The Future's Bright, The Future's Yellow, Whatever Your Flavour Of Desktop
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Agenda

The Desktop Market – It's More Than Just Windows

The Lotus Portfolio

- For Linux

- For Mac OS X

Product Demonstrations

Q & A

Lotus Notes & Domino –Winning in the market

As of end 2008:

145 million licenses worldwide, up 5 million

Used by more than half of Fortune Global 100 companies

More than 12,000 new customers over the past 15 months

16 quarters of consecutive growth

Double digit growth over first 3 quarters of 2008

Lotus Notes 8.x Deployments

Notes 8 adoption is at a pace faster than our two previous releases

Over 1/2 of customers are deploying now

The Desktop Market - Much More Than Just Windows

Windows is being displaced by OS X & Linux...NOW!!

– "Nearly four out of five businesses ... have Macs and the OS X operating system installed in their networks." – *Laura DiDio, Yankee Group, August 4, 2008*

– "Apple's singular focus on user experience has resulted in some success in the enterprise – without even trying to break into the market." – *Benjamin Gray, Forrester Research, August 22, 2008*

The Desktop Market - Much More Than Just Windows

Strong shift in attitudes toward open source software.

Saugatuck's current open source market research indicates that open source is already a key piece of software vendor and user IT portfolios. Audits routinely show between 30 percent and 50 percent of user on-premise commercial and custom-developed software containing open source code. And open source is also a key component of SaaS vendor platforms and offerings.

SAUGATUCK
T E C H N O L O G Y

Many companies deploying non-Windows operating systems

In both surveys, participants were asked if they had considered the possibility of deploying any non-Windows operating system as an alternative to adopting Windows Vista. In 2007, 44% of participants said that they had considered this alternative and in 2008, 42% said they had.

k i n g   r e s e a r c h

So Why Is This Happening Now?

A Variety of Reasons, some examples might be...

– Very Slow Take-up of Vista, <10% market after 3 years

– 8 year old XP o/s still being patched

How Old is it?..First version of XP did'nt even have USB support

– Enterprise groundshift towards the comoditisation of the desktop

Deliver to LOB at considerable cost reduction

The Lotus Portfolio both for Linux & OS X

The 3 Major Distro's Supported

– Ubuntu 8.04 LTS, RedHat 5 & SUSE 10

IBM Layered Approach for S/W Distribution

– Install base system

– Pick a Layer from a standards based custom repository

– Centrally Manage

Lotus Products full certified & Supported for Desktop Enterprise Distribution

– Lotus Notes 8.x, Lotus Sametime & Lotus Symphony

– All Browser accessed Products such as Connections, Quickr & Portal

IBM's commitment to the Mac platform

Unprecedented investment in 2008 and beyond to align Lotus offerings on the Mac

– 8.5 is the first major version of the IBM Lotus Notes client since 6.5 to be released simultaneously on Mac and Windows

– Lotus iNotes 8.0.2 introduces support for the Safari browser on Mac OS X and iPhone

– Lotus Symphony ported to Mac

IBM is committed to the Mac now more than ever

– Now considers OS X as a preferred application platform, not simply an opportunity to port Windows software

– Protecting a 15+ year investment in the Notes client on Mac

– Adding value via an extensible application framework and complementary products

ALL future releases of Lotus Notes will be in sync on Mac, Windows and Linux

– Actively working on the same level of support for other products

IBM's Commitment to the Linux Platform

Vision

–   Provide IBM internal population with the "right" client platform based on business role

Objectives

–   Long term, strategic effort to build and deliver a fully supported, standards-based desktop Linux client designed to increase the productivity of IBMers with a business need for Linux

Mission

–   IBM I/T offers an internal service offering that provides a supported, standards based desktop Linux Client that increases the productivity of IBM's professional developers with a business need for Linux

Right, That's Quite Enough Slides – Let's get on with the Demo's

Q & A

In A World Without Barriers, Who Needs Windows or Gates