318
charlesh@us.ibm.com
 Assistant: Sweeney, Rosemarie E.

Local Time: 10:25 PM

BluePages-to-Profiles pilot

Details
 Opt out
[Discuss the BP-Profiles pilot](#)

[View this Profile in BluePages](#)

Report to chain

- ▾ Rhodin, Michael D. (Mike)
 - ▾ Rennie, Alistair
 - ▾ Cox, Douglas (Doug)
 - Hill, Charles R. (Charlie)

[Full report-to chain](#)
[Same manager](#)
[People managed](#)

Network

10 new invitations

[Show all \(120\)](#)

Customized profile data fields and views for your organization

Aggregate content in one place for others to easily discover your work

Hill, Charles R. (Charlie)
Europe trip canceled due to volcanic weather - back in the office Monday
 Sunday 8:57 PM [clear](#)

[What are you working on right now?](#)

Tags

My tags for this profile:

- cto
- design
- jp
- lotus
- wplc
- application-design
- beehive
- collaboration
- connections
- cto
- de design
- design-
- leadership
- design-strategy

Contact Information

Background

The Board

Recent Posts

Communities Bookmarks Blogs Activities Files Wiki

Project Vulcan slides.odp

created by: Charles R. Hill | Apr 13 updated by: Charles R. Hill | Apr 14

Collaboration trends and strategy (Partner summit Palisades 12 Apr 2010).odp

created by: Charles R. Hill | Apr 11 updated by: Charles R. Hill | Apr 11

Project Vulcan strategy.odp

created by: Charles R. Hill | Mar 17 updated by: Charles R. Hill | Mar 17

Share and discuss files

The screenshot shows the IBM File Manager interface. At the top, there are tabs for 'Files', 'Collections', and 'Updates'. Below these are buttons for 'Upload a File' and 'New Collection'. A search bar is visible on the right. The main content area displays a file titled 'Collaboration adoption - short slide deck.odp'. It includes metadata such as 'Public and shared with 1', 'Added Sep 1', and 'Tags: adoption'. Action links like 'Upload new version', 'Share', 'Add to collection', and 'More actions' are provided. A description box shows 'Description: No description for this file', 'Size: 1.91 MB', and a 'Download this file' link. Below the file, there are tabs for 'Comments (1)', 'About this file', 'Sharing', and 'Versions (1)'. A comment from Luis Suarez Rodriguez is visible, dated Sep 2 (version 1), praising the slide deck and mentioning updates to the presentation content.

- Recipients are tracked and anyone who downloads the file is automatically notified of updates
- Recipients can forward the file to others, building a network of interested users

Flexible solution delivery strategy

Messaging

Communicating

Connecting

Integrating



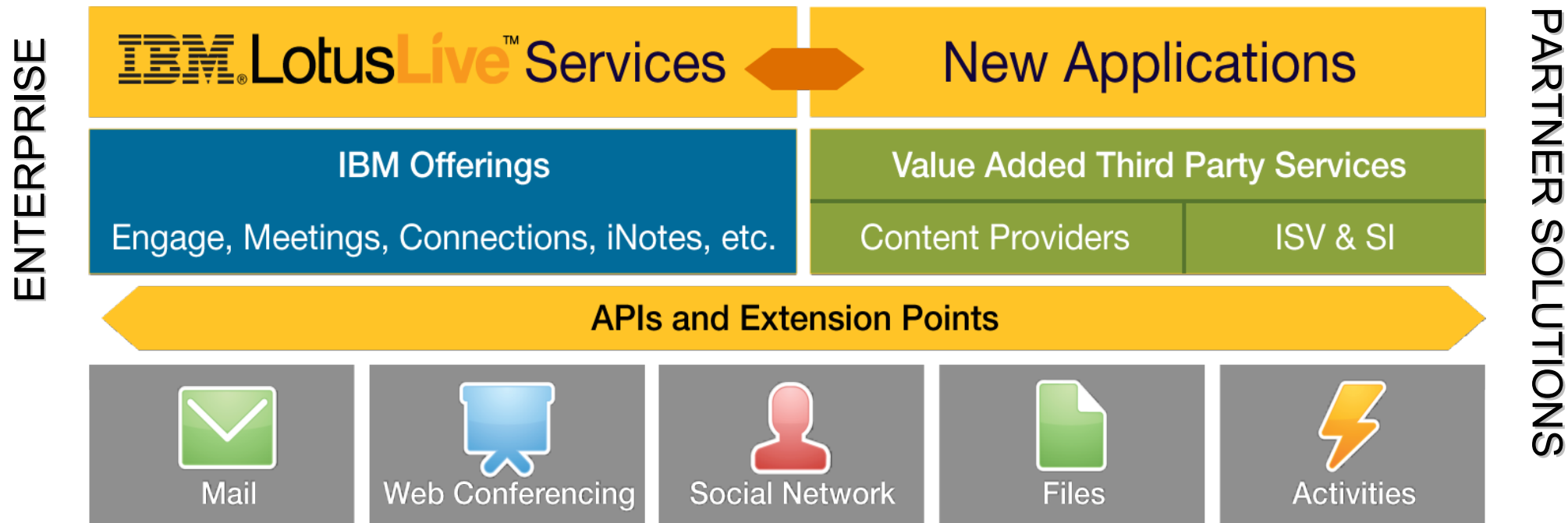
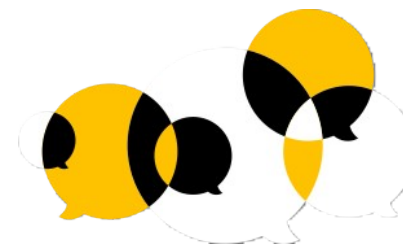
Cloud / Online



**On Premises /
Appliance**



LotusLive as a Collaboration Integration Platform: taking it off-premises has never been easier





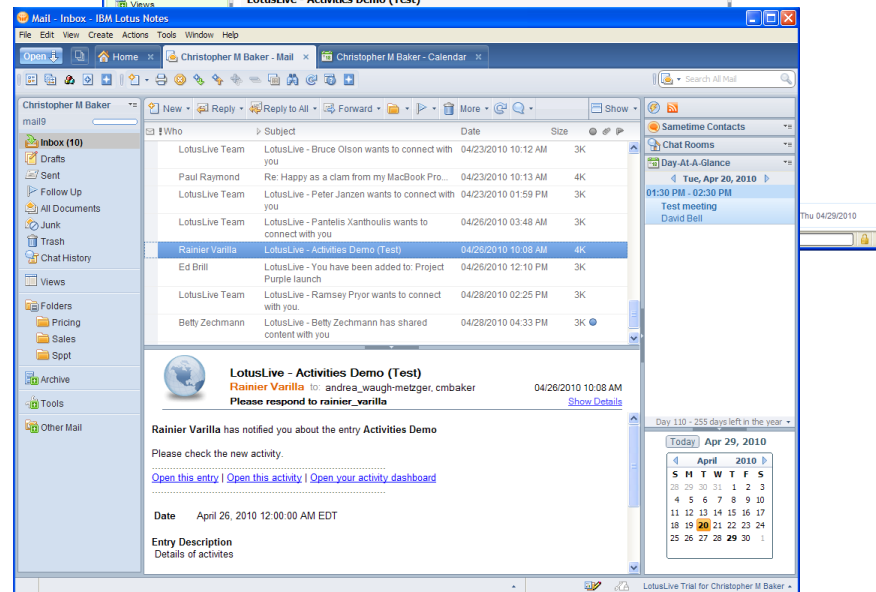
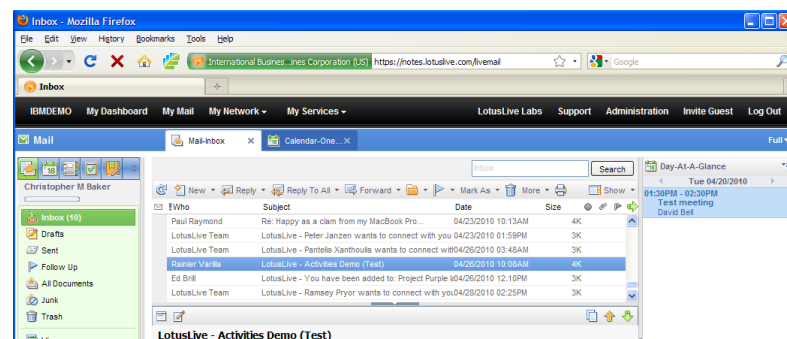
LotusLive Notes

Capabilities

- Security-rich Notes or browser access to advanced email, calendaring and contact management
- **5GB mailbox**
- Integrated single point of access to e-mail, calendars, contacts, IM, feeds, documents and collaboration tools
- Embedded Sametime IM & presence awareness in views and the sidebar
- Antivirus and antispam services
- Cross platform client support for Apple Mac, Microsoft Windows, SUSE and Red Hat Linux

Benefits

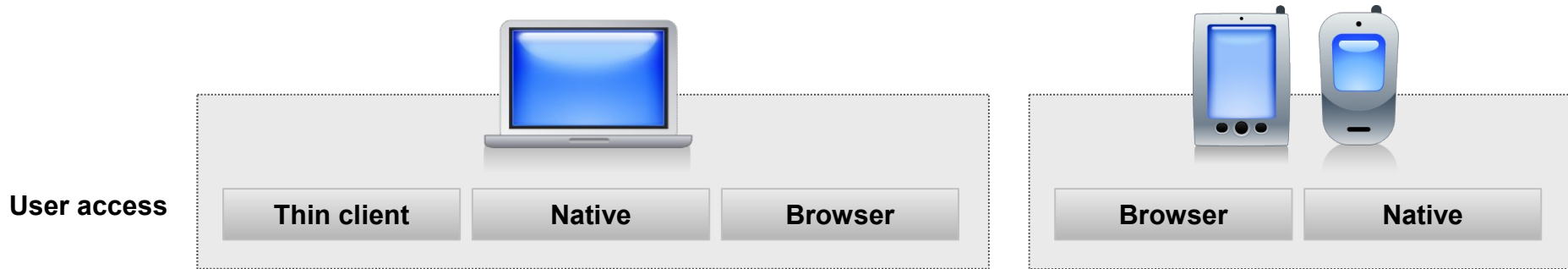
- **Tight integration with on-premises capabilities for a hybrid environment**
- Extensive service expertise from IBM
- Simplified Domino admin experience via web UI
- Predictable costs with minimal up front investment
- Benefit from the latest Lotus Domino release features
- Quickly roll out Notes capabilities to new users in your organization



Agenda

- Core concepts and requirements
- Collaboration solutions strategy
- **Emerging capabilities**
- IBM Project Vulcan

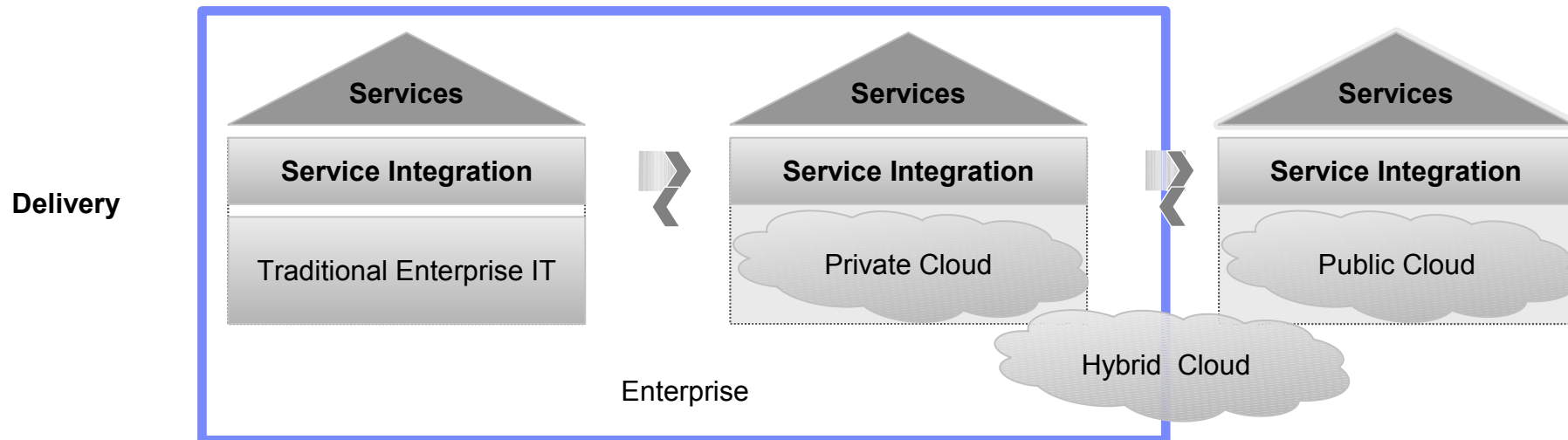
Next-generation work environment



Ease of use – Self service – Mobility – Local capability – Dynamic deployment – Ease of development



Choice of delivery model – Enterprise integration – Loose coupling – Security and governance



Project Concord: Web-based collaborative editors for creating, sharing and collaboratively authoring documents

- Word processing, spreadsheets and presentations
- Simple enough for anyone to use yet robust enough to meet the needs of many business users
- Supports working individually or in teams
- Documents are containers of live content – not static snapshots
- Does not require desktop editors

Sales Forecast autosaved at 1:28PM

File Edit View Create Layout Table Tools Help

Comments Search

- ▶ Let's add more details to the ...
- ▼ Market overview needs to accou...

Joe Soap
Apr 20, 2010 at 1:27PM
Market overview needs to account for indirect as well as direct competitors.

Type:

- ▶ Let's include some trend analy...

John Doe

- John Doe edited in section "Market Position"
- John Doe edited in table ""
- John Doe edited in section "Background Statement"
- John Doe edited in section "Market Overview"

Sales Forecast

Background Statement

Am facilis men typing here titum verterem ex, per ut probo detraxit laboramus. His euismod corpora percipitur ei, est ea putent nonummy, ne usu erat vivendo appellantur. Labitur antiopam cotidieque quo at, an cum iusto option torquatos, et doctus forensibus temporibus pri. Labore nemore electram ad pro, quem elit maiorum ne ius, menandri quaerendum ad his. Prima quodsi interesset te pro, id accusan intellegebat reprehendunt nec. Vix eu vitae delectus erroribus, mea no illud legere. Vel iudico oblique imperdiet at.

Sit an blandit reprimique. Ridens iudicabit accommodare ne mel, vide appetere instructor ius eu. Reque vivendo erroribus per ex, cum stet solet ex, ne mea omnis aliquip elaboraret. Graeco suscipiantur eos ea.

Market Overview

His dolor melius an, nulla constituto repudiandae usu at. Oratio petentium voluptaria et vel, modo ignota dignissim ei sit, mei cu posse porro atqui. Mea noluisse petentium ex, mei ludus sanctus perpetua te. Mundi dictas audire ad mea. Mutat vivendum corrumpit pri ei, partem sententiae deterruisset sit et, ut veri iusto salutandi sea. Eu est dicant volumus lobortis, per detraxit aliquam ea, pri an cibo postea senserit.

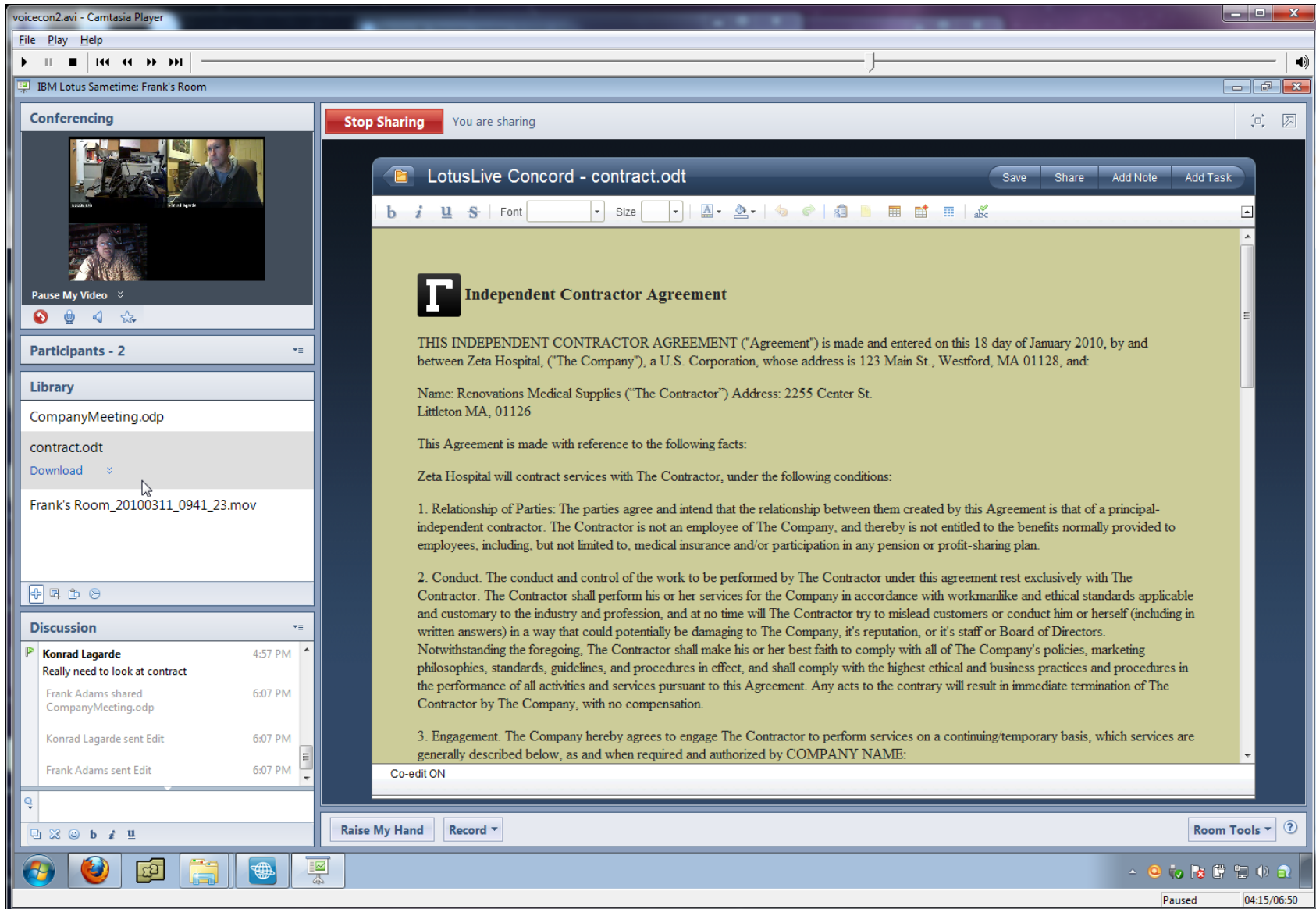
Sumo nihil repudiandae eu his, an has integre sensibus reprimique. Nec modus oratio vituperatoribus ea, vis commodo virtute meliore no. Pro in ferri moderatus comprehensam, sumo eripuit facilisis cu per, ut utamur accusamus vituperatoribus nam. Per insolens percipitur ea, mel in nihil audiam forensibus. Id meis iucilius comprehensam vix, eos cu odio consul consequat.

Market Position

Sonet oratio accusan vix ex, usu te commodo legere per cu, quidam expetendis reprehendunt quodsi, odio ullum erroribus vel ea. Pri harum

- Co-editing (real-time and async)
- Contextual commenting
- Web clipping
- Smart Tables
- Task management
- Editing approvals
- Templates

Rich meetings with video and real-time concurrent editing



Smarter Work and analytics

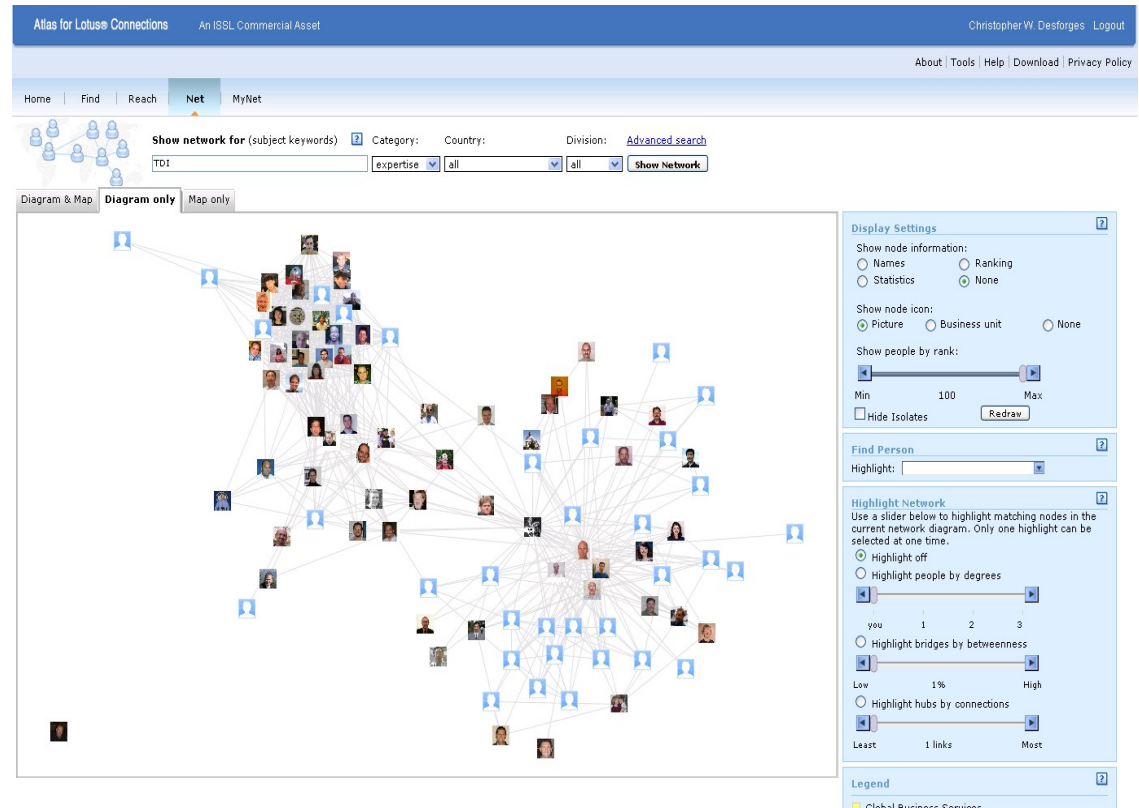
Connect your enterprise with Social Network Analysis

Social Network Analysis enables you to:

- Understand the **Structure** of your social network
- Identify the important **Hubs** among experts
- Identify the critical **Bridges** linking groups

The benefits of enterprise Social Network Analysis:

- Enhances people discovery based on people's work
- Empowers people to leverage their corporate relationships to accomplish tasks
- Helps teams analyze what specific areas of knowledge expertise are at risk based on planned (or unplanned) attrition (e.g. retirement, separation or leave of absence)



Lotus Atlas for Lotus Connections is an IBM Services Offering

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- Core concepts and requirements
- Collaboration solutions strategy
- Emerging capabilities
- **IBM Project Vulcan**

IBM Project Vulcan

A blueprint for collaboration and productivity

■ Continuity

- Evolution of current products protects investments of IBM customers

■ Convergence

- Simplified work environment with mobile, web and desktop experiences, and hybrid deployment model

■ Innovation

- Productivity breakthroughs driven by integration, social analytics and attention management features

■ Opportunity

- New kinds of applications integrating collaboration and processes, based on open technologies



The Project Vulcan blueprint is designed to enable new breakthrough solutions on IBM software and cloud assets

- **Increased end-user productivity**

- Simplified collaboration environment integrating messaging, social collaboration, unified communications, and applications
- Attention management, social analytics features
- Flexible user access options (mobile, web, desktop)

- **Accelerated deployment and updates**

- Hybrid delivery
- Thin clients
- Standardized integration framework

- **Flexible solution selection**

- Choice of delivery models for key functions
- Choice of capabilities based on loosely coupled modular architecture

- **Strong ecosystem strategy**

- Inclusive application model
- Open foundation technologies
- Increased standardization and reuse

The screenshot displays the Lotus Notes web interface. On the left is a navigation pane with folders like 'Inbox', 'Drafts', 'Sent', and 'Trash'. The main area shows an email thread titled 'Worldwide Sales Update.odp'. The email content includes a presentation slide with a clock image and the text 'Worldwide Sales Update' by Frank Adams. To the right of the slide are metadata fields: Description, Tags, Source, Added, and Updated. Below the slide is a comment section with two entries from Frank Adams and Dennis Michaels. At the bottom right, there is an 'ALERTS' section with several notifications, including one about a deal with Greenwell and another about a status update. The interface also features a top menu bar with 'File', 'View', 'Tools', 'Window', and 'Help', and a status bar at the bottom with various icons and a meeting timer.



Messaging client with “suite” navigation and object embedding in inbox

The screenshot shows a Mozilla Firefox browser window displaying an email client interface. The main window shows an email titled "Document Review - MCS 09908" with a "Submit Review" button and a "Medical Report Eye Injuries" form. An inset window shows a "Progressive Benefits Manager" interface with a list of documents for review and a team list.

Mail Client Interface:

- Navigation:** New Message, New Message 2, Search, Frank Adams
- Folder List:**
 - Inbox (30)
 - Drafts
 - Sent (18)
 - Flagged
 - Junk
 - Trash
 - Folders
 - Views
 - People: Samantha Daryn, Adrian Barbeau, Philippe Riande, Francis Kim, Heather Reeds, Dan Misawa, Alan Davis
- Email List:**
 - Samantha Daryn: 12:10 pm, Subject goes here synopsis text goes here
 - State Benefits Manager: 12:10 pm, Document Review - MCS 09908
 - Heather Reeds: 12:10 pm, Projected Sales Opportunities (Shared by)
 - Dan Simmons: 12:10 pm, Subject goes here synopsis text goes here
 - Betty Zechman: 12:10 pm, Subject goes here synopsis text goes here
 - Charlie Hamilton: 12:10 pm, Shared File synopsis text goes here synopsis
 - Pierre Dumont: 12:10 pm, Meeting Invitation synopsis text goes here
 - Dan Misawa: 12:10 pm, Subject goes here synopsis text goes here
 - Gardner Reynes: 12:10 pm, Subject goes here synopsis text goes here
- Document Review Form:**
 - Title: Document Review - MCS 09908
 - Subject: You received this notification because you are assigned as the approver. [Stop receiving updates](#)
 - Form: Medical Report Eye Injuries (with handwritten notes and diagrams)
 - Buttons: Approve, Reject

Progressive Benefits Manager Inset:

- Case ID: MCS-09908
- Documents for review: eye exam report.pdf, mcs_09908_background.pdf, employment_history.html, W2_2009.bmp
- Team List: John Dunn, Marc Liesel, Sarah Ventner, Dwight Wendell

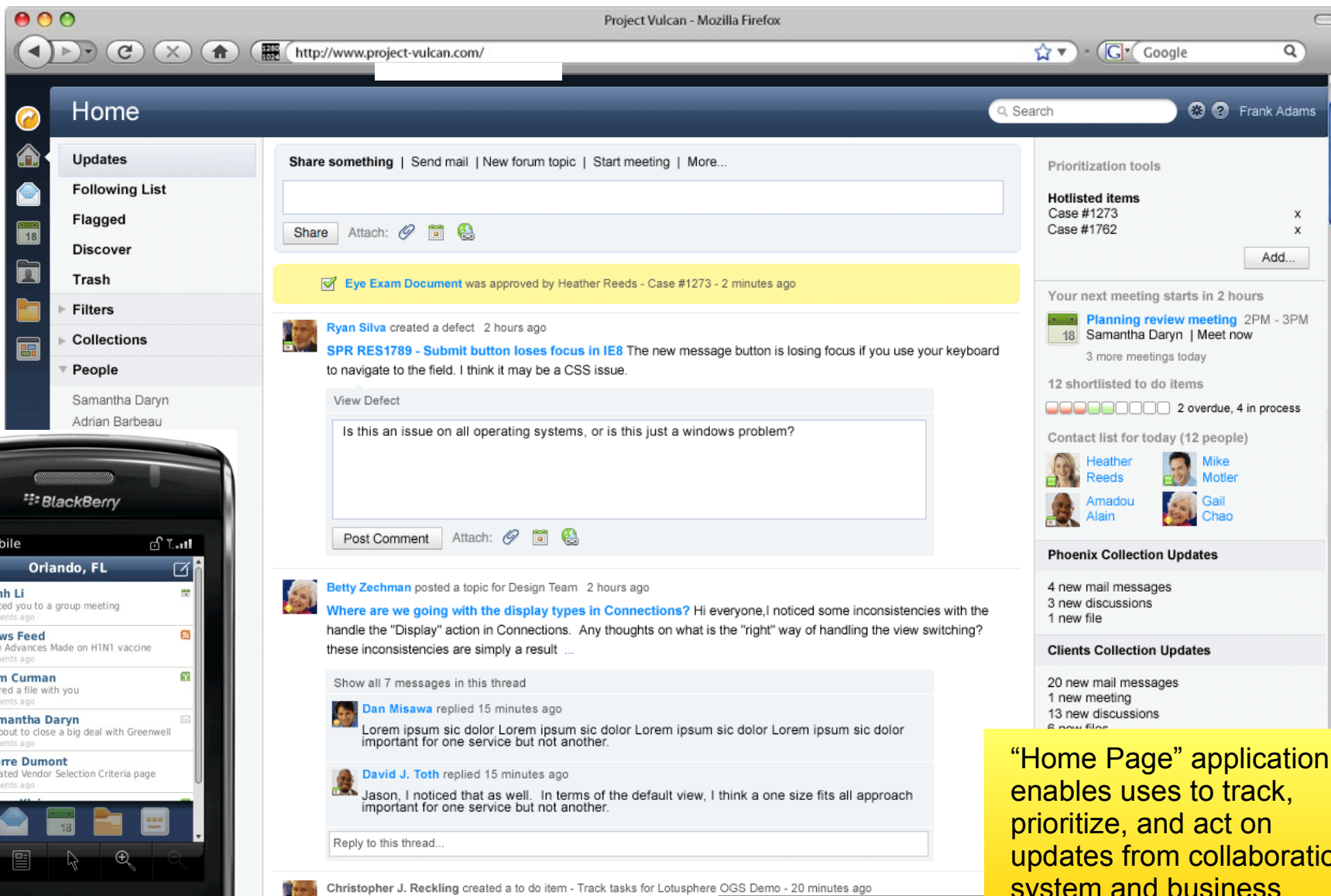
Advanced Case Management workflow processing in messaging client

IBM Advanced Case Management solution launched April, 2010

The screenshot shows a Mozilla Firefox browser window displaying an email client interface. The browser's address bar shows 'http://'. The email client has a sidebar on the left with folders like 'Inbox' (30), 'Drafts', 'Sent', 'Flagged', 'Junk', and 'Trash'. Below these are 'Folders' and 'Views' sections, followed by a 'People' list including names like Samantha Daryn, Adrian Barbeau, and Philippe Riande.

The main email view shows a list of messages. The selected message is from 'Interaction Design Association' with the subject 'How do you use wireframes at your company?' and 86 responses. The message content includes a LinkedIn link, a group name 'Interaction Design Association', and a text block: 'We are in the process of rethinking our wireframing tool (InDesign). We generally make a rather highly refined wireframe, including content if possible. Designers then create mockups from a... Show more'. Below this, there are two comments from Praveen Kumar Muthu and David Raffauf, and a 'Post Comment' button.

Social networking online service embedded in enhanced messaging client



“Home Page” application enables users to track, prioritize, and act on updates from collaboration system and business applications



The image displays a web browser window (Mozilla Firefox) showing a social collaboration interface. A search bar at the top of the browser contains the text "Find an App". Below the search bar, a grid of application icons is visible, including "To Do List", "Vulcan Proposal Wiki", "Expense Reports", "PBC - Personal Business Commitments", "The Reyes Report", "Standalone Forum Design Exploration", "Profiles UX for Connections 3.0", "Worldwide Patent Tracking", "WPLC Icnary", and "Project Vulcan Design Wiki".

On the right side of the browser window, a social post titled "Projected Sales Opportunities" is displayed. The post includes a description, tags, source information, and a comment section with several user interactions.

Overlaid on the left side of the browser window is a smartphone. The smartphone screen shows the same "Find an App" search interface and grid of application icons, demonstrating the application catalog's availability across different access modes.

Application catalog across all access modes with app search and smart launcher

The screenshot shows a Mozilla Firefox browser window displaying an 'Expense Reports' application. The interface includes a navigation sidebar on the left with options like 'All Reports', 'By Employee', 'By Manager', 'Pending Approval', 'International Travel', 'Exceptions', 'Archives', 'Approver Views', and 'Manager Views'. The main content area features a line graph titled 'Expense Budget by Department' with categories on the x-axis (travel, auto, office, discretionary, tech, meals) and a y-axis from 0 to 190. The graph shows four data series: Design (red), Development (purple), Test (blue), and HR (orange). Below the graph is a comment feed with a 'Write a comment...' input field and a 'Share' button. The feed contains several comments from users like Dennis Michaels, Betty Zechman, Pierre Dumont, Amadou Alain, Loretta Davis, and Frank Adams. On the right side, there is an 'App Live Feed' section with a '+ Follow this App' button and a list of notifications such as 'Expense MMT2309 was pended as fixed - Expense Reports - 30 minutes ago'. In the foreground, a mobile phone displays the same application's interface, showing a 'Views' menu with 'App Board', 'Budget Graph', and 'Live Feed' options, and a 'Board' section with a 'Share something...' input field and a list of posts from the same users as the web version.

Web and mobile access to enhanced Domino app with graphing widget, microblogging, feeds

Project Vulcan - Mozilla Firefox
 http://www.project-vulcan.com/

Competitive Bidding Team

Search [] | Frank Adams

+ Follow this Group

Group Board | Discuss | Meeting Calendar | Bids | Files | Tasks | Contacts

Write something for this group...

Share Attach: [] [] []

Dennis Michaels catching up on project x!
comment - more...

Betty Zechman posted a file 2 hours ago
Projected Sales Opportunities
 last updated 5 days ago
[View](#) | [Edit](#) | [Download](#)

Show all 7 messages in this thread

Dan Misawa replied 15 minutes ago
 Lorem ipsum sic dolor Lorem ipsum sic dolor Lorem ipsum sic dolor Lorem ipsum sic dolor important for one service but not another.

Amadou Alain replied 15 minutes ago
 Jason, I noticed that as well. In terms of the default view, I think a one size fits all approach important for one service but not another.

[Reply to this thread...](#)

Samantha Daryn opened a new bid: Franklin Richards Inc - 25 minutes ago
Samantha Daryn opened a new bid: Baxter Building Ltd - 25 minutes ago
Samantha Daryn opened a new bid: Damage Control Co. - 25 minutes ago

Simone Dray working with legal on a new transfer of knowledge issue
comment - more...

Petra Simmons visiting the Littleton campus today!
comment - more...

Alan Thomas reviewing the latest bids...
comment - more...

Tags: Competition, Sales,
 Description: Lorem ipsum dolor sit amet, consectetur adipiscing elit. Proin mi metus, venenatis vitae pellentesque quis, bibendum nec neque. Integer quis urna enim, eu fermentum orci. Duis dictum lobortis vestibulum. Aliquam erat massa, euismod et commodo non, condimentum quis felis. Donec interdum eleifend varius. Nulla facilisi. Aenean in erat nisi. Donec accumsan commodo ligula vitae vestibulum. Vivamus at lacus purus. Etiam non elit eu erat egestas porttitor.

Privacy: This group is private. Only invited members may join.

Group Owners
 [] [] [] []

Group Members
 [] [] [] [] [] [] [] [] [] [] [] [] [] [] [] []

Upcoming Meetings

Planning Review Meeting
 Today - 2:00 - 3:00 PM
 Chair: Rosalyn Sanchez, 5 others accepted
 Location: Office 18057, 11 Mad Avenue
[RSVP](#) | [Join](#): 917-555-1234

Bid Heartbeat Meeting
 Tomorrow - 9:00 - 10:00 AM
 Chair: Frank Adams, 7 others accepted
 Location: Office 18057, 11 Mad Ave
[RSVP](#) | [Join](#): 917-555-1234

Popular Files

Document Name.odp 168K
 13 comments | 50 downloads

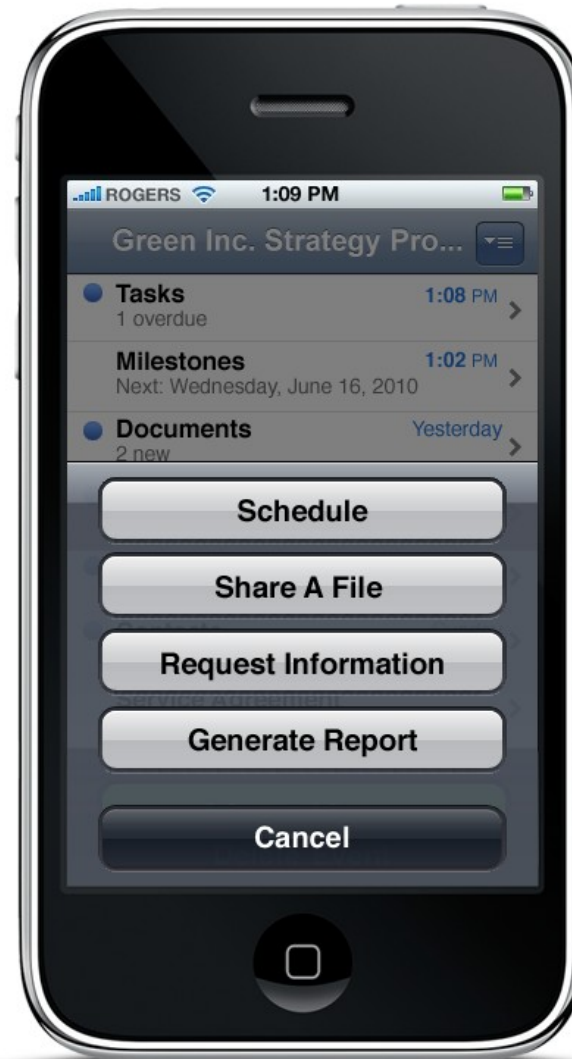
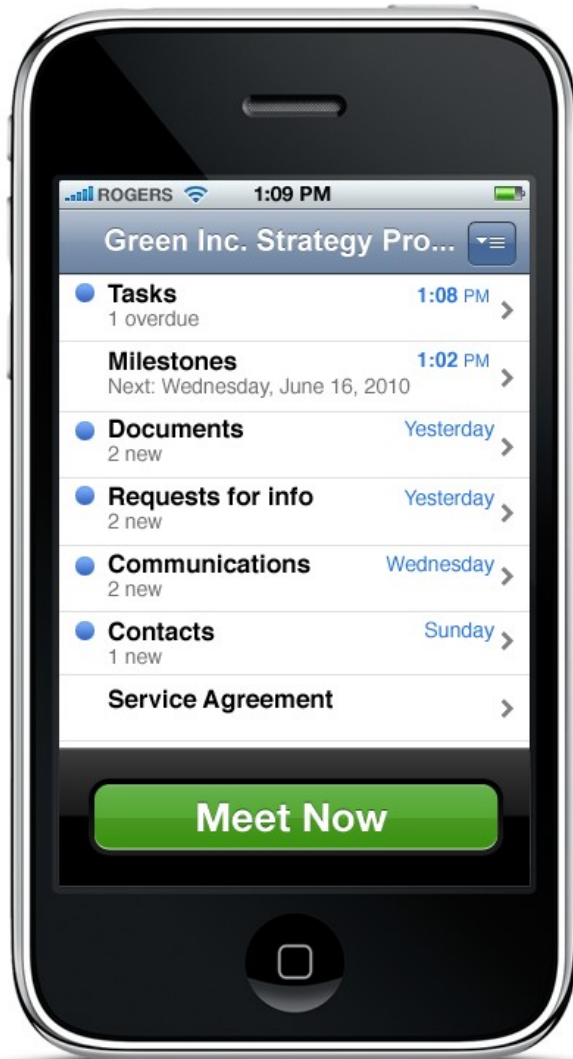
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 13 comments

Twitter Feed
 Public posts match
 Bring home a new
 Mattress Gallery an
 MattressVan"- Twitt
 RT @CityLineCa: C
 accepting entries fo

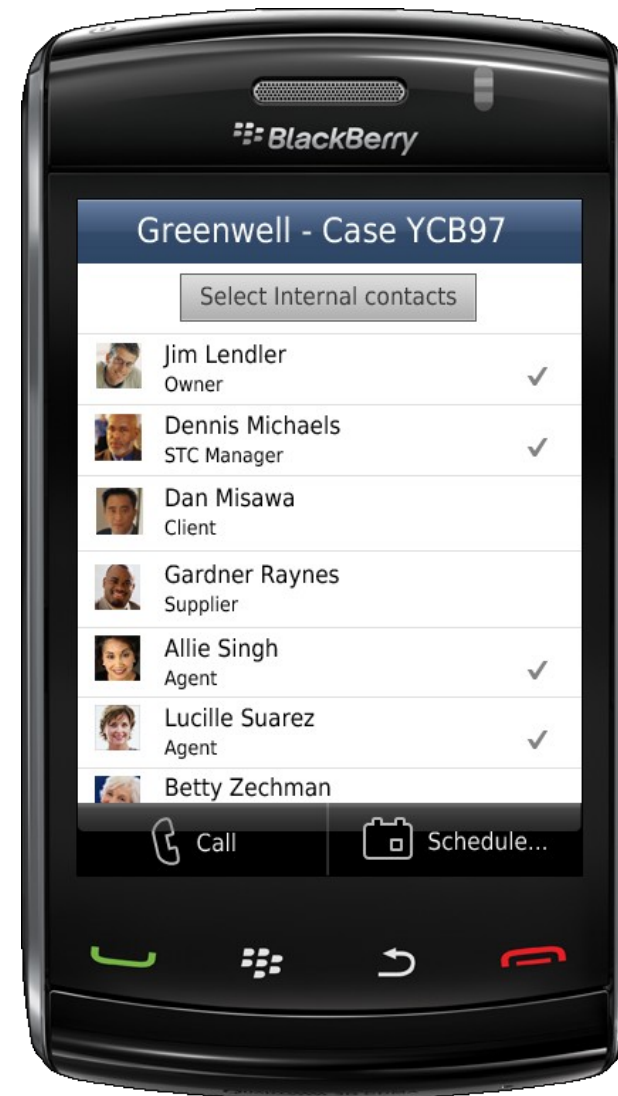
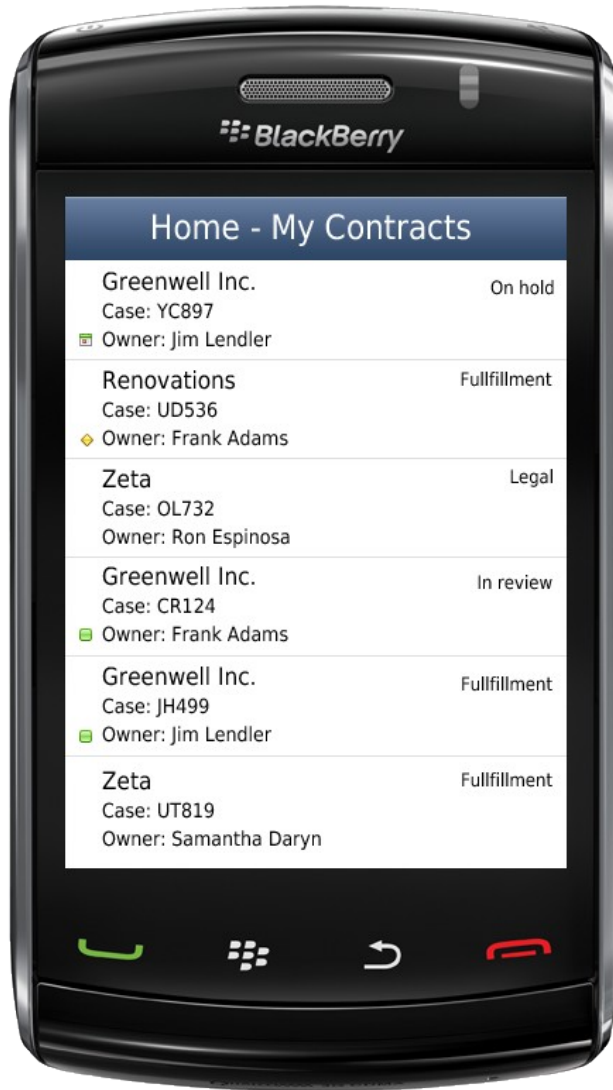
Done

Competitive bidding solution based on cloud deployment with flexible cross-organizational identity management

Client collaboration simplified – all in one place, web-delivered



Advanced Case Management solution with unified communications



Lotus Notes Traveler on iPad



At the core of collaboration, Lotus Notes and Domino



Lotus Live Notes “Next”

- Integration between on-premises and cloud
- Post-LotusLive Notes “Next”

2011+

LotusLive Notes & Domino Feature Release

- LotusLive offering improvements
- Infrastructure constructs for Project Vulcan

2010

LotusLive Domino 8.52

- Enhanced security
- TCO reduction/Improved serviceability

Lotus Domino 8.51

- Storage savings
- Notes ID vault
- Single Sign-on






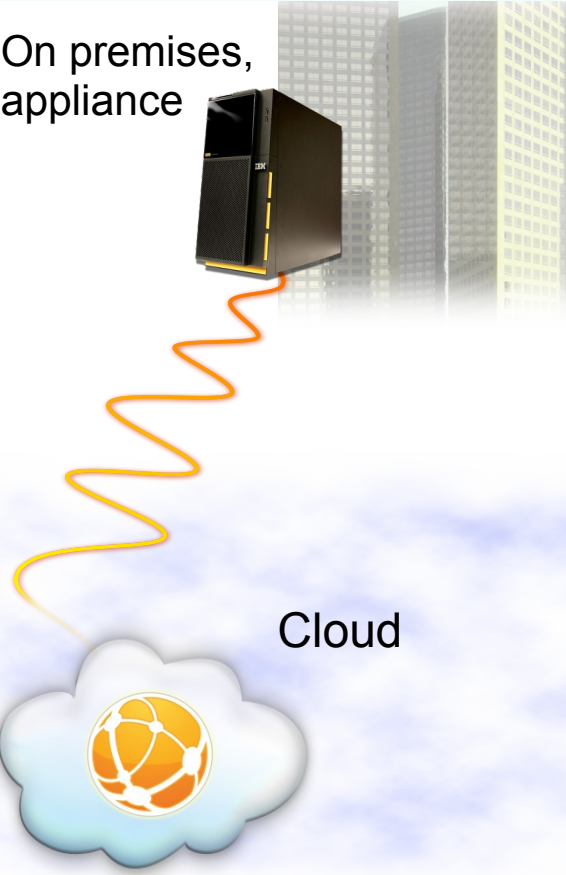
2009

LotusLive Domino 8.51

- Cloud-based Domino

The information on the new product 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.

The Lotus vision – providing choice

User Experience	Investment Protection & Cost Control	Flexible Delivery Models
<p>Natural, intuitive, adaptive user experience</p> <div style="display: flex; justify-content: space-around;"> <div style="text-align: center;">  Web Browser </div> <div style="text-align: center;">  Desktop Clients </div> <div style="text-align: center;">  Mobile Client </div> </div> <div style="background-color: #f4a460; padding: 5px; text-align: center; margin-top: 10px;"> <p>role-based</p> </div> <div style="display: flex; align-items: center; margin-top: 10px;">  <div style="background-color: #00a0e3; color: white; padding: 10px; margin-left: 10px; text-align: center;"> <p>process-driven</p> </div> </div> <div style="background-color: #70ad47; color: white; padding: 5px; text-align: center; margin-top: 10px;"> <p>in context</p> </div>	<ul style="list-style-type: none"> ■ Multiple client, server, and mobile platforms ■ Lower TCO ■ Open vendor solutions ■ Integration platform for your business applications ■ Collaborative Services <div style="text-align: center; margin-top: 20px;">  </div>	<p>On premises, appliance</p> <div style="text-align: center; margin-top: 10px;">  </div> <p style="text-align: right; margin-top: 10px;">Cloud</p>

Q&A

Thank You!



Backup slides



Target platforms for smart phone development



Apple iPhone



open handset alliance

Google Android



Nokia



Blackberry

- Smart phone platforms pose challenges for developers because of
 - Diverse programming model and runtime environment
 - Custom application provisioning and update model
 - Inability to deploy third-party runtime environments
- However these platforms share the same web middleware infrastructure
 - Each one of their mobile browsers are based on webkit (webkit is coming to Blackberry soon)
 - Each provide APIs for embedding and controlling browser components from native applications (Blackberry is currently improving web browser programming support)
 - This common infrastructure can be exploited to build web 2.0 service composition framework

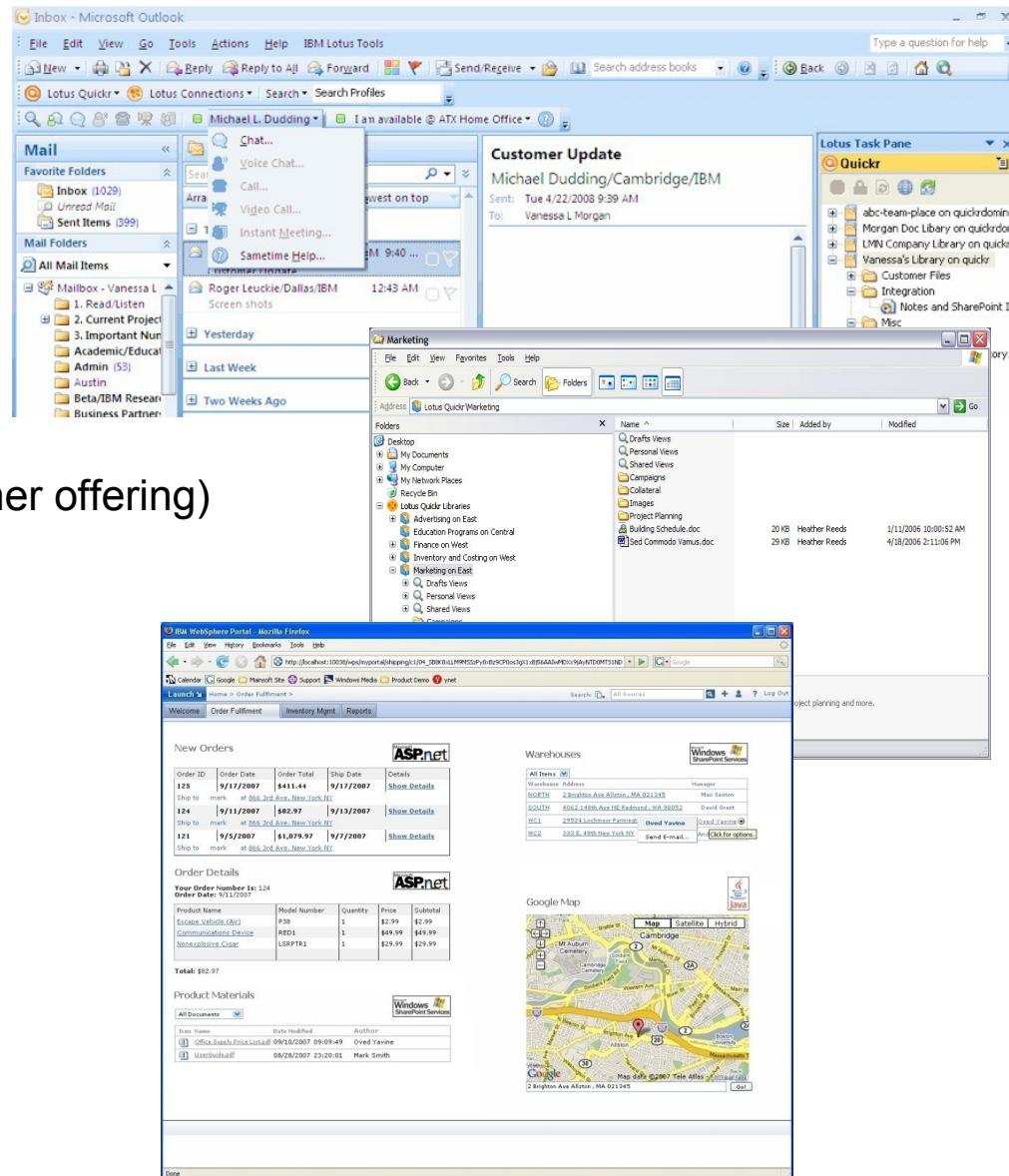
Extensive integration/interoperability with Microsoft environments

Server platforms

- Active Directory
- Windows (32/64 bit)
- Sequel
- Exchange
 - Notes mail and calendaring interop
- SharePoint
 - Sametime, Connections, Portal, Notes (partner offering)
- Office Communications Server
 - Sametime presence/chat, Notes client

Client platforms

- Windows
 - Integrated Windows Authentication
 - File Explorer
- Internet Explorer
- Office and Outlook
 - Sametime, Quickr, Connections



Project Concord Smart Tables transform simple document tables into dynamic Web Tables

- Integrated editor table function
- Richer table edit capabilities
- Semantic information of table preserved with microformats
- Allows dynamic table Web views for users

In 33 of the 50 U.S. states, the state capital is not the state's most populous city. Only two of the state capitals, Trenton, New Jersey and Carson City, Nevada border another state, while Juneau, Alaska shares a border with the Canadian province of British Columbia.[a] The dates listed in the following table indicate the year in which the city started to continuously serve as the state's sole capital.

State ^	Date of statehood	Capital	Capital since	Most populous city?	Municipal population	Metropolitan population
Alabama	1819	Montgomery	1846	No	200127	469268
Alaska	1959	Juneau	1906	No	30987	42451
Arizona	1912	Phoenix	1889	Yes	1512986	4039182
Arkansas	1836	Little Rock	1821	Yes	204370	652834
California	1850	Sacramento	1854	No	467343	2136604
Colorado	1876	Denver	1867	Yes	566974	2408750
Connecticut	1788	Hartford	1875	No	124397	1188241
Delaware	1787	Dover	1777	No	32135	40838
Florida	1845	Tallahassee	1824	No	168979	336501
Georgia	1788	Atlanta	1868	Yes	486411	5138223
Hawaii	1959	Honolulu	1845	Yes	377357	909863

[Customize](#)

Search

Most Populous City? 50

20 Yes

30 No

Municipal Population 50

10 20000 - 30000

10 30000 - 40000

10 40000 - 50000

10 50000 - 60000

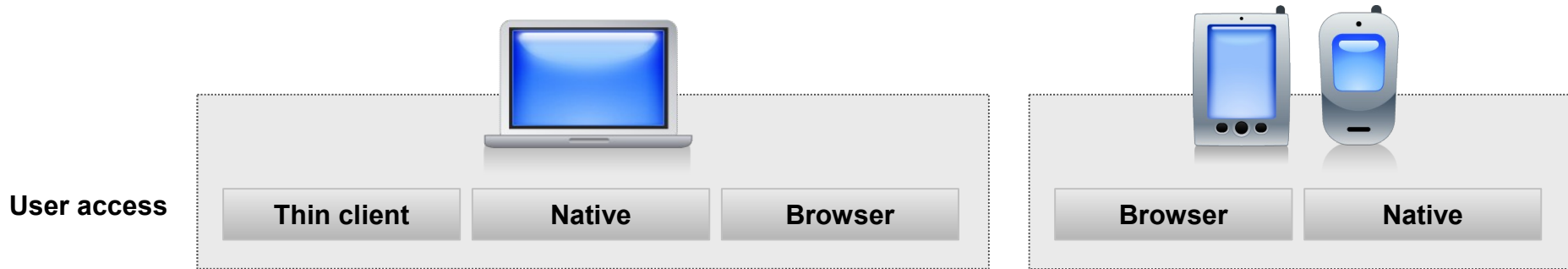
5 60000 - 70000

5 70000 - 80000

Notes – Exchange calendaring interoperability

- Notes/Domino 8.5 and 8.5.1 resolved many calendar interoperability defects to allow consistent and accurate processing of invites, reschedules, updates, cancelations, and response tracking (in both directions).
- Notes/Domino 8.5.1 introduced a compatibility feature to limit advanced calendar functionality that Microsoft does not handle, such as:
 - Custom repeating meetings
 - Complex MIME for rich content
 - Multi-instance repeating workflow
 - This can place meetings into compatibility mode automatically if they include Microsoft attendees (as defined by mail policy rules)
- IBM participates in CalConnect interoperability testing events with Microsoft (and others). As a result, many Exchange calendar workflow bugs that affect Lotus products have been fixed. Most of these fixes can be seen in Exchange 2007 or in Exchange 2003 (with Security Update for Exchange Server 2003 Service Pack 2 (KB959897)).
- In regards to PIM in general:
 - 8.5.2 added bi-directional eml import/export support, with the ability to drag and drop to create eml documents.
 - 8.5.1 included better handling of MIME content and attachments from outlook clients.
 - 8.5 and 8.5.2 fixed defects in roundtripping import/export of contacts from Outlook to Notes.

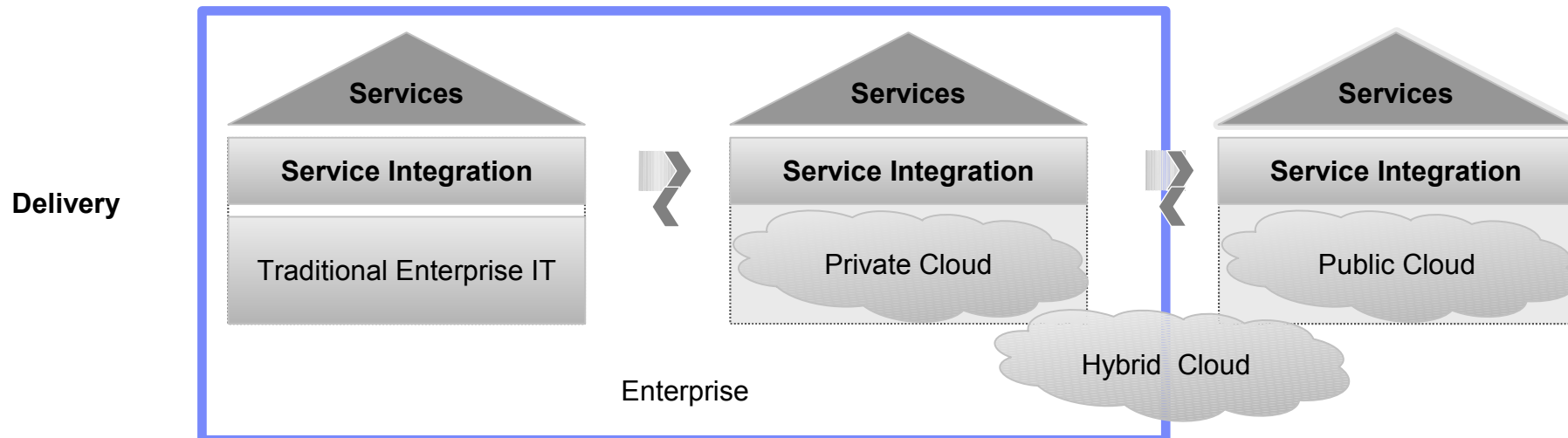
The future is hybrid!



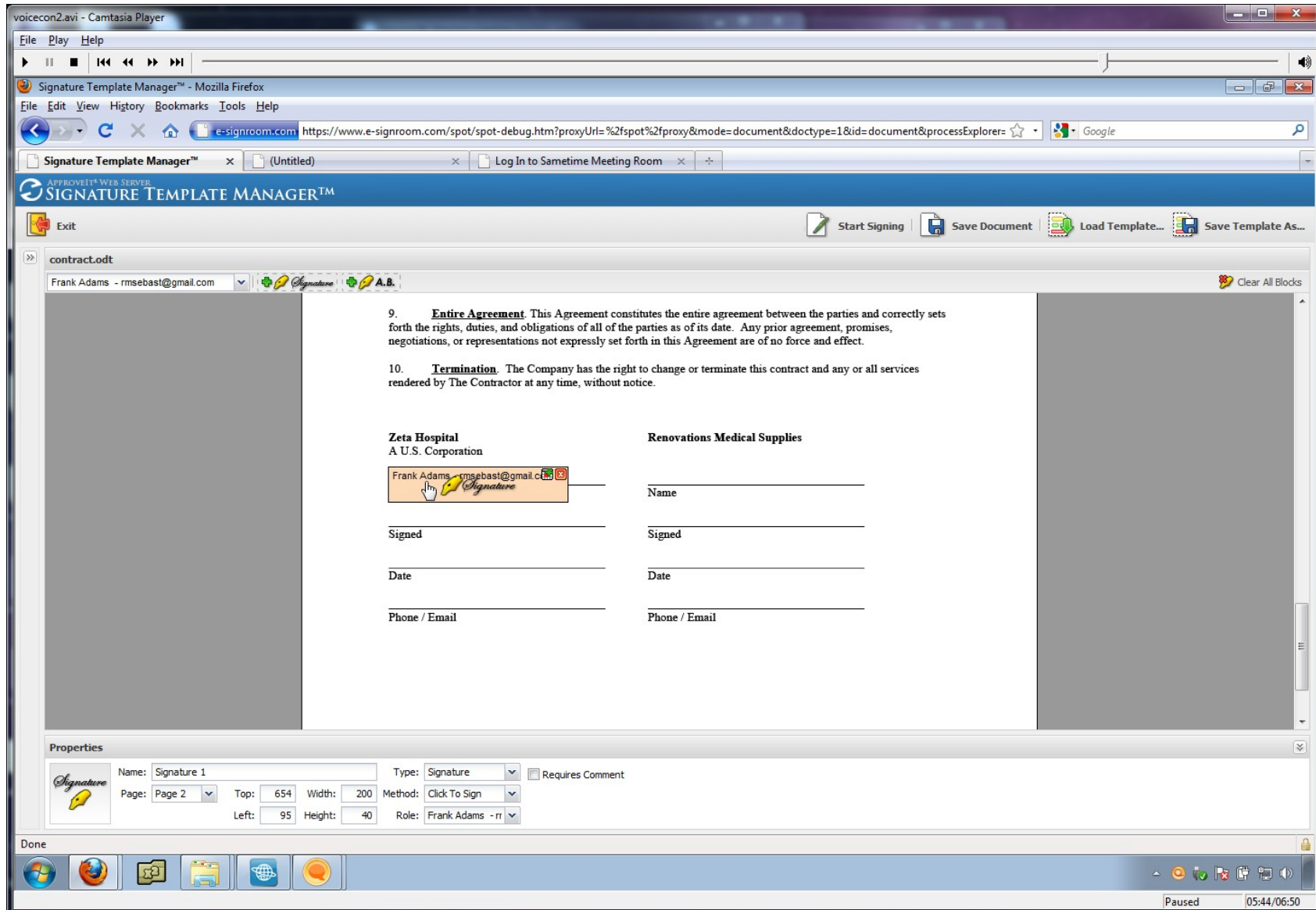
Ease of use – Self service – Mobility – Local capability – Dynamic deployment – Ease of development



Choice of delivery model – Enterprise integration – Loose coupling – Security and governance



Digital signing of documents on LotusLive (partner offering)



LotusLive Labs

IBM My Dashboard My Network ▾ My Services ▾ LotusLive Labs Support My Account Invite Guest Log Out

LotusLive Labs Labs Services ▾

LotusLive Labs

Try cool stuff. Talk with us. Shape the future.

Get Started!

Check the Details pages to learn about a service. You can show or hide LotusLive Labs services from the LotusLive website by clicking Show or Hide links below. Then try it out by clicking on the name of the service. Don't forget to let other users know what you thought about a service by rating it!

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[Details](#) | [Forum](#)

Hide



Slide Library

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Search through libraries of presentations, pull together new presentations, share your slides and presentations only among your colleagues or make them public for all to enjoy. Slide Library lets you work with your slides and other peoples slides that you have access to, learn what is going on around you and project your presentations to the community. This service has been tested with Firefox 3.5.X and IE 8 browsers.

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Hide

New Services

My Services

All Services

- ✓ Collaborative Recorded Meetings
- ✓ Slide Library
- ✓ EventMaps
- ✓ Concord



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[Details](#) | [Forum](#)

Mobile Software Technologies - Strategic Initiative (IBM Research)

Mission:

- 1) Significantly accelerate mobile technology adoption and experimentation that impacts IBM mobile strategy and execution.
- 2) Enable mobile as a first-class IBM platform by driving Research-led mobile software technology centers of excellence in the following areas: emerging smart phone platforms, multi-device design, mobile cloud infrastructure and mobile solutions
- 3) Partner with SWG to extend on-premise and SaaS-based products with mobile technology innovations through internal and external pilots and in-market experiments

Mobile Cloud Services

Extensible Cloud Infrastructure for LotusLive.com and SWG on-premise products)



HCI + Mobile Design Center

Effective and elegant mobile and multi-device user experiences

'Morning Report': mobile time-dependent dashboard



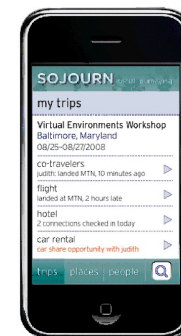
Mobile Growth

Focus on mobile innovation in growth markets (Africa)



Next Generation Mobile Solutions

Mobile Smarter Planet Solutions that expand the SWG portfolio

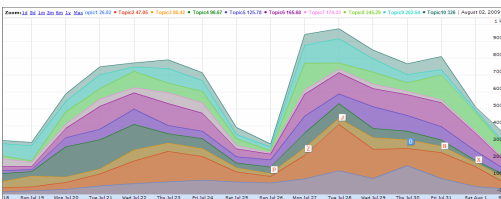
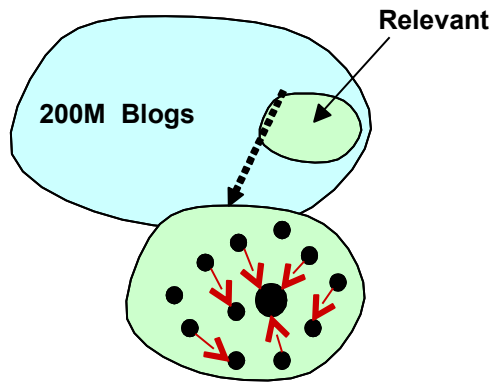


Mobile Travel & Commerce



Social Media Analytics

- Draws from Social Network Analysis, Machine Learning, Data Mining, Information Retrieval and NLP
- Raises several interesting questions from a marketing perspective:



1. How can we identify the subset of blogs **relevant** to a product/brand being monitored?

2. Who are the most bloggers with the most authority or **influence** in this space?

3. How do we detect and characterize **sentiment** expressed about a product?

4. How do we tease apart emerging **topics** of discussion from the constant chatter?

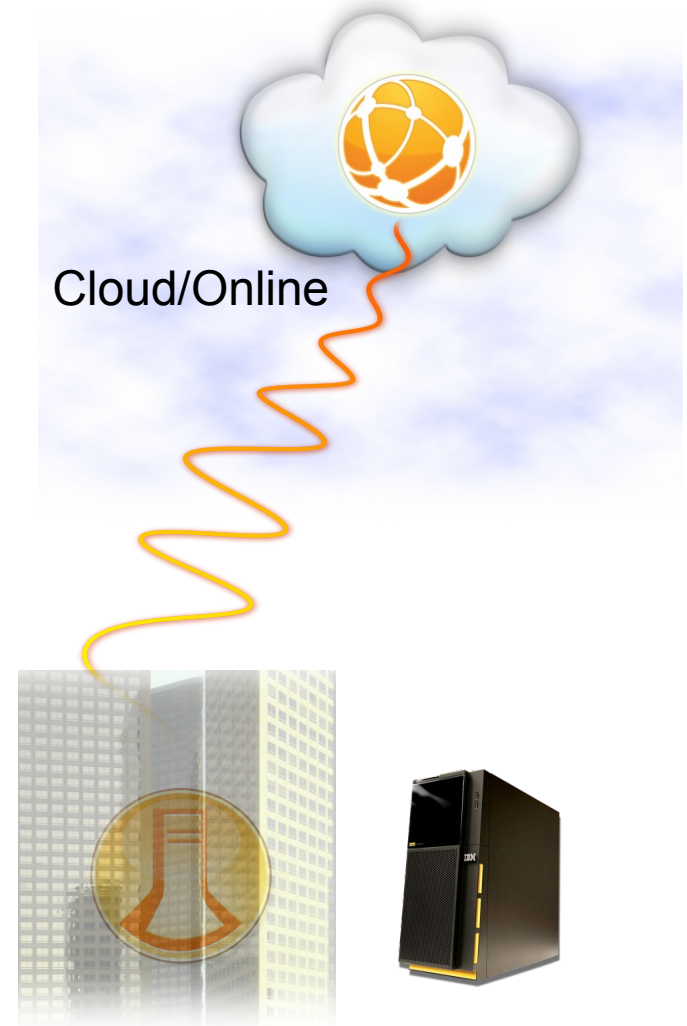
Integration categories for hybrid application development

- Device function & services
 - Camera
 - GPS
 - Address Book
 - Calendar
 - Image Picker
 - Accelerometer
 - SMS
 - Call control
 - Voice recording
 - System Alerts
 - Background notifications
- Native UI Constructs
 - Navigation controls
 - Tab Bars
 - Date & Time Pickers
 - Alert boxes
 - Custom visualization controls
- Emerging W3C standards supporting integration with devices
 - Mobile Web Applications Best Practices
 - Capture API (audio, image, and video)
 - Contacts API
 - Web SQL Database
 - Indexed Database API
 - SMS (The Messaging API)
 - Calendar API

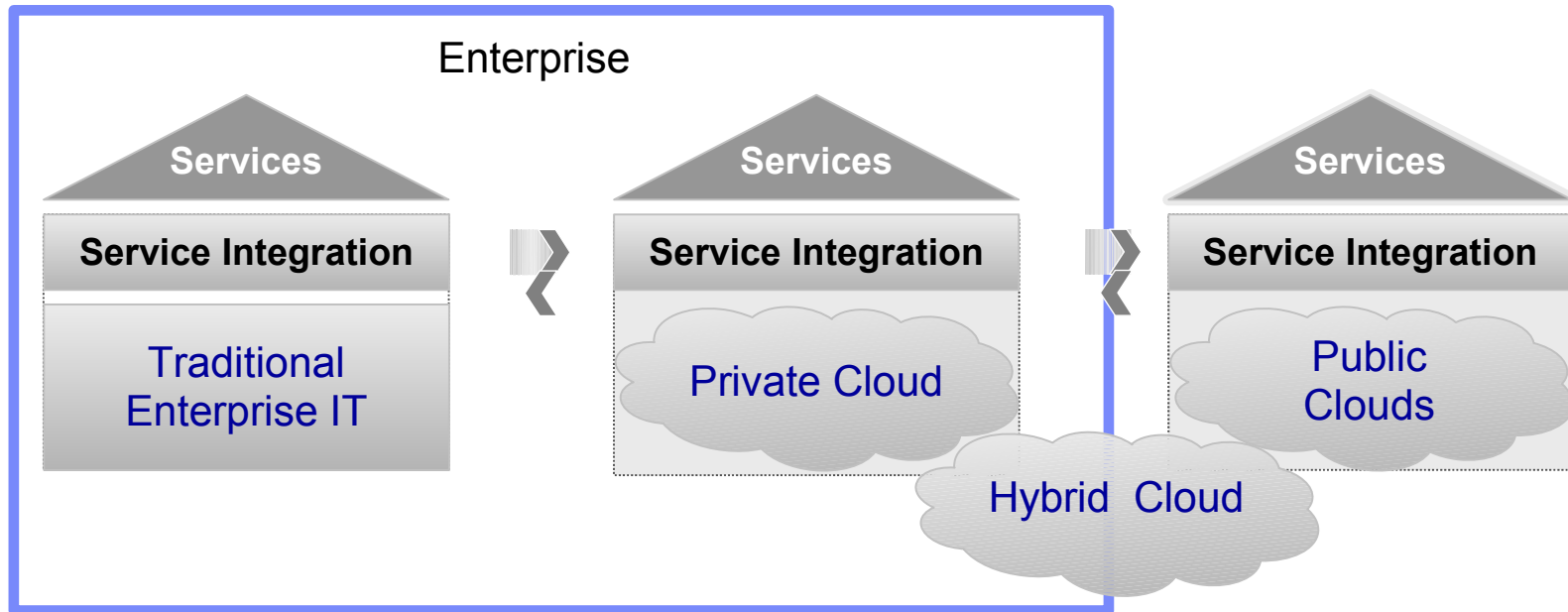
Choice of delivery model

Enterprises can choose the model that best fits their needs:

- On-premises
 - Highly scalable and fully customizable
 - Data remains on-premises
 - Choice of platforms to match the customer strategy: cost, scalability, expertise, etc.
 - Linux, AIX, zLinux, iSeries, Solaris, Windows
- Cloud
 - Economical, fixed and predictable cost
 - Quick deployment of new software solutions
- Appliance
 - Autonomic on-premises solution suitable for smaller enterprises (< 500 users)
- Hybrid
 - A combination of on-premises and cloud solutions
 - Can be user segmented, solution segmented, or both
 - Provides maximum flexibility for organizations



Co-existing delivery models



IT portfolio aspects migrating to cloud today:

Mission Critical
Packaged Apps
High Compliancy

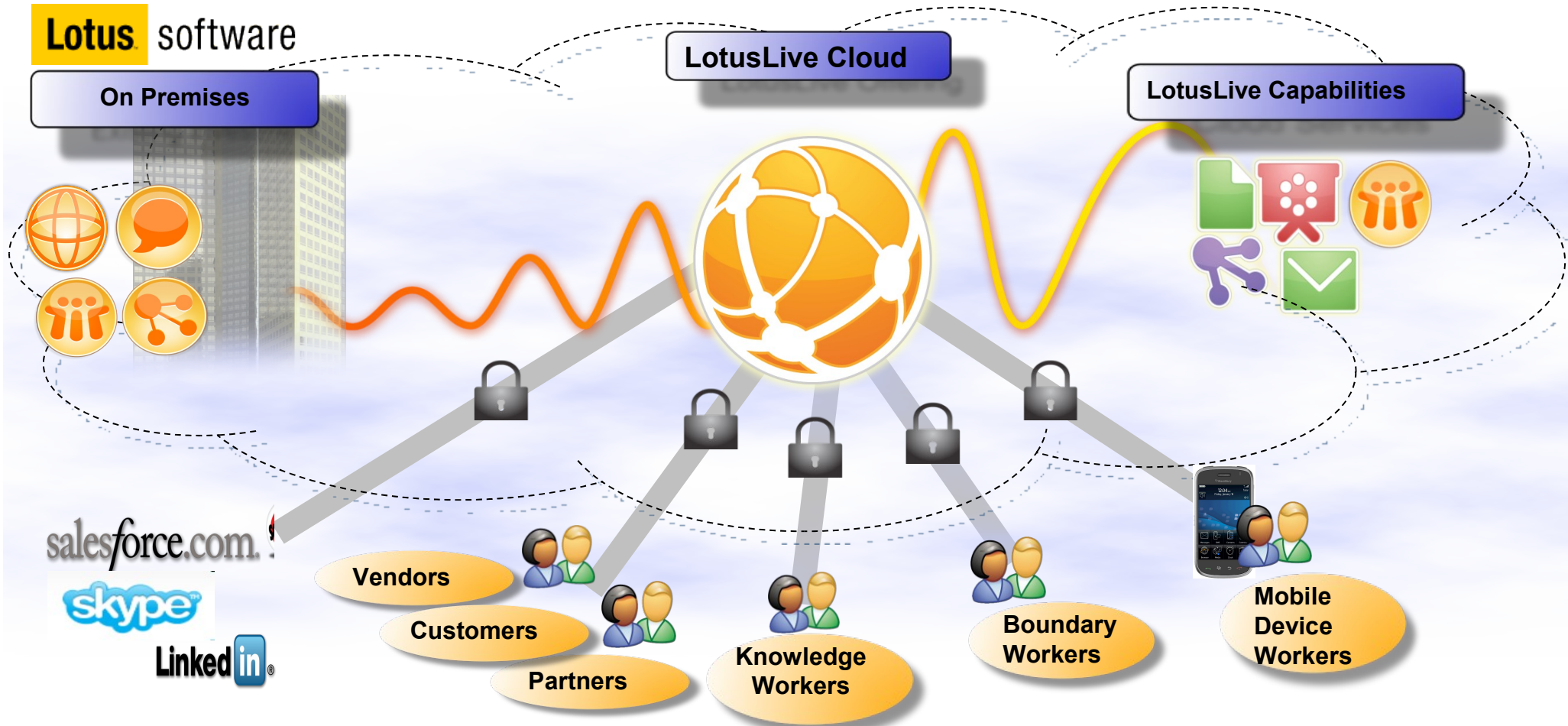
Test Systems
Pre-production
Developer Platform

Variable Storage
Software as a Service
Web Hosting

Hybrid computing

- The dominant collaboration model
- Some collaboration capabilities on-premises, some in the cloud, e.g.:
 - A combination of messaging users on-premises and in the cloud
 - Messaging on-premises, other collaboration capabilities in the cloud, or vice versa
- Benefits from a hybrid solution include:
 - Rapid deployment of collaboration and social software solutions
 - Reduced IT and administration needs
 - Economic/cost savings
 - Segment users and data based on user/organizational needs
 - Leverage existing investments
 - Avoid security infrastructure needs for external collaboration
 - Maximum flexibility
 - Meet legal requirements

Lotus: Built for hybrid use



Click to cloud™ – Extend your current and future business applications

LotusLive offerings

Web Conferencing



LotusLive Meetings

A full-featured online meeting service that integrates Web, audio and video conferencing



LotusLive Events

An online event management service, helping you create, host and manage your next online conference

Collaboration



LotusLive Engage

An integrated suite of collaboration tools that combines web conferencing, social networking and a full set of collaboration capabilities



LotusLive Connections

An integrated suite of collaboration services including file sharing, activities, chat, and social networking

Mail



LotusLive Notes

Lotus Notes messaging delivered as an online service called LotusLive Notes



LotusLive iNotes

A secure, Web-based messaging service providing essential messaging and calendaring capabilities



LotusLive Notes

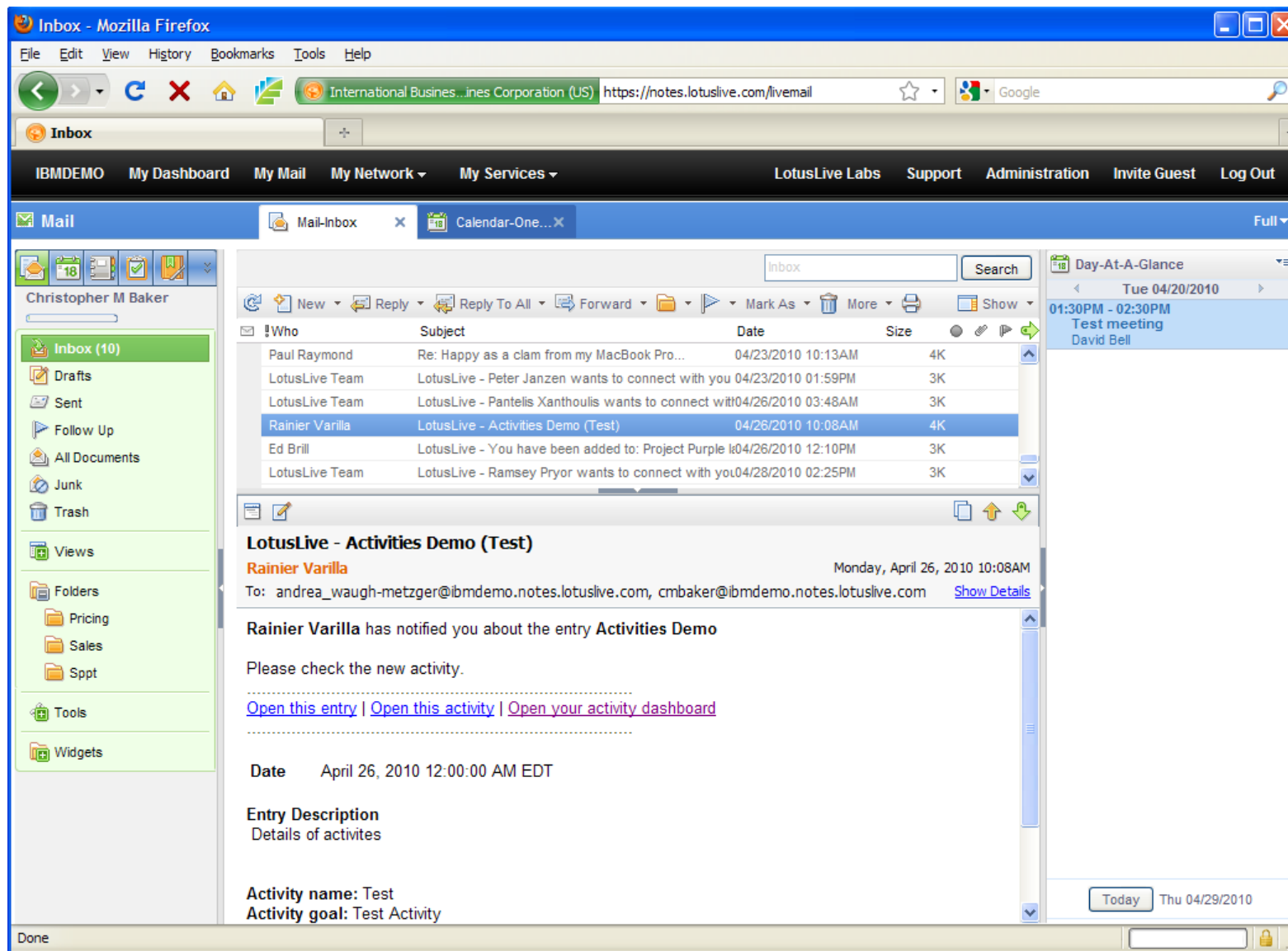
- Security-rich Notes or browser access to email over the internet
- 5GB mailbox
- Advanced email, calendaring and contact management
- Integrated single point of access to e-mail, calendars, contacts, IM, feeds, documents and collaboration tools
- Manage the ever-growing inbox effectively, with full-text search, delegation, mail filtering and sorting, conversation views and flags
- Embedded Sametime IM & presence awareness in views and the sidebar
- Schedule meetings, appointments, and reminders across multiple time zones
- Cross platform client support for Apple Mac, Microsoft Windows, SUSE and Red Hat Linux

Benefits

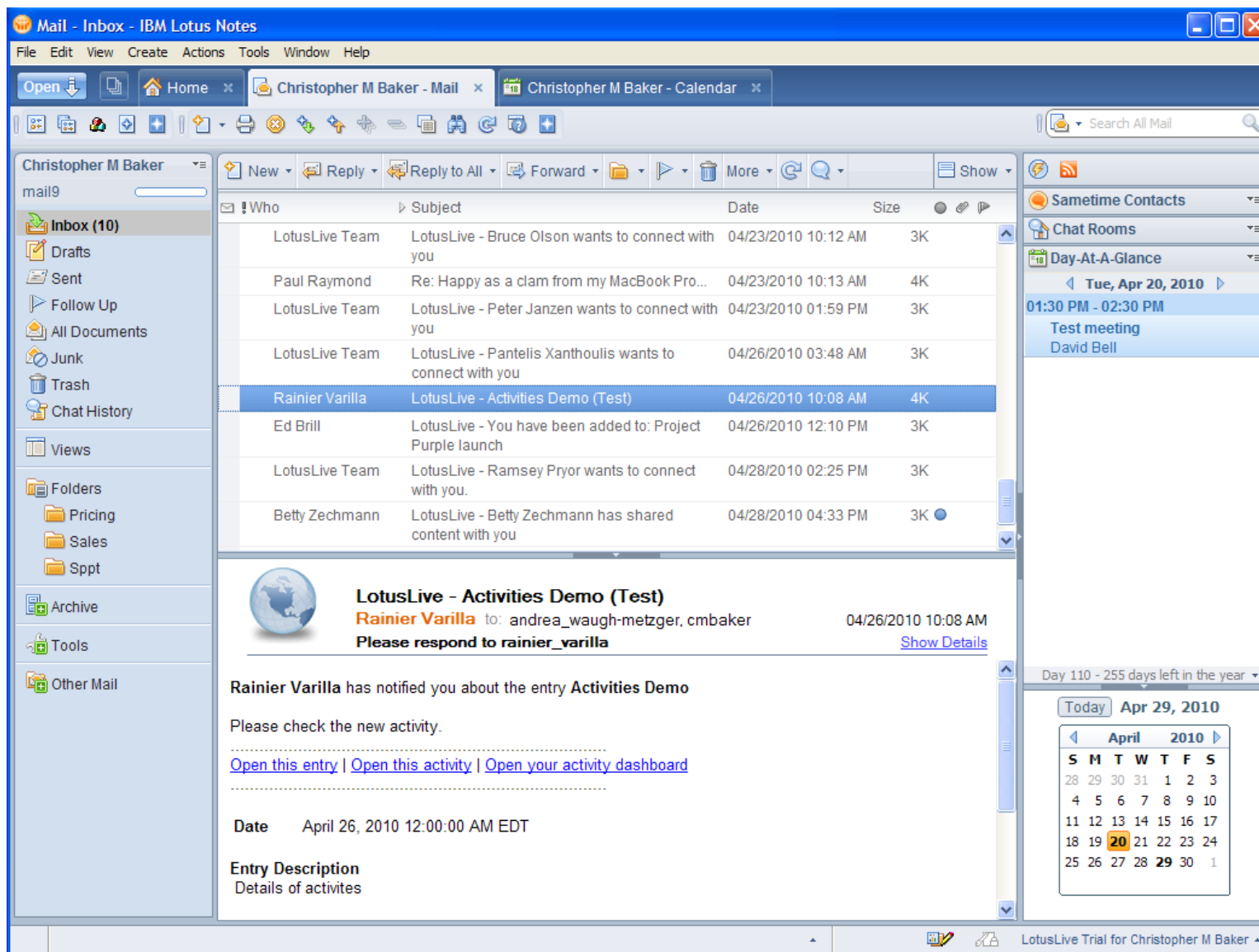
- Security-rich, reliable and highly available infrastructure
- Tight integration with on-premise for a hybrid environment
- Extensive service expertise from IBM
- Simplified Domino admin experience via web UI
- Antivirus and antispam services
- Predictable costs with minimal up front investment
- Benefit from the latest Lotus Domino release features
- Quickly roll out Notes capabilities to new users in your organization

Learn more: www.lotuslive.com/notes

LotusLive Notes Beta: Inbox in the browser client



LotusLive Notes Beta: Inbox in the Notes installed client



LotusLive Labs

IBM My Dashboard My Network My Services LotusLive Labs Support My Account Invite Guest Log Out

LotusLive Labs Labs Services

LotusLive Labs

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[Hide](#)

- New Services**
- My Services**
- All Services**
- Collaborative Recorded Meetings
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 - EventMaps
 - Concord



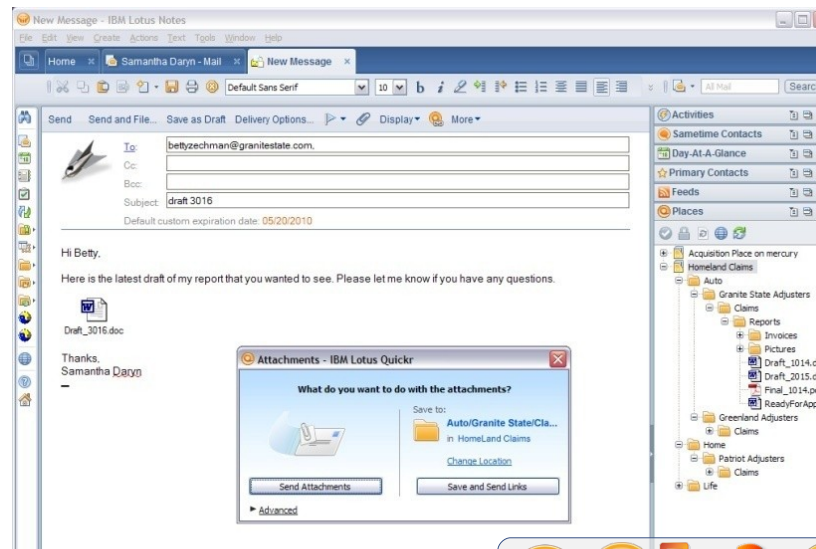
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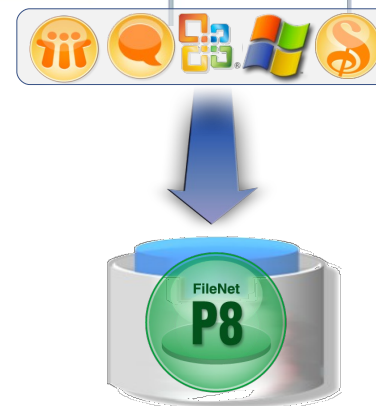
[Details](#) | [Forum](#)

The Notes 8.x open client enables users to interact with business processes directly from the collaboration environment



- Joint-product between IBM and SAP
- Intuitive access to the SAP business Suite from the Lotus Notes client
- Includes workflows, reporting and analytics and pre-built scenarios
- Highly customizable

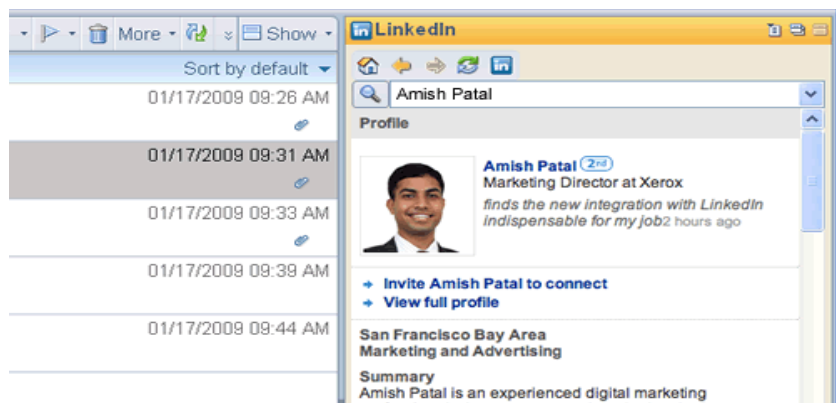
- Lotus Quickr ECM Connectors provide agile document management and content operations as a natural extension of the desktop



Partner integration



www.linkedin.com/lotus

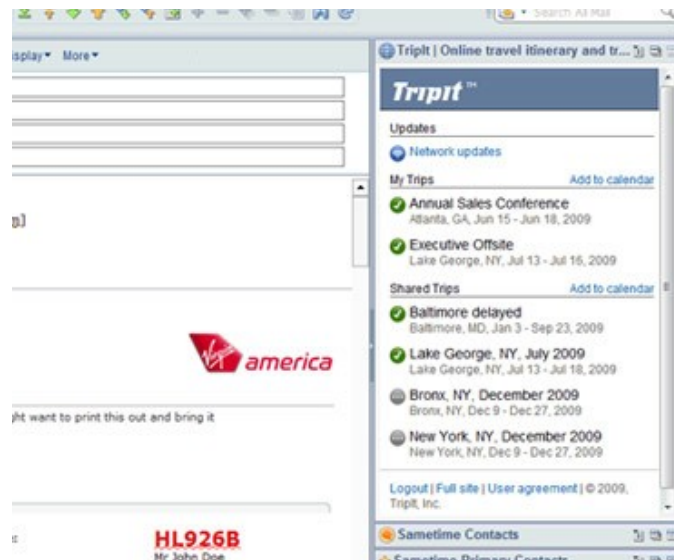


- one place
- Quickly learn more about people who send you email
- Search for people you want to contact and work with
- Share your status, see what your connections are working on



www.tripit.com/lotus

- Organize all of your upcoming itineraries
- Click on a trip name to display detailed travel information
- Add trips to your Lotus Notes calendar with one click
- Access shared trips and network updates



Sametime 8.5 zero download web 2.0 browser experience

The screenshot displays the Sametime Meetings web interface. The main window shows a meeting with 6 participants. The presentation slide is titled "Internal PR Plan" by Samantha Daryn, Team Lead of the Communications Task Force. The chat window shows a conversation between Betty Zechman and Jim Lendler. A contact list on the right shows team members like Al Moreno, Allie Singh, and Amy Blanks. A detailed contact card for Amy Blanks is shown, including her name, title (Sales Representative), phone number, and location (New York, NY, US), along with an availability status of "I am available @ Office".

Inbox

USTA Tennis My Dashboard Mail Calendar People **Apps** LotusLive Labs Settings Help Log Out

Mail Mail-Inbox

Andy Roddick

Inbox (4)

- Drafts
- Sent
- Follow Up
- All Documents
- Junk
- Trash
- Views
- Folders**
- Tools
- Other Mail
- Widgets

Who Subject

Roger Federer	Invitation:test
Roger Federer	Invitation:test f
Jimmy Connors	Accepted:Prac
Roger Federer	Invitation:forwa
Roger Federer	Invitation:Prac
Roger Federer	Accepted:prac
Lisa Gurney	multi send to t
Mail Router	DELIVERY FAILURE: No route found to server limg1mail01/limg1 from server LGURN03/25/2010 02:20PM
Linda Sharar	test
Andy Roddick	Send Message To 3 Users - 03.15.13.29.54
Andy Roddick	Simple Mail Message - 03.15.13.21.56
Roger Federer	Countered:test

Activities
Files
Forms
Charts
Meetings
Notebook
To Do
Instant Messaging
Notes Setup

Date Size

06/05/2010 09:23AM	2K
06/03/2010 03:56PM	2K
06/03/2010 03:55PM	2K
06/03/2010 03:53PM	2K
06/08/2010 01:30PM	6K
06/01/2010 01:29PM	5K
06/01/2010 12:57PM	5K
05/28/2010 02:06PM	1K
03/25/2010 02:20PM	2K
03/25/2010 02:19PM	1K
03/15/2010 01:30PM	1K
03/15/2010 01:22PM	1K
03/05/2010 02:27PM	2K

The screenshot displays the IBM LotusLive Mail interface. At the top, there is a navigation bar with 'USTA Tennis', 'My Dashboard', 'Mail', 'Calendar', and 'People'. The 'Apps' dropdown menu is open, listing various applications: Activities, Files, Forms, Charts, Meetings, Notebook, To Do, Instant Messaging, and Notes Setup. The main area shows an email inbox with columns for 'Who', 'Subject', 'Date', and 'Size'. The selected email is from Roger Federer with the subject 'Invitation:test f...'. The left sidebar shows the 'Mail' section with folders like Drafts, Sent, Follow Up, All Documents, Junk, and Trash.

Who	Subject	Date	Size
Roger Federer	Invitation:test f...	06/05/2010 09:23AM	2K
Roger Federer	Invitation:test f...	06/03/2010 03:56PM	2K
Jimmy Connors	Accepted:Prac...	06/03/2010 03:55PM	2K
Roger Federer	Invitation:forwa...	06/03/2010 03:53PM	2K
Roger Federer	Invitation:Prac...	06/08/2010 01:30PM)	6K
Roger Federer	Accepted:prac...	06/01/2010 01:29PM	5K
Lisa Gurney	multi send to t...	06/01/2010 12:57PM	1K
Mail Router	DELIVERY FAILURE: No route found to server limg1mail01/limg1 from server LGURN	05/28/2010 02:06PM	2K
Linda Sharar	test	03/25/2010 02:20PM	1K
Andy Roddick	Send Message To 3 Users - 03.15.13.29.54	03/25/2010 02:19PM	1K
Andy Roddick	Simple Mail Message - 03.15.13.21.56	03/15/2010 01:30PM	1K
Andy Roddick	Simple Mail Message - 03.15.13.21.56	03/15/2010 01:22PM	1K
Roger Federer	Countered:test	03/05/2010 02:27PM	2K

Inbox

USTA Tennis My Dashboard Mail Calendar People **Apps** LotusLive Labs Settings Help Log Out

Mail Mail-Inbox x

Andy Roddick

Inbox (4)

- Drafts
- Sent
- Follow Up
- All Documents
- Junk
- Trash
- Views
- Folders**
- Tools
- Other Mail
- Widgets

Who Subject

Roger Federer	Invitation:test
Roger Federer	Invitation:test f
Jimmy Connors	Accepted:Prac
Roger Federer	Invitation:forwa
Roger Federer	Invitation:Prac
Roger Federer	Accepted:prac
Lisa Gurney	multi send to t
Mail Router	DELIVERY FAILURE: No route found to server limg1 mail01/limg1 from server LGURN03/25/2010 02:20PM
Linda Sharar	test
Andy Roddick	Send Message To 3 Users - 03.15.13.29.54
Andy Roddick	Simple Mail Message - 03.15.13.21.56
Roger Federer	Countered:test

Activities
Files
Forms
Charts
Meetings
Notebook
To Do
Instant Messaging
Notes Setup

09:30AM) 06/05/2010 09:23AM 2K

00PM) 06/03/2010 03:56PM 2K

06/03/2010 03:55PM 2K

00PM) 06/03/2010 03:53PM 2K

06/08/2010 01:30PM) 06/01/2010 01:29PM 6K

06/01/2010 12:57PM 5K

05/28/2010 02:06PM 1K

03/25/2010 02:19PM 1K

03/15/2010 01:30PM 1K

03/15/2010 01:22PM 1K

03/05/2010 02:27PM 2K

Gartner on the future of E-Mail

Analyst Matt Cain's presentation on e-mail at Gartner's June 2009 Portal and Collaboration conference

Gartner views Lotus Notes as the future of email...

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

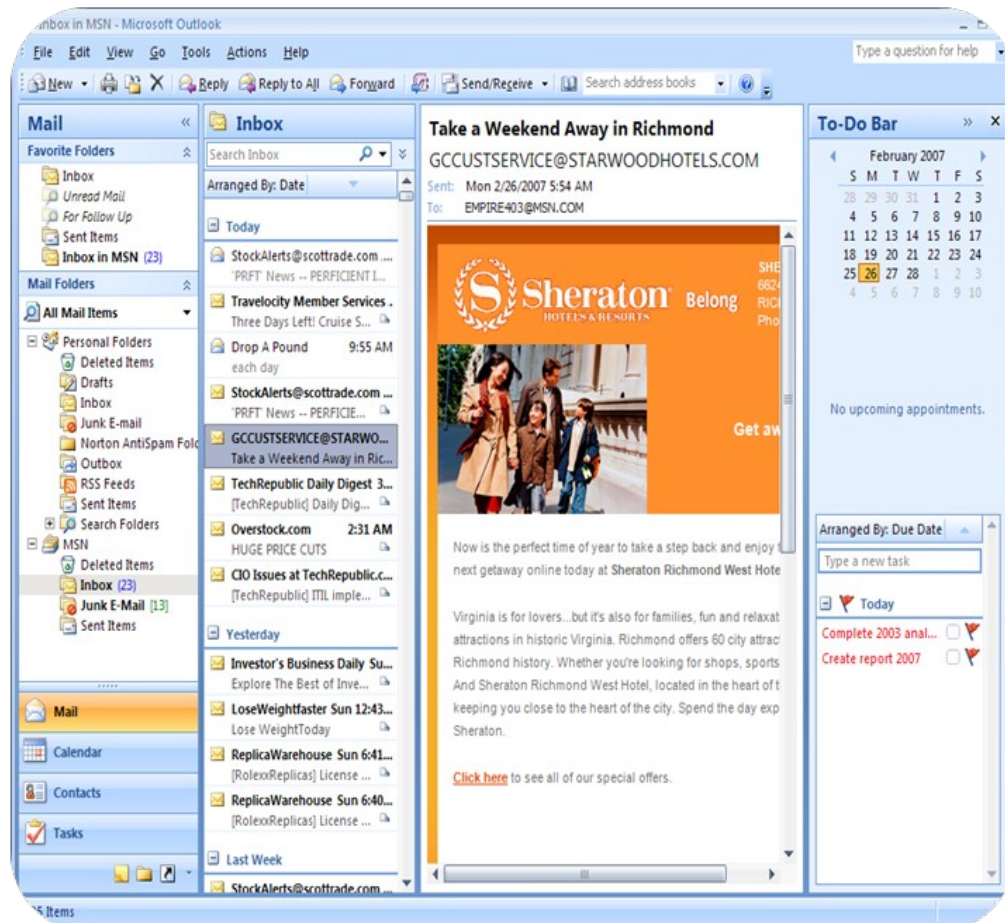
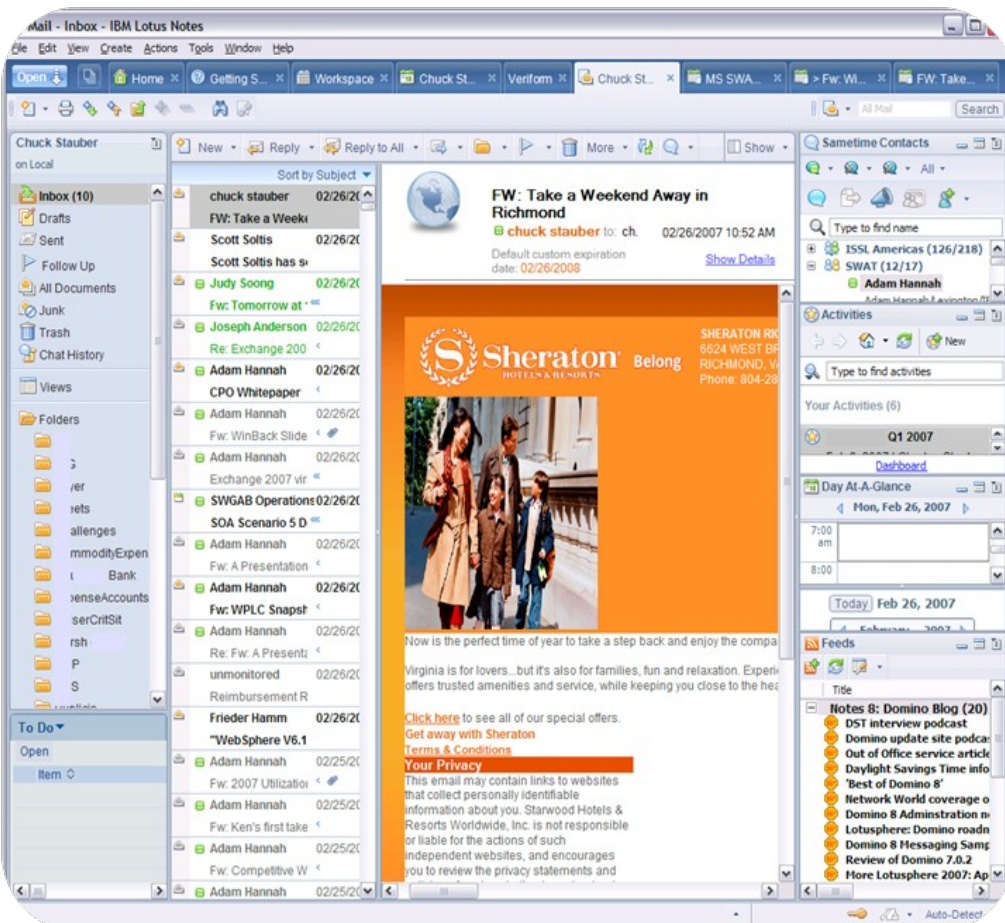
- Eclipse-based
- Sidebar paradigm
- Mashup architecture
- Third-party platform
- Whither Microsoft?

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

Gartner.

“IBM has actually leapt to the head of the e-mail client pack by merging the traditional Notes client with Lotus Expeditor”

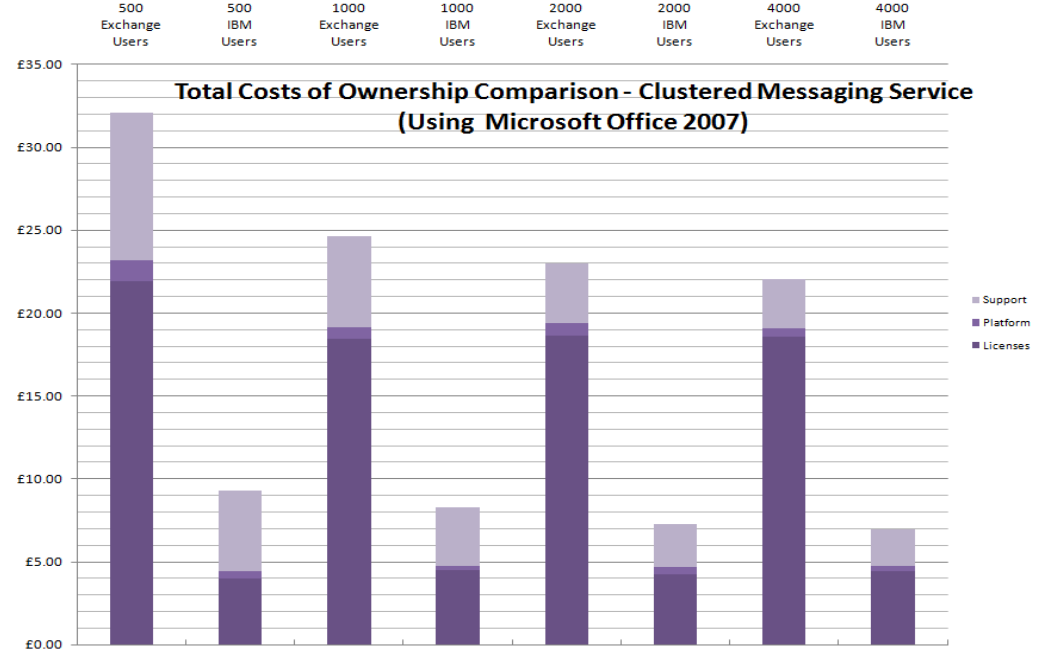
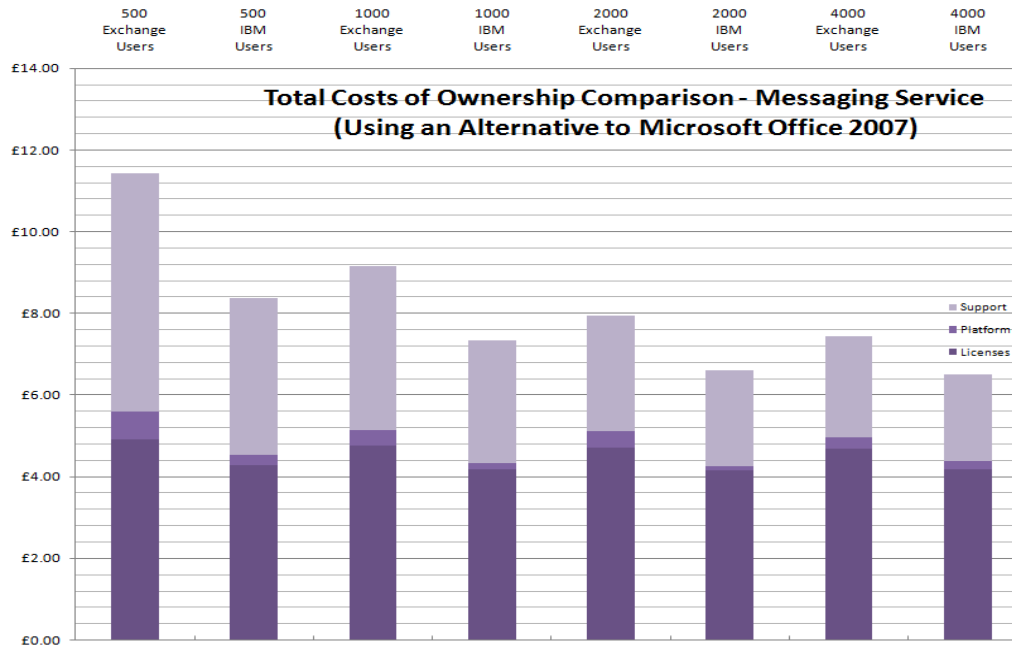
Is It MS Outlook? Lotus Notes?



Average cost for a Notes/Domino version upgrade: \$50 per user

Average cost to migrate from one version of MS Exchange to next: \$250 per user

Independent TCO analysis of Notes/Domino vs. Exchange



- “IBM Solutions are up to 37% cheaper based on Infrastructure costs and subsequent user support costs.”
- “When licensing costs are introduced, particularly those of Microsoft Office – this savings is more pronounced.”

Source: <http://www.applicable.com> Sept, 2009

Lotus® Notes® 8.5



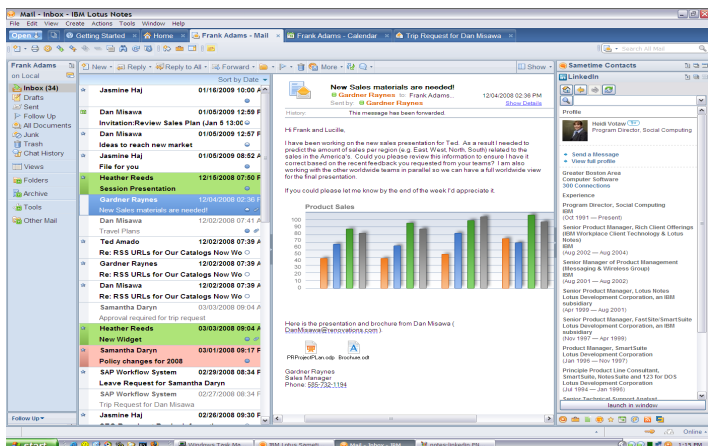
Strong focus on TCO

30% Fewer Servers to Manage

40% Improvement in CPU Efficiency

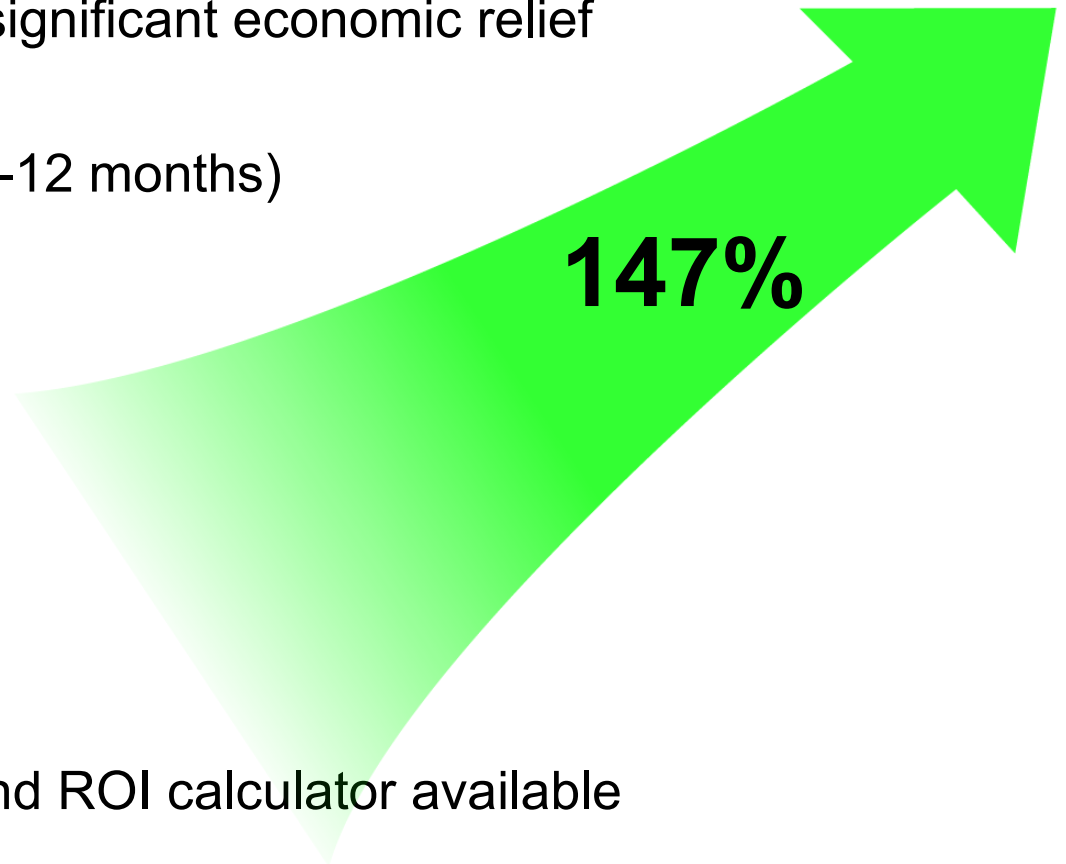
>50% Bandwidth reductions

40-60% Disk Savings



Forrester: Upgrade to ND 8.5 and Achieve 147% three year risk adjusted ROI

- Notes® & Domino® 8.5.x offers significant economic relief
- Payback in the first year (avg. 11-12 months)
- Cost savings of 30% or more*
- Savings right out of the box!
- Improve flexibility & adaptability
- Forrester webcast, whitepaper and ROI calculator available



*Based on upgrading from Domino 6.5 to Domino 8.5
Results may vary

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