

Development Evolved : XPages, Mashups & Contextual Collaboration

Chris Freestone
Senior Lotus Technical Specialist

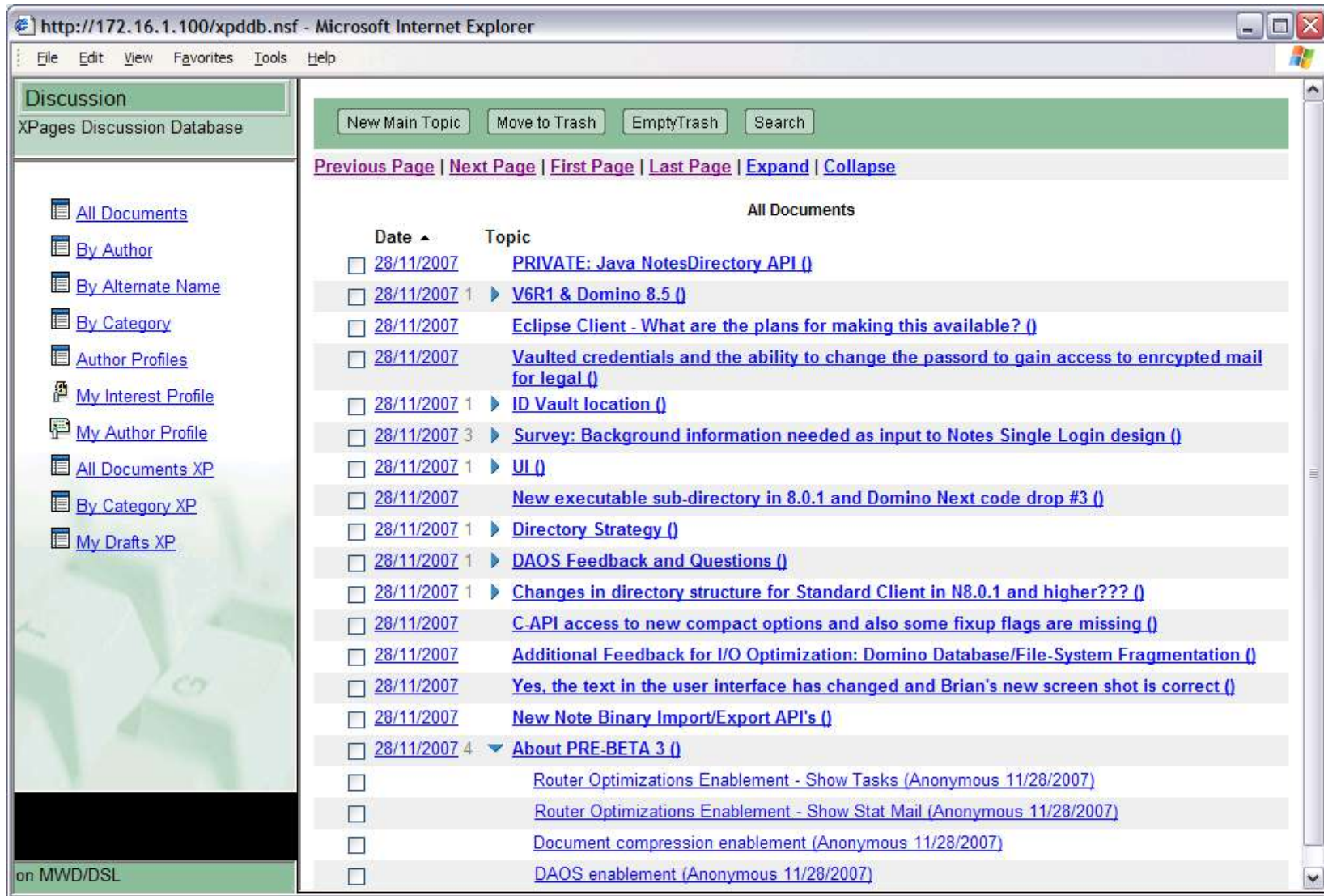


Development Evolved

- Lotus Domino XPages
- IBM Mashup Center
- Contextual Collaboration

Lotus Domino XPages

State of the art... 13 years ago



How About Something Like This?

The screenshot shows a Mozilla Firefox browser window displaying a discussion forum titled "Renovations Promotions Discussion". The interface includes a navigation menu on the left with options like "All Documents", "By Most Recent", "By Most Active", "By Author", "By Category", "My Favorites", and "Trash". The main content area shows a list of documents, with one document selected for editing. The editing form includes fields for "Subject:", "Category:", and "Tags:", along with a rich text editor. Three callouts highlight specific features: "In-line entry uses AJAX, with partial page update." pointing to the editing form; "Dojo Rich Text Control" pointing to the rich text editor; and "Content is brought out to the view level" pointing to the document list. The browser window also shows the address bar, search bar, and user profile "Samantha Daryn".

In-line entry uses AJAX, with partial page update.

Dojo Rich Text Control

Content is brought out to the view level

Demo – XPage Enabling An existing app in 10 mins

IBM Mashup Center

What is a Mashup?

A “mashup” is a lightweight web application created by combining information or capabilities from more than one existing source to deliver new functions & insights.

Customer List

| Customer Name | Address | Zip | Contact |
|------------------------------|-----------------------------------|-------|--------------------|
| American International Group | 70 PINE ST New York NY | 10270 | Kent E. Price |
| Capital One | 1940 Marbut Forest Dr Lithonia GA | 30058 | Edward A. Bottoms |
| Cisco | 1738 N Neville St Orange CA | 92865 | Sharon E. Kohler |
| Dell | 48650 Seminole Dr Cabazon CA | 92230 | Janis H. Morehouse |
| Ford | 3001 Chamberlain Ln Louisville KY | 40241 | William M. Aston |

Critical Situations

Critical Situation Tickets for AIG

| Critical Situation #1 | Critical Situation #2 | Critical Situation #3 |
|-----------------------|-----------------------|-----------------------|
| #123456 | | 11/2/07 |

severity: critical
 contact: Chris Jones
 description: A urgent issue that needs to be addressed immediately. The computer won't start, and the hard disk seems to be dead. It holds sensitive corporate data without having a backup somewhere.



Google News

Google news for American International Group

- 1 AIG Gets Billions More To Borrow - Forbes**

Forbes, NY - 6 hours ago

American International Group has blown through the \$85.0 billion it borrowed from the United States government last month and is getting an additional \$37.8 ...

AIG Subsidiaries Enter into Securities Lending Agreement with the ... MarketWatch
 Markets down...AIG gets more Fed money... White House comments on ... KXMC
 AIG, party on! Chicago Tribune
 TheStreet.com - Reuters
 all 700 news articles
- 2 AIG Not Sorry For Spending Your \$\$ - Forbes**

Forbes, NY - 4 hours ago

American International Group has some explaining to do. The insurance company that needed a whole lot of help from the government to make up for its bad ...

AIG Plans Meeting at California Ritz-Carlton Resort Next Week Bloomberg
 White House: AIG execs' retreat 'despicable' The Associated Press
 AIG plans to host meeting at Ritz Boston Globe
 Los Angeles Times - Bloomberg
 all 267 news articles
- 3 'Wasn't Us,' Former AIG Chiefs Say ...**

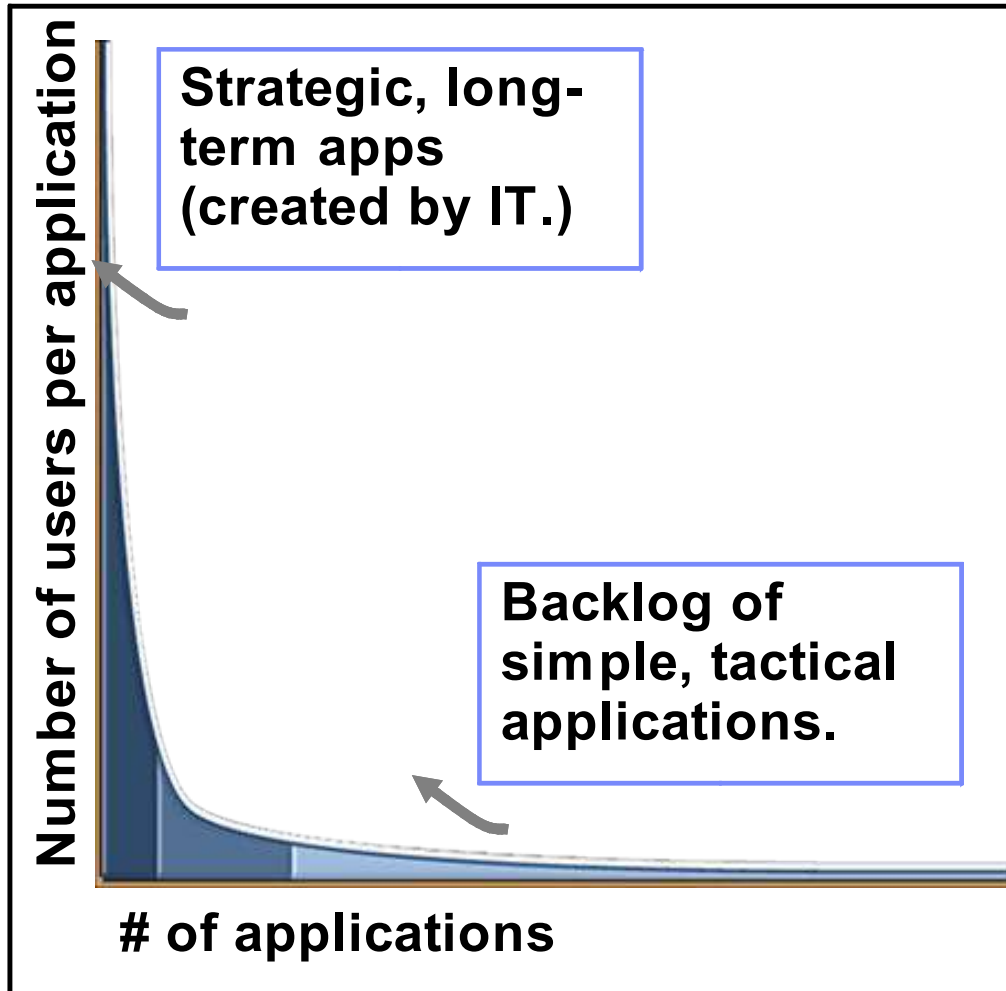
Forbes, NY - 22 hours ago

The buck may stop somewhere, but apparently not in the C-suite at **American International Group**. No less than three former chief executives told the US ...

MetLife, Meet Strife Wall Street Journal Blogs
 AIG followed bailout with \$440000 retreat Washington Times
 Damaging Capitol Hill Hearings on AIG BusinessWeek
 Altoona Mirror - International Herald Tribune
 all 1,349 news articles

- Rapid creation (days not months)
- Reuses existing capabilities, but delivers new functions + insights
- Requires limited to no technical skills
- Often mixes internal and external sources

What We Are Hearing: Challenges



Business Challenges

- Lack of agility – IT can't respond fast enough to business requirements
- Spreadsheet “apps” hard to manage, share, keep current
- Silo-ed, outdated information

IT Challenges

- IT is backlogged and suffering from too many business requests
- Underground or “shadow” IT
 - Security violations
 - Loss of information

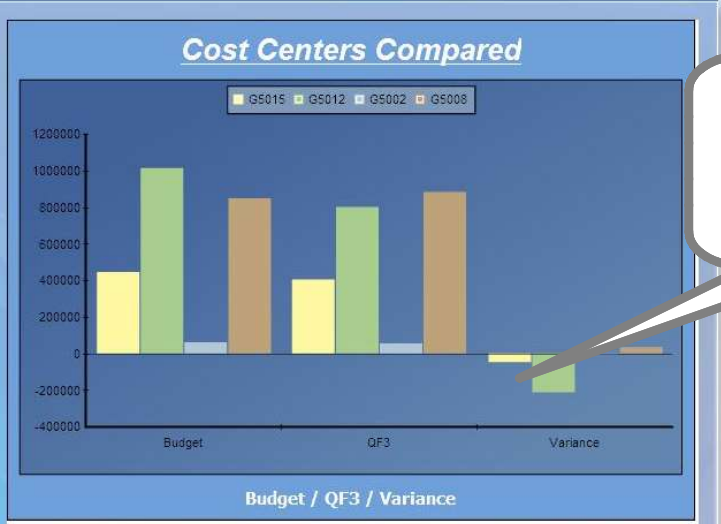
Ad Hoc Research – Departmental Budget Analysis

Research detailed information on expenditure for departments within the organisation – then breakdown the numbers according to business insight

Cost Center:

| col_B | QF3 | Budget |
|----------------------------|--------------------|-----------|
| Salary Total | 718600.552 | 553498.15 |
| Contractors | 26841.010000000002 | 0 |
| Severance | 0 | 0 |
| Training | 2349.41 | 15000 |
| Relocation | 52704.87 | 26400 |
| Recruitment | 0 | 0 |
| Other Staff Cost | 595.5 | 114480 |
| Property | 0 | 0 |
| IT Depreciation | 0 | 0 |
| Equipment Repairs | 0 | 0 |
| Postage | 0 | 0 |
| Telecoms | 625.51 | 0 |
| Software | 0 | 0 |
| Consultancy | 1468.75 | 0 |
| PR Advertising & Marketing | 0 | 0 |
| Fees | 0 | 0 |
| Audit Fees | 0 | 0 |
| Interest Payable & Other | 0 | 0 |
| Catering | 0 | 0 |
| Stationery | 385.2999999999995 | 0 |
| Donations/ Insurance | 61959.66 | 112000 |
| Travel & Entertaining | 16934.86 | 24220 |

Page 1 Previous | Next



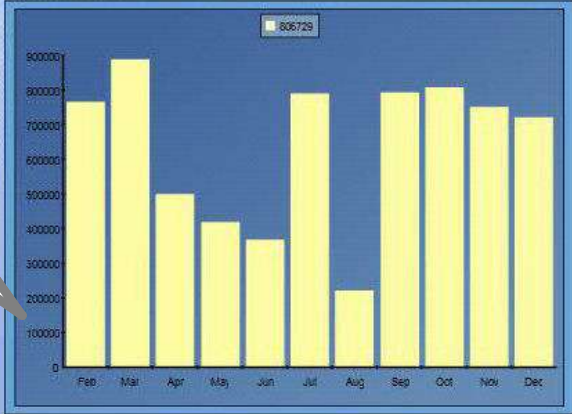
Observe trends across departments



Compare cost center patterns throughout the year

Quickly Deliver Good Enough Apps - Bank Branch Application Usage Monitoring

Historical Monthly quota figures for selected branch



Filter by city

Select City to View

- Abergele
 - Abersoch
 - Abertillery
 - Aberystwyth
 - Bath**
- Page 1 | 2 | 3 | 4
Previous | Next

Branch Details

| Brand | Branch_Name | Sortcode | Depot_Code | Customer_Number |
|-------|-----------------------------|---------------|------------|---------------------|
| | Bath Stuckeys | 600205 | 192 | 01225 466926 |
| | Bath Oldfield Park | 560034.01 | 192 | 01225 319425 |
| | Bath the University of Bath | 600205.01 | 192 | 01225 425630 |
| | Bath Old Bank | 560034 | 192 | 01225 499720 |
| | Bath | 161253 | 192 | 01225 333666 |

Page 1 | 2
Previous | Next

Branch Map



Colour coded bandwidth latency highlighted between sites

Drill into specific branches

IBM Realtime Sales Dashboard



Call Breakdown

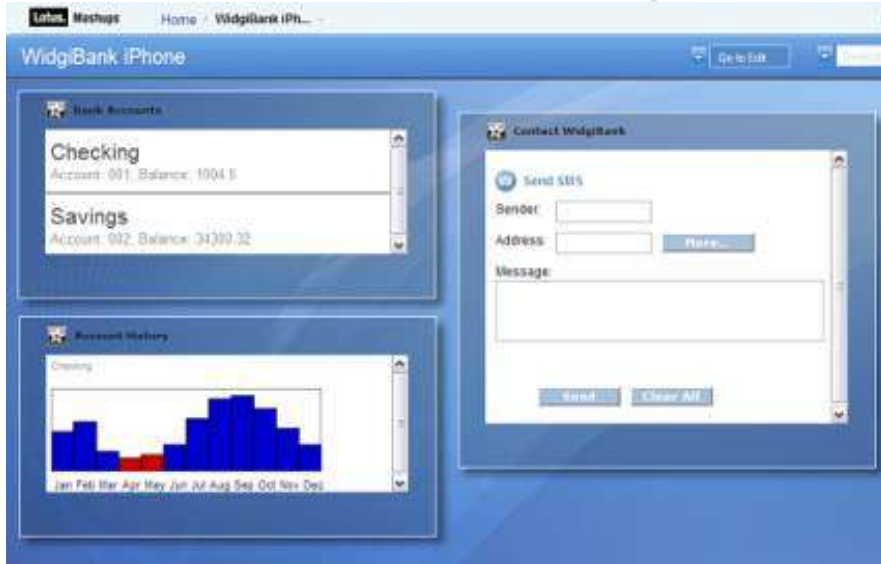
Automatic refresh every 60 seconds

Call breakdown By Team

Top 10 Sales Personnel

Consumer Created Applications – Banking Mashups

**Assemble and view mashup
on web and mobile**



On a Web page

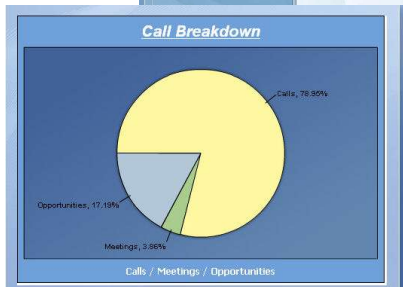
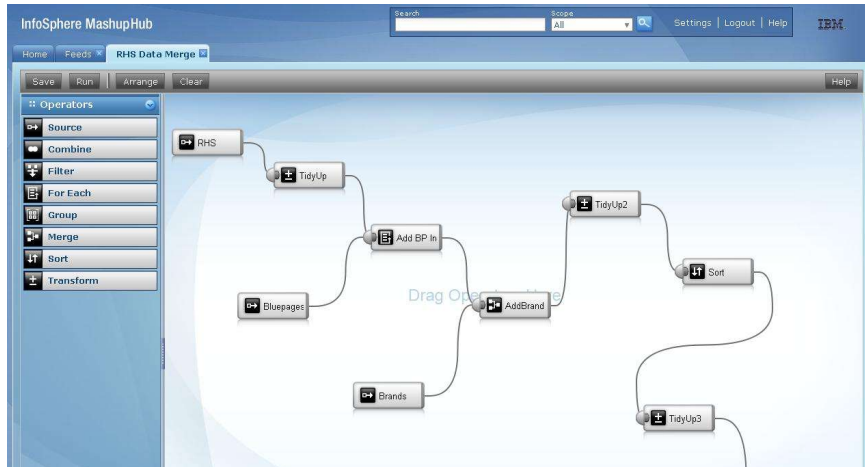


View account history

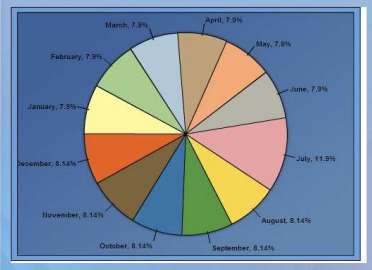


On your iPhone

How This Works – a Demonstration



| | | |
|------------|--|---|
| 232 | | SIMON OVERTON (SSR South) SSR - Lloyds TSB Group. Calls: 159 Meetings: 1 Opportunities: 77 |
| 223 | | PAUL BELLANTI (SSR South) CSSR Aviva Calls: 246 Meetings: 1 Opportunities: 74 |
| 167 | | WES VAN DER ZYL (Tivoli) Tivoli Software Storage Sales Calls: 172 Meetings: 14 Opportunities: 51 |
| 139 | | MATT DIGWEED1 (IM) Account Executive - Customer Data Integration Calls: 235 Meetings: 1 Opportunities: 46 |
| 128 | | MARK STONE (Rational) Rational Sales Calls: 114 Meetings: 11 Opportunities: 39 |
| 125 | | RUSS RAWLINGS (CoL) Software Sales Representative - Financial Markets Calls: 184 Meetings: 14 Opportunities: 37 |
| 119 | | BARRY MCCULLEN (Rational) Rational SSR, Financial Services Sector Calls: 224 Meetings: 2 Opportunities: 39 |
| 106 | | PETER M BLENKINSOPP (WebSphere) WebSphere Sales, FSS Calls: 80 Meetings: 19 Opportunities: 29 |
| 104 | | NEIL WILSON (WebSphere) Software Sales - Financial Services Sector Calls: 130 Meetings: 11 Opportunities: 31 |
| 100 | | HANNAH LAVENDER (SSR North) Software Sales Representative - Financial Services Sector Calls: 56 Meetings: 1 Opportunities: 33 |



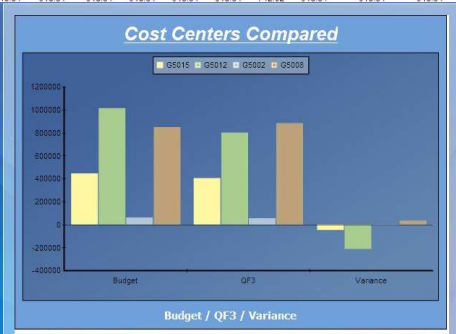
| col_C | January | February | March | April | May | June | July | August | September | October | November | December |
|---------------------|---------|----------|---------|---------|---------|---------|---------|---------|-----------|---------|----------|----------|
| Salaries | 3068.34 | 3068.34 | 3068.34 | 3068.34 | 3068.34 | 3068.34 | 4621.06 | 3160.34 | 3160.34 | 3160.34 | 3160.34 | 3160.34 |
| Performance Bonuses | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Performance Award | 0 | 0 | 0 | 0 | 0 | 0 | 1012.55 | 0 | 0 | 0 | 0 | 0 |
| Profit Sharing | 0 | 0 | 0 | 395.76 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Allowances | 618.34 | 618.34 | 618.34 | 618.34 | 618.34 | 618.34 | 742.02 | 618.34 | 618.34 | 618.34 | 618.34 | 618.34 |

Cost Center:

Submit

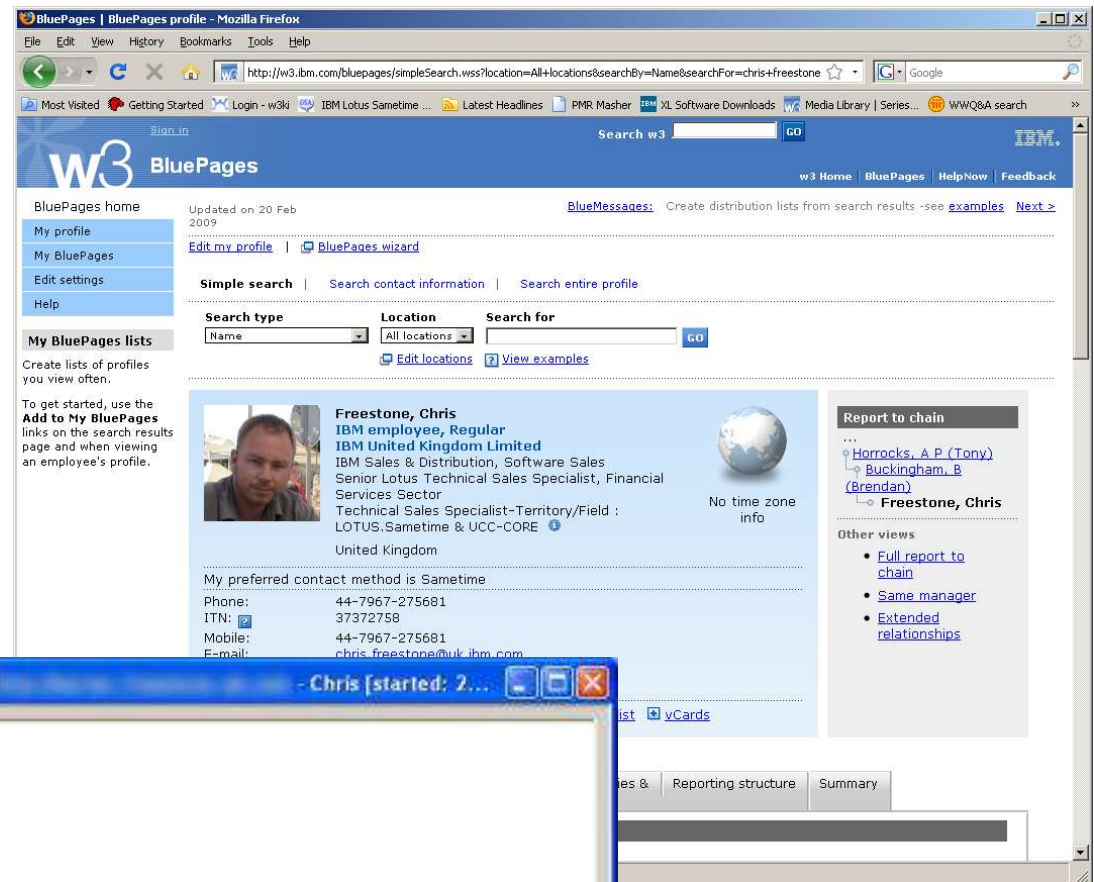
| col_B | Q3 | Budget |
|----------------------------|--------------------|-----------|
| Salary Total | 719500.552 | 553498.15 |
| Contractors | 28841.010000000002 | 0 |
| Severance | 0 | 0 |
| Training | 2349.41 | 15000 |
| Relocation | 52704.87 | 26400 |
| Recruitment | 0 | 0 |
| Other Staff Cost | 595.5 | 114480 |
| Property | 0 | 0 |
| IT Depreciation | 0 | 0 |
| Equipment Repairs | 0 | 0 |
| Postage | 0 | 0 |
| Telecoms | 625.51 | 0 |
| Software | 0 | 0 |
| Consultancy | 1468.75 | 0 |
| PR Advertising & Marketing | 0 | 0 |
| Fees | 0 | 0 |
| Audit Fees | 0 | 0 |
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Page 1 Previous Next

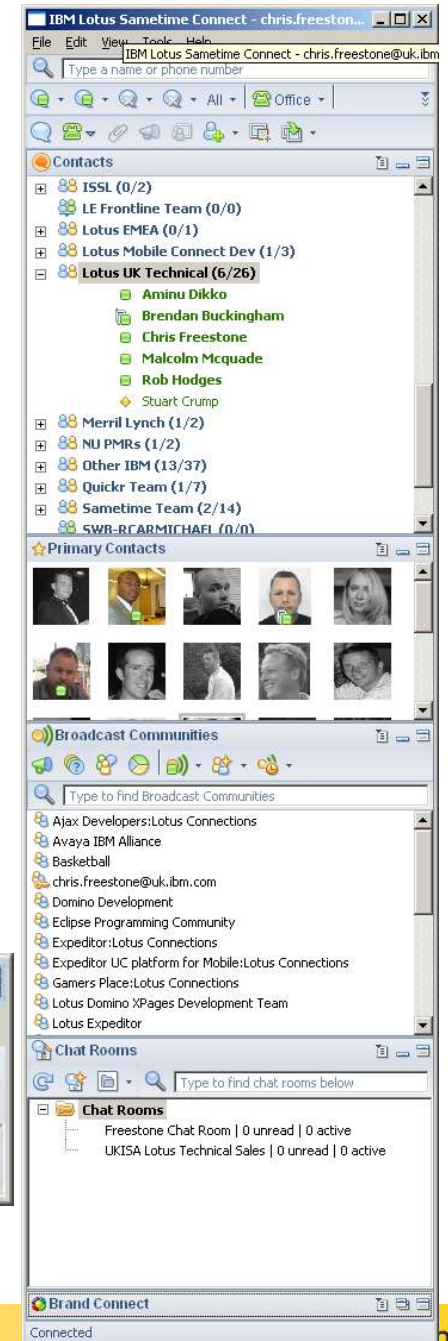
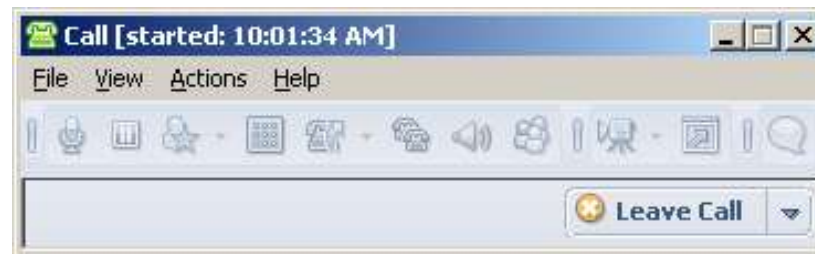
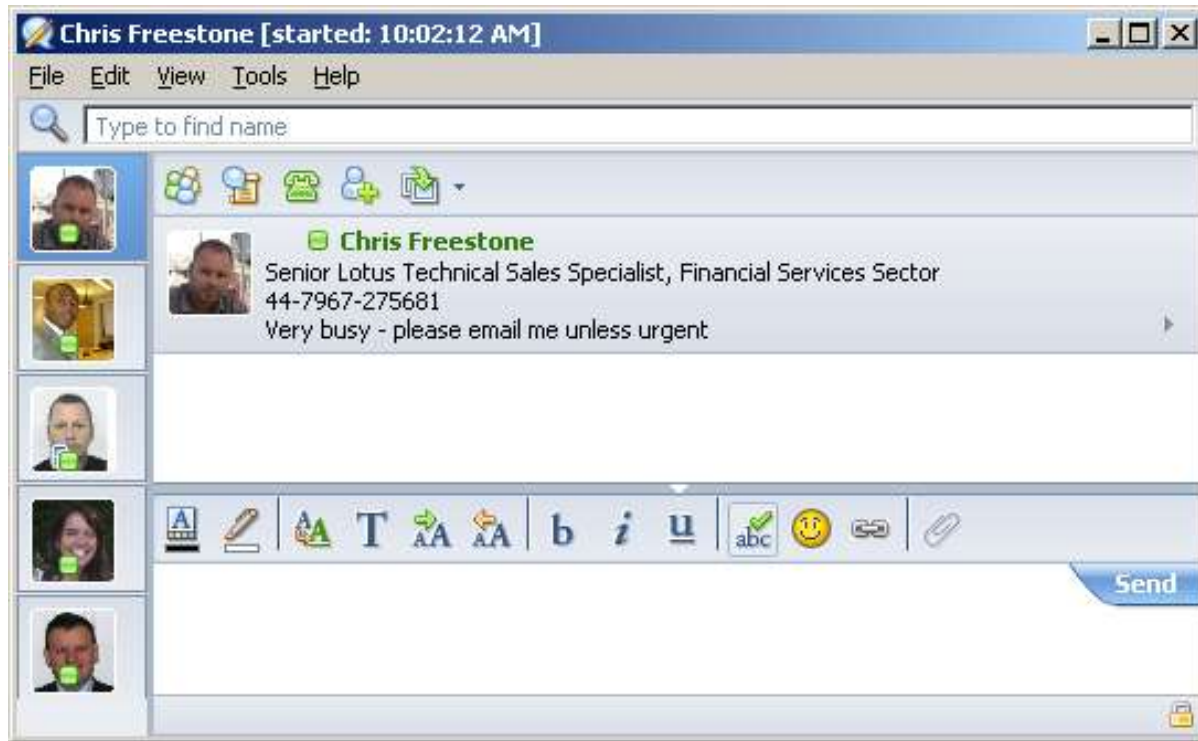


Contextual Collaboration

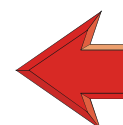
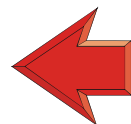
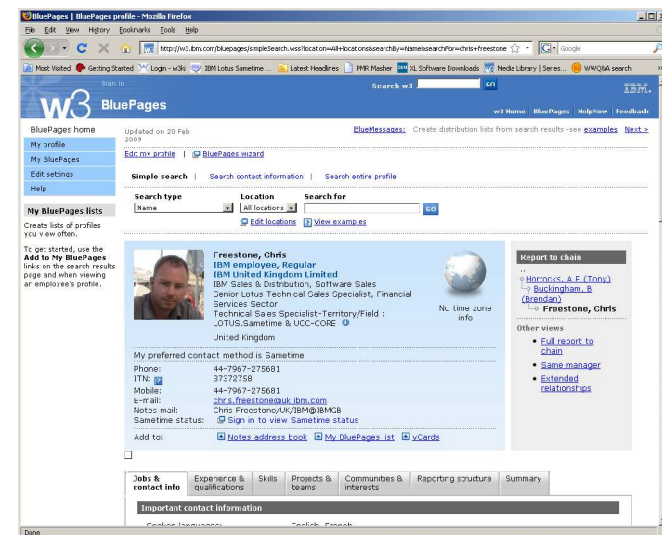
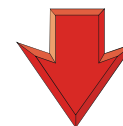
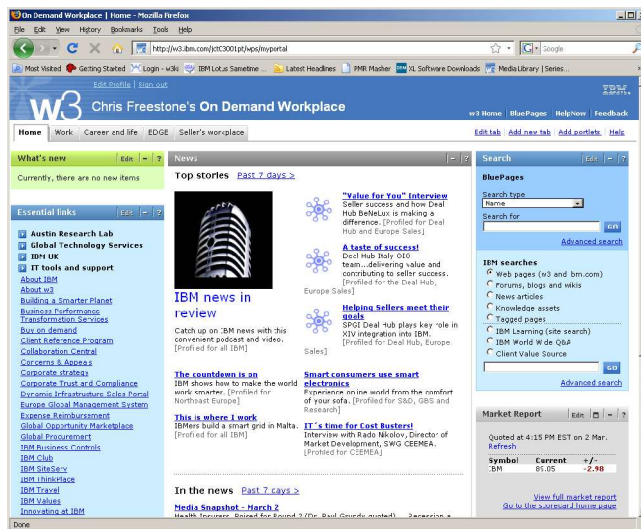
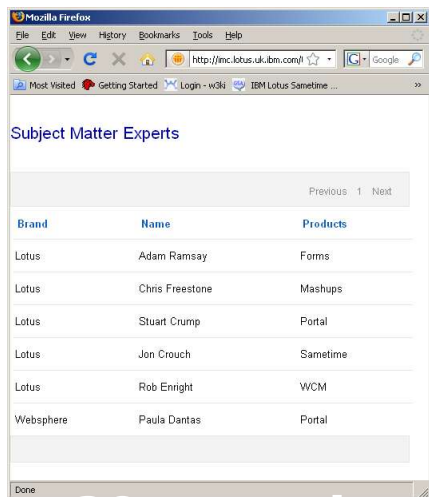
Where Things Began – Sametime Client & STLinks API



Sametime Today – Unified Communications & Collaboration



How We Tend To Work...



3 MINUTES LATER.....

How Does This All Add Up ? An Example...

Example :

Number of users in the organisation : 30,000 users

Average # of employee lookups per day : 3

Average value of time per user per hour = £10

Cost :



How Does This All Add Up ? An Example...

Example :

Number of users in the organisation : 30,000 users

Average # of employee lookups per day : 3

Average value of time per user per hour = £10

Cost :

£15,000

PER DAY !

How Does This All Add Up ? An Example...

Example :

Number of users in the organisation : 30,000 users

Average # of employee lookups per day : 3

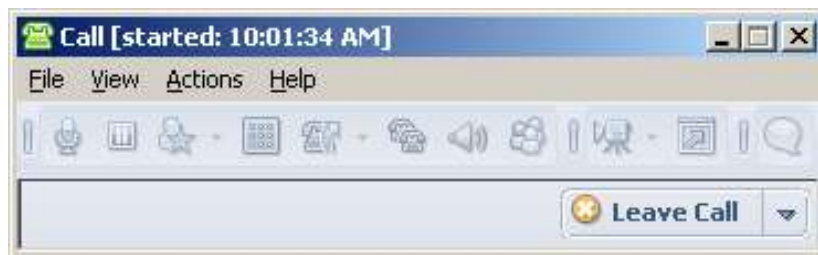
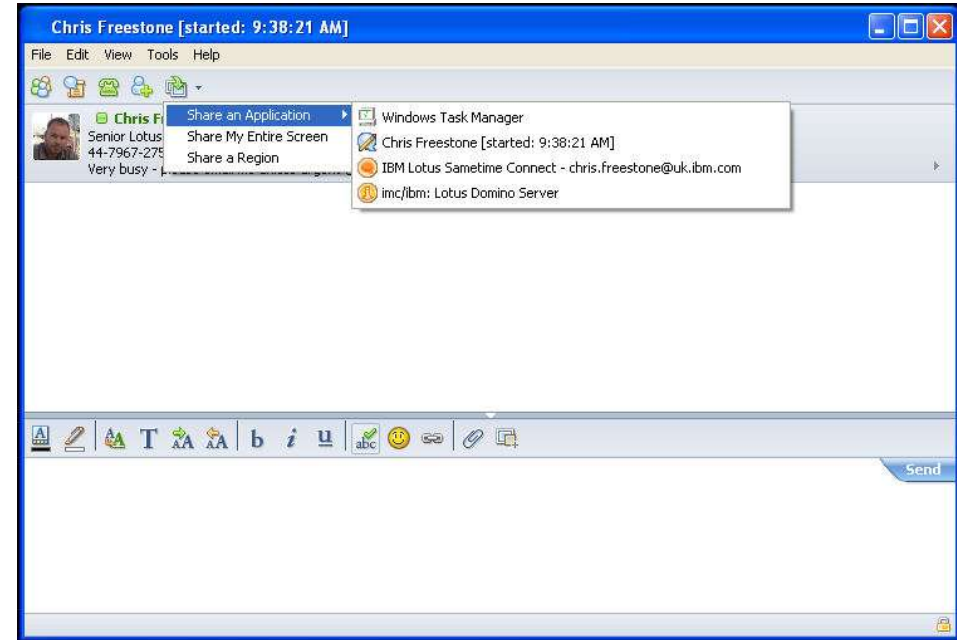
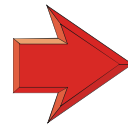
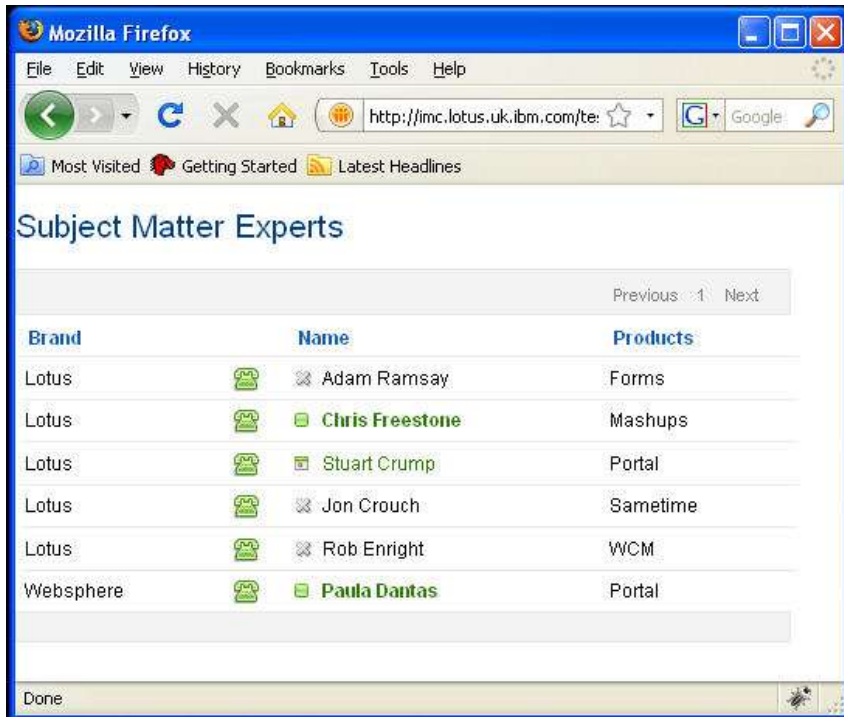
Average value of time per user per hour = £10

Cost :

£3.6m

PER YEAR !!!

Wouldn't It Be Better If....



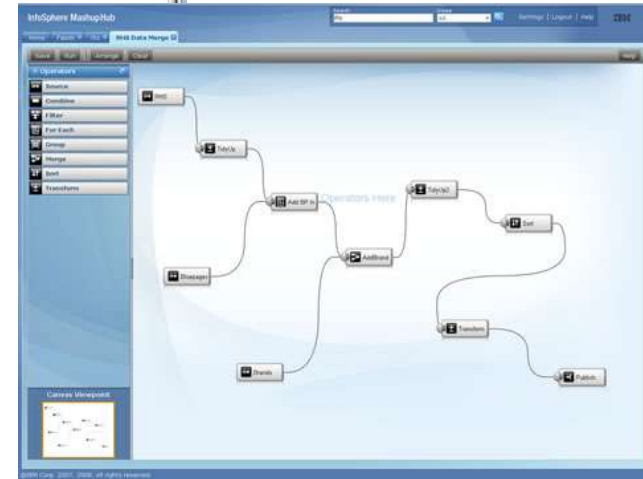
Sametime Is Evolving – Here's a demo...

| Brand | Name | Products |
|-----------|------------------------|----------|
| Lotus | Adam Ramsay | Forms |
| Lotus | Chris Freestone | Mashups |
| Lotus | Stuart Crump | Portal |
| Lotus | Jon Crouch | Sametime |
| Lotus | Rob Enright | WCM |
| Websphere | Paula Dantas | Portal |

Chris Freestone [started: 9:38:21 AM]

- Share an Application
- Share My Entire Screen
- Share a Region
- Windows Task Manager
- Chris Freestone [started: 9:38:21 AM]
- IBM Lotus Sametime Connect - chris.freestone@uk.ibm.com
- imc/ibm: Lotus Domino Server

- FSS Customers
- FSS Tech Sales
 - ECM
 - Information Management
 - Lotus
 - Connections
 - Dashboards
 - Domino
 - Expeditor
 - Forms
 - Mashups
 - Notes
 - Portal
 - Quickr
 - Sametime**
 - Stuart Crump
 - Adam Ramsay
 - Chris Freestone
 - Web Content Management
 - Rational
 - Tivoli
 - Websphere
 - Application Server
 - David Buchanan
 - Alan Chambers
 - Mark Tomlinson
 - Business Modeler
 - Business Monitor
 - Sarah Hill
 - Richard G Brown
 - Mark Tomlinson
 - Business Services Fabric
 - Datapower
 - ESB
 - Integration Developer
 - MessageBroker
 - MQ
 - Process Server
 - XD



In Summary

- Lotus Domino XPages
 - Quickly deliver a Web 2.0 user interface to your Notes/Domino applications
- IBM Mashup Center
 - Merge your existing data from multiple sources to build time-to-value applications faster
- Contextual Collaboration
 - Increase productivity by enabling Sametime awareness and features within your applications

Thank You