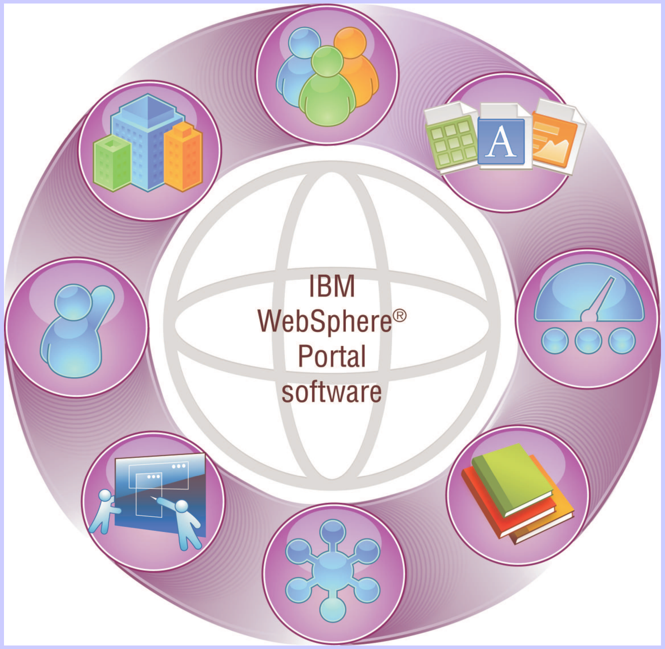
WebSphere Portal

A Platform to Deliver Innovation

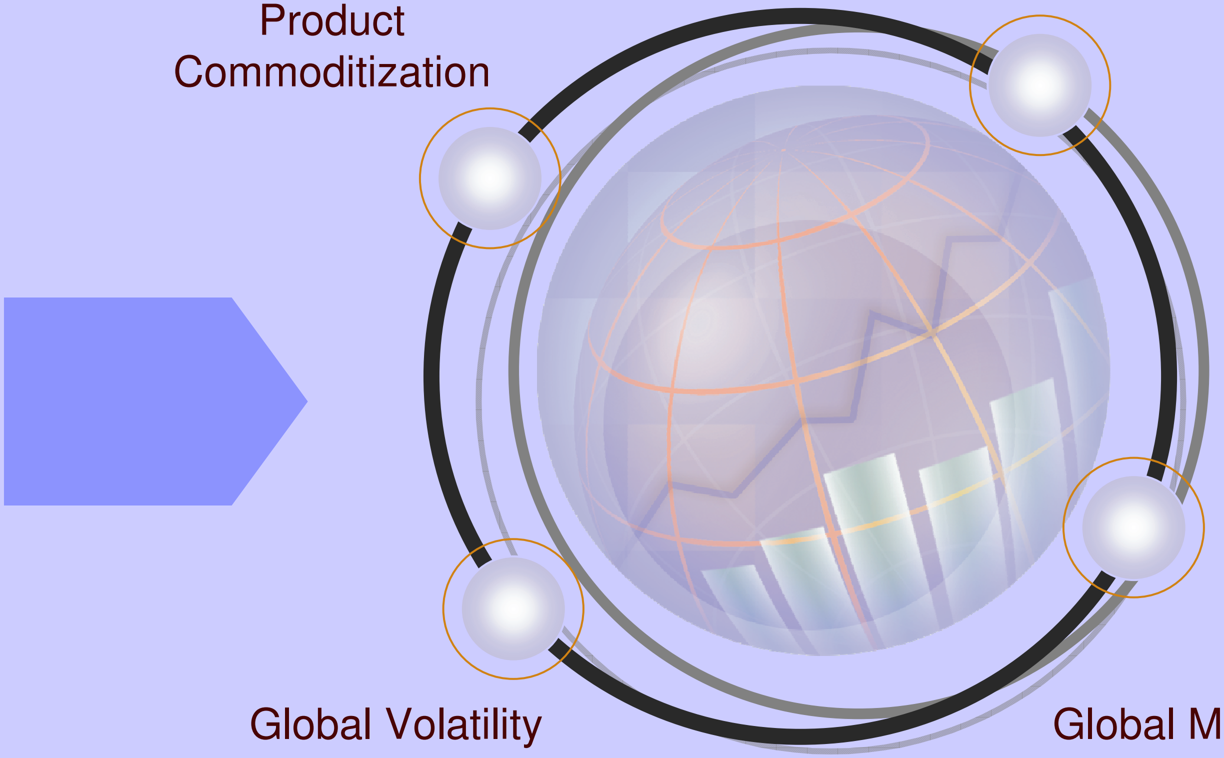

IBM
WebSphere®
Portal
software
A

Joe Preston, Sales Leader
Websphere Portal & Web Interaction Software
June 2008

© IBM Corporation

Today's business challenges are evolving at a rapid pace. Concerns of innovation, leadership and agility coincide with cost reduction and efficiency concerns.

Concerns
Cost reductions
Efficiency
Outsourcing
Consolidation



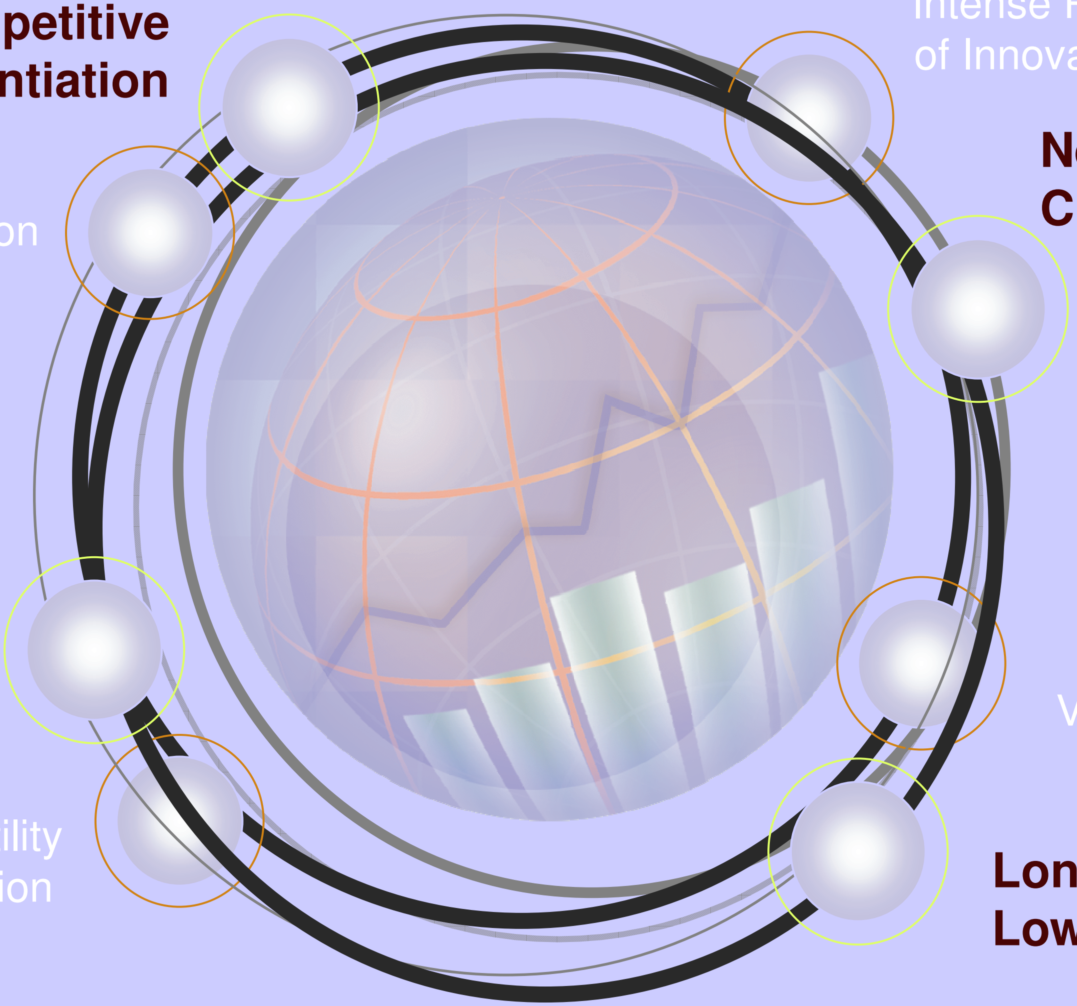
Intense pace of innovation

Product Commoditization

Global Volatility and Disruption

Global Markets
Virtual Workforce

These marketplace factors are leading organizations to focus on business goals that support innovative business growth and a more agile enterprise.



Competitive Differentiation

Intense Pace of Innovation

Product Commoditization

New and Profitable Customers

Dynamic Processes

Global Markets Virtual Workforce

Global Volatility and Disruption

Long-term Lowering of TCO

IBM offers a business solutions platform…
designed to unlock value from enterprise assets and flexibly deliver it to customers, partners, and employees

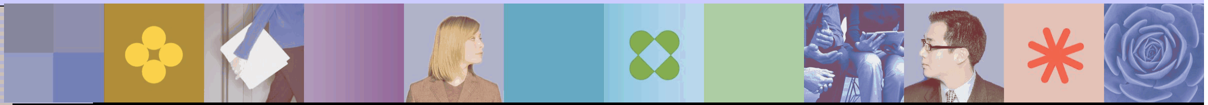
Increase organizational effectiveness

Improve customer satisfaction

Extend value network

Align responsive, innovative, open and secure IT with the business

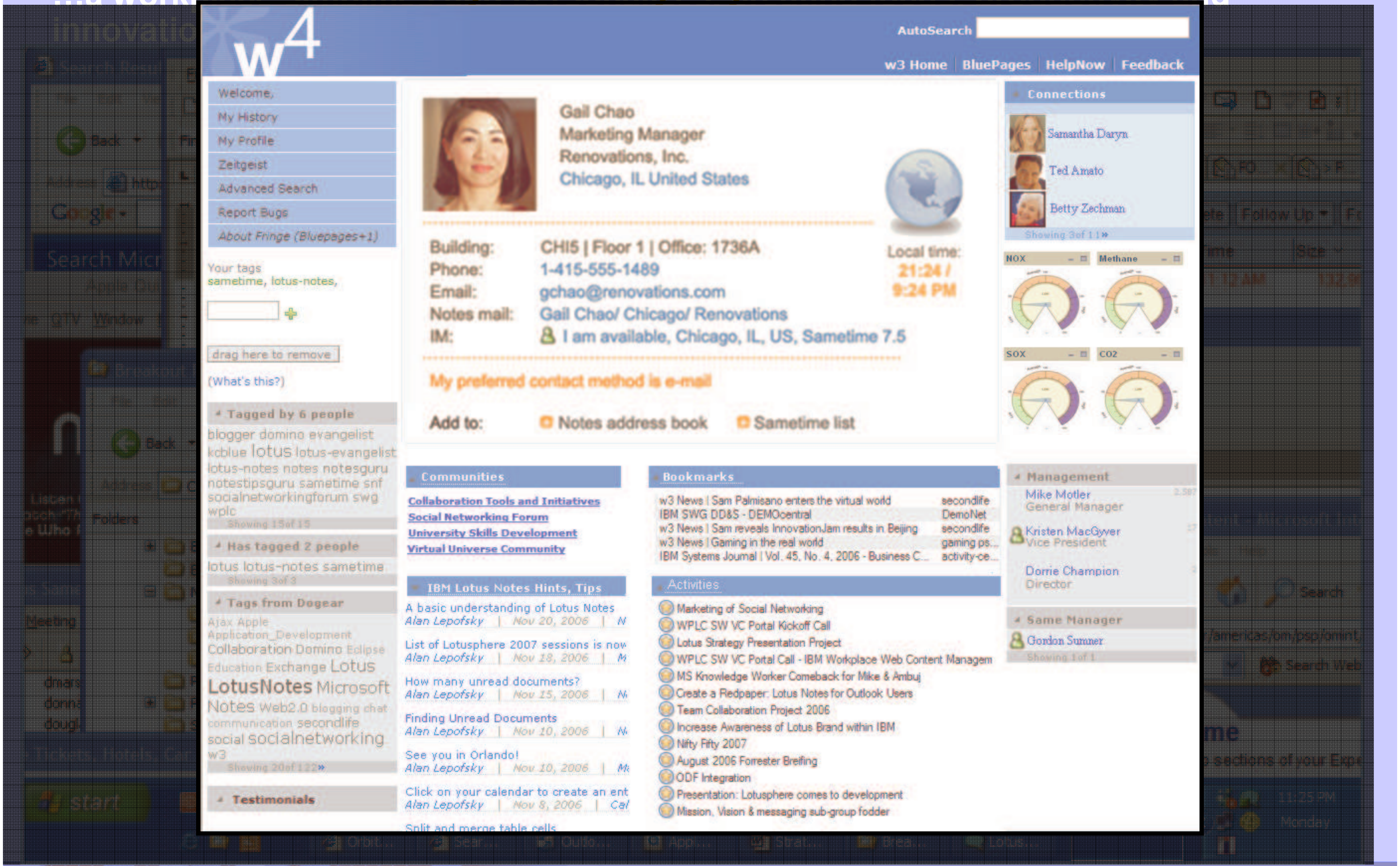
The portal value proposition



Make **more** people **more productive...**

in the context of what they do – everyday.

But here is what 'they do everyday' looks like now…



Your tags
sametime, lotus-notes,

Gail Chao
Marketing Manager
Renovations, Inc.
Chicago, IL United States

Building:	CHI5 | Floor 1 | Office: 1736A
Phone:	1-415-555-1489
Email:	gchao@renovations.com
Notes mail:	Gail Chao/ Chicago/ Renovations
IM:	I am available, Chicago, IL, US, Sametime 7.5

Local time:
21:24 /
9:24 PM

My preferred contact method is e-mail

Add to: Notes address book Sametime list

Samantha Daryn
Ted Amato
Betty Zechman

Tagged by 6 people

blogger domino evangelist kcblue lotus lotus-evangelist lotus-notes notes notesguru notestipsguru sametime snf socialnetworkingforum swg wplc

Showing 15of 15

Has tagged 2 people

lotus lotus-notes sametime

Showing 3of 3

Tags from Dogear

Ajax Apple Application_Development Collaboration Domino Eclipse Education Exchange Lotus LotusNotes Microsoft Notes Web2.0 blogging chat communication secondlife social socialnetworking w3

Showing 20of 122»

Testimonials

Communities

- Collaboration Tools and Initiatives
- Social Networking Forum
- University Skills Development
- Virtual Universe Community

IBM Lotus Notes Hints, Tips

A basic understanding of Lotus Notes
Alan Lepofsky | Nov 20, 2006 | N

List of Lotusphere 2007 sessions is now
Alan Lepofsky | Nov 18, 2006 | M

How many unread documents?
Alan Lepofsky | Nov 15, 2006 | N

Finding Unread Documents
Alan Lepofsky | Nov 10, 2006 | N

See you in Orlando!
Alan Lepofsky | Nov 10, 2006 | M

Click on your calendar to create an ent
Alan Lepofsky | Nov 8, 2006 | Cal

Split and merge table cells

Bookmarks

w3 News | Sam Palmisano enters the virtual world	secondlife
IBM SWG DD&S - DEMOcentral	DemoNet
w3 News | Sam reveals InnovationJam results in Beijing	secondlife
w3 News | Gaming in the real world	gaming ps...
IBM Systems Journal | Vol. 45, No. 4, 2006 - Business C...	activity-ce...

Activities

- Marketing of Social Networking
- WPLC SW VC Portal Kickoff Call
- Lotus Strategy Presentation Project
- WPLC SW VC Portal Call - IBM Workplace Web Content Managem
- MS Knowledge Worker Comeback for Mike & Ambuj
- Create a Redpaper: Lotus Notes for Outlook Users
- Team Collaboration Project 2006
- Increase Awareness of Lotus Brand within IBM
- Nifty Fifty 2007
- August 2006 Forrester Breifing
- ODF Integration
- Presentation: Lotusphere comes to development
- Mission, Vision & messaging sub-group fodder

Management

Mike Motler
General Manager

Kristen MacGyver
Vice President

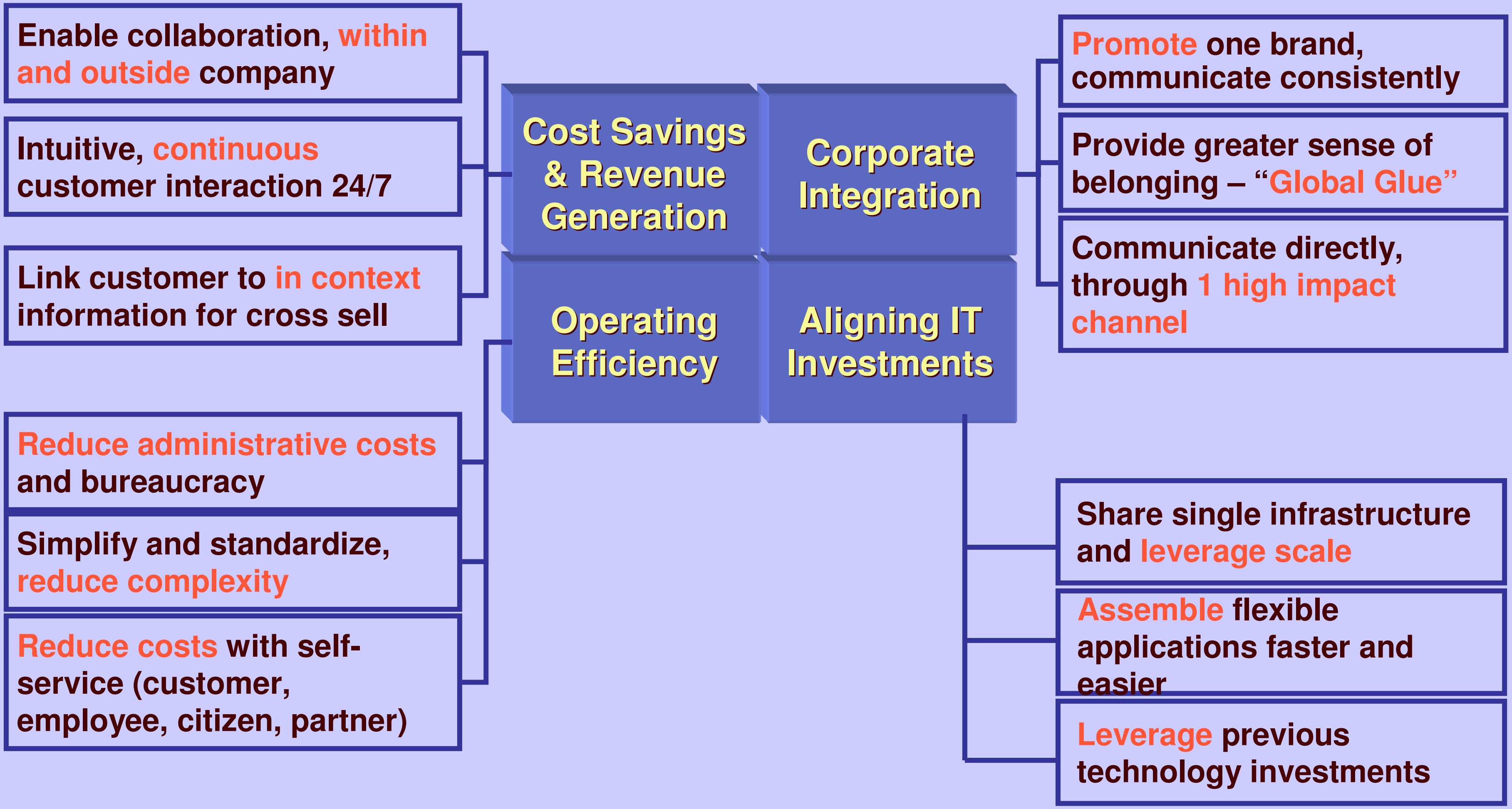
Dorrie Champion
Director

Same Manager

Gordon Sumner

Showing 1of 1

Portal Success is Built Upon Clear Business Objectives



Cost Savings & Revenue Generation

- Enable collaboration, within and outside company
- Intuitive, continuous customer interaction 24/7
- Link customer to in context information for cross sell

Corporate Integration

- Promote one brand, communicate consistently
- Provide greater sense of belonging – "Global Glue"
- Communicate directly, through 1 high impact channel

Operating Efficiency

- Reduce administrative costs and bureaucracy
- Simplify and standardize, reduce complexity
- Reduce costs with self-service (customer, employee, citizen, partner)

Aligning IT Investments

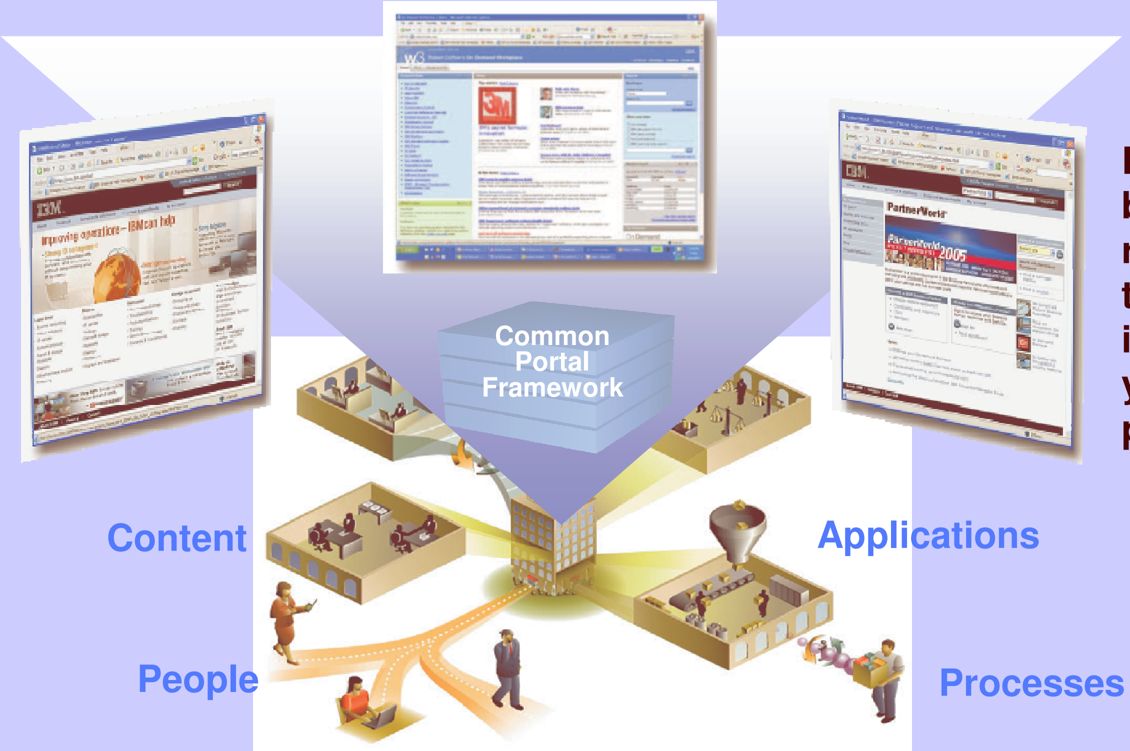
- Share single infrastructure and leverage scale
- Assemble flexible applications faster and easier
- Leverage previous technology investments

Portals are a technology that can help on all of these challenges by providing integrated access to people, applications, processes and information to support innovation that matters.

B2E Portals improve employee productivity and rapid decision making

B2C Portals increase customer loyalty and cross-sell revenue

B2B Portals build partner relationships through integration with your business processes



Common Portal Framework
Content
Applications
People
Processes

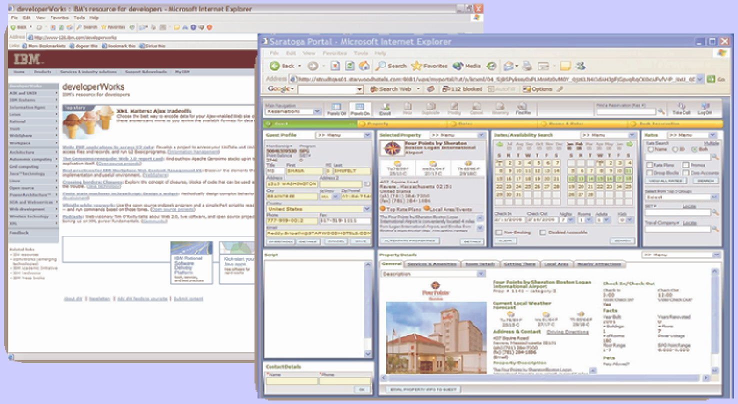
Portals

Exceptional User Experiences

One Platform

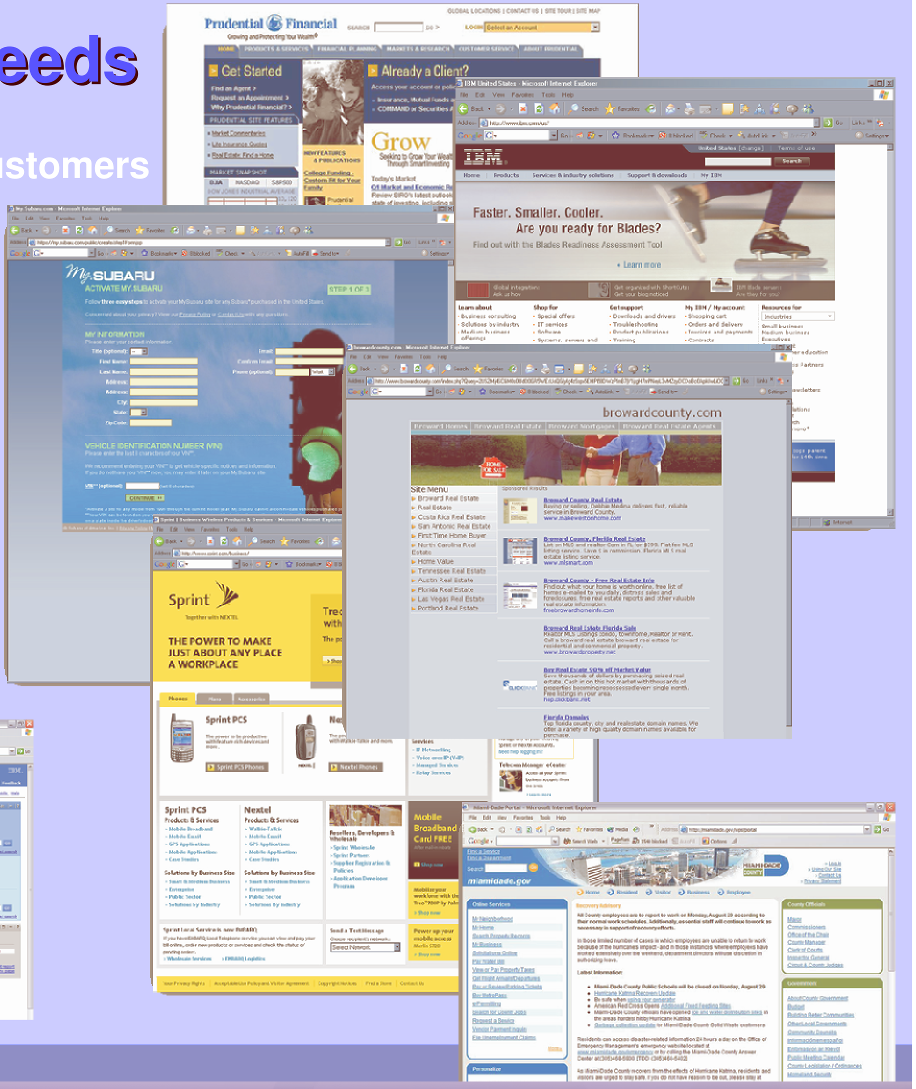
Many Different Business Needs

Partners



developerWorks
Saratoga Portal

Customers



Prudential Financial
Get Started
Already a Client?
Grow
IBM
Faster. Smaller. Cooler.
Are you ready for Blades?
SUBARU
browardcounty.com
Sprint
THE POWER TO MAKE JUST ABOUT ANY PLACE A WORKPLACE
miamidade.gov

Employees

AO Foundation
Driver Portal: Main Menu
Main Menu
Permit
On Demand Workplace

WebSphere Portal Strategy

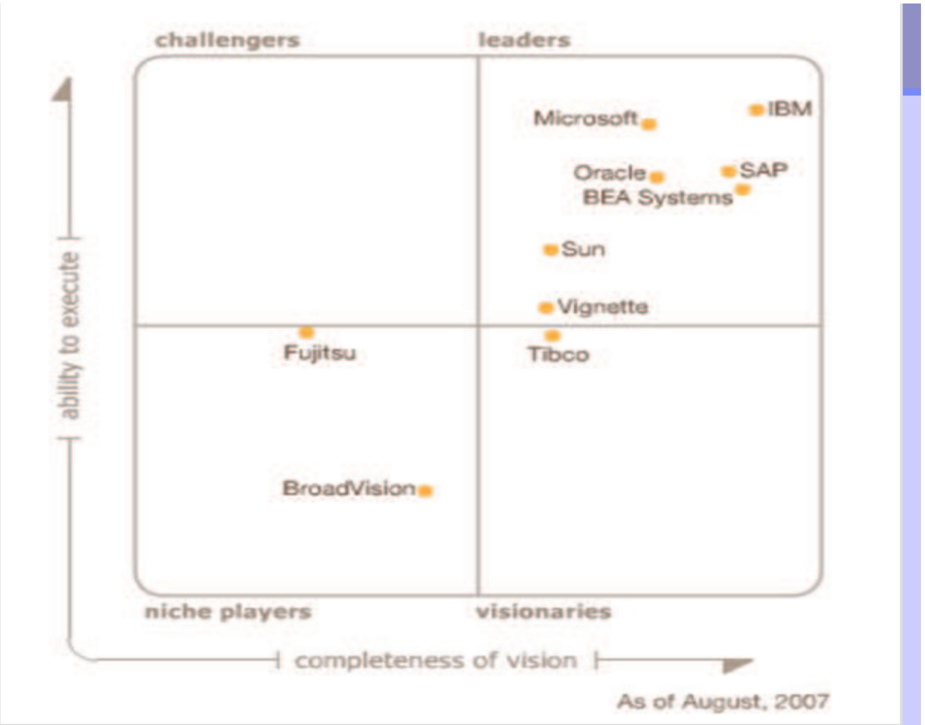
Delivering Exceptional User Experiences:

- Deliver the **user experiences they choose** to their partners, employees, customers, or citizens, with **flexibility** for change and based on **open standards**.
- **Quickly leverage existing investments**, through market-leading composite application tooling and robust framework
- **Create highly personalized applications** that adapt to users' context, community, role, actions, location, and preferences
- **Interact with information** from the user's device of choice
- **Deliver a front-end to SOA**, enabling business flexibility and agility
- **Speed time to value** with Prebuilt Portal snap-ons for specific business problems

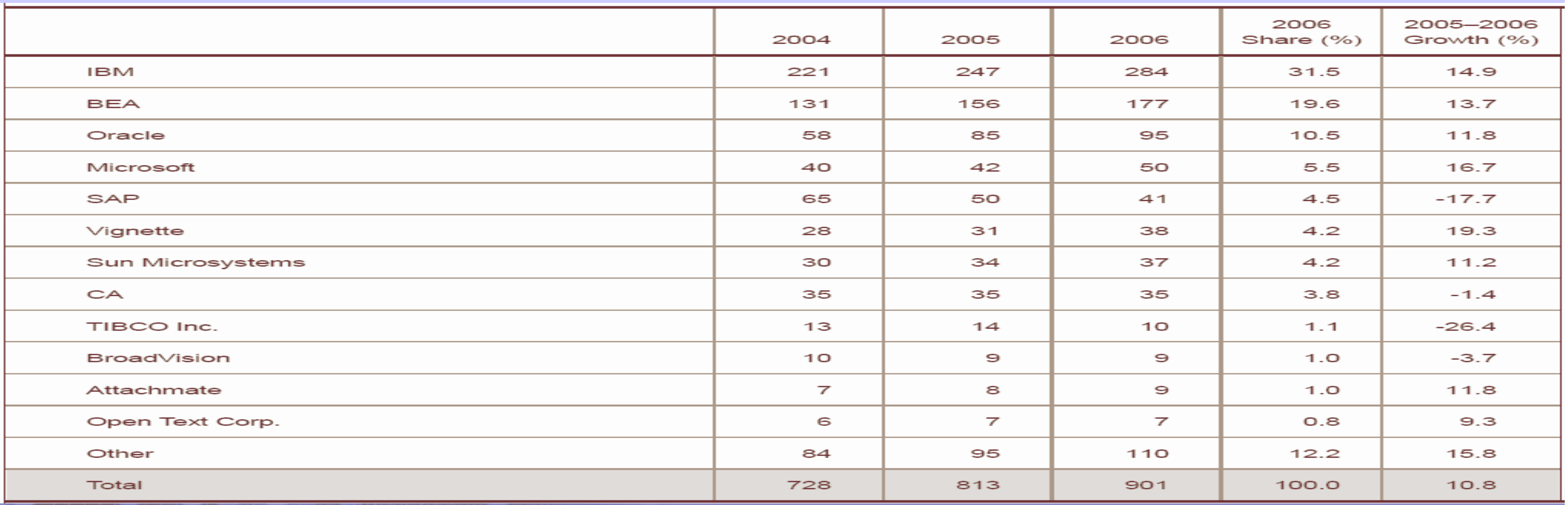
Product News
IBM WebSphere Portal delivers power and flexibility again!
What's New?
Get Started.
Need Help?
Support?
Product Links
Other Links

WebSphere Portal
Market Momentum 2007

- **#1 in Marketshare** (IDC) for 5 consecutive years
- **#1 In Gartner's Magic Quadrant** for 6 consecutive years

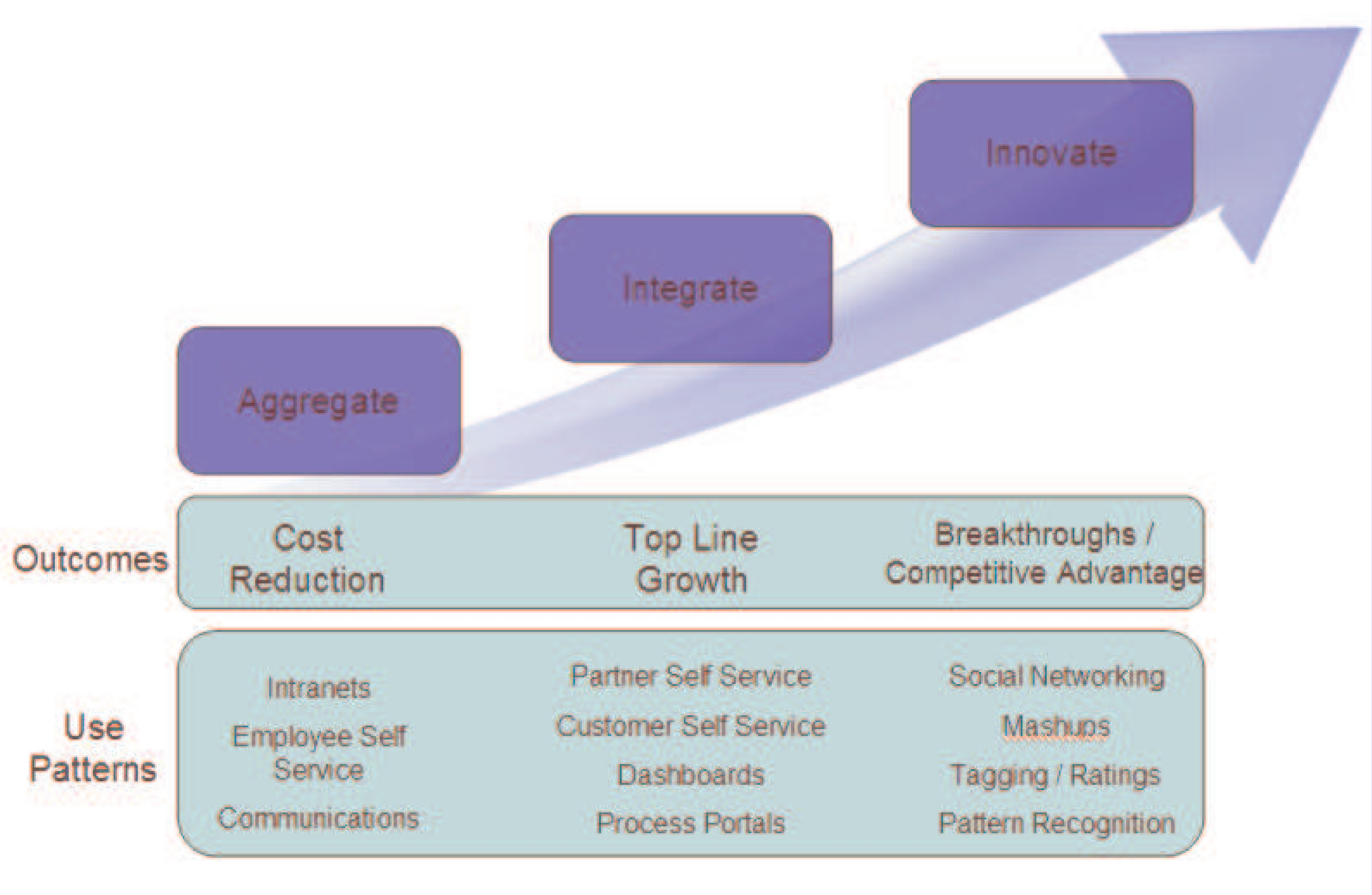


As of August, 2007



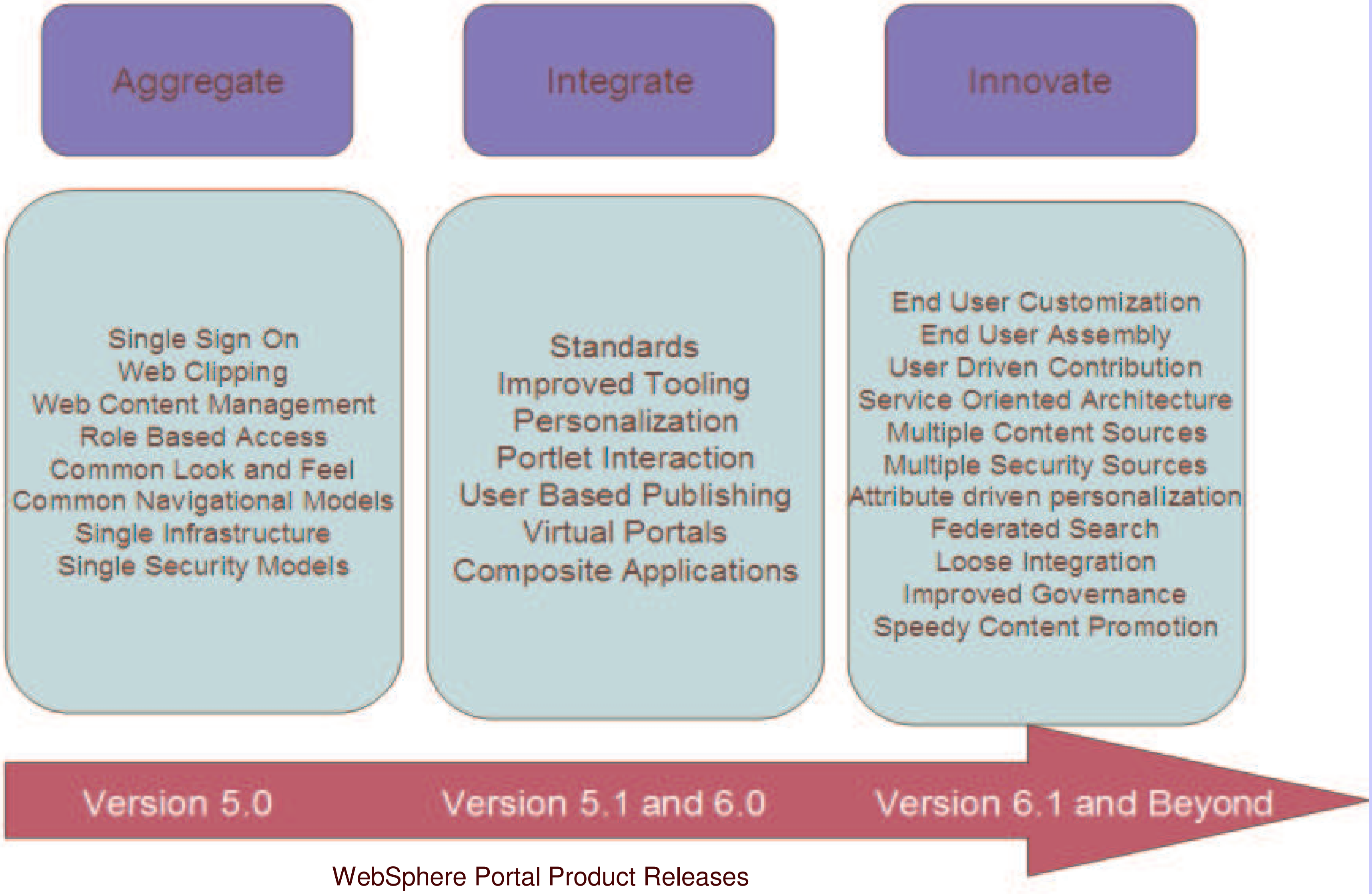
	2004	2005	2006	2006 Share (%)	2005–2006 Growth (%)
IBM	221	247	284	31.5	14.9
BEA	131	156	177	19.6	13.7
Oracle	58	85	95	10.5	11.8
Microsoft	40	42	50	5.5	16.7
SAP	65	50	41	4.5	-17.7
Vignette	28	31	38	4.2	19.3
Sun Microsystems	30	34	37	4.2	11.2
CA	35	35	35	3.8	-1.4
TIBCO Inc.	13	14	10	1.1	-26.4
BroadVision	10	9	9	1.0	-3.7
Attachmate	7	8	9	1.0	11.8
Open Text Corp.	6	7	7	0.8	9.3
Other	84	95	110	12.2	15.8
Total	728	813	901	100.0	10.8

Meeting the Challenge With Portals



	Aggregate	Integrate	Innovate
Outcomes	Cost Reduction	Top Line Growth	Breakthroughs / Competitive Advantage
Use Patterns	Intranets Employee Self Service Communications	Partner Self Service Customer Self Service Dashboards Process Portals	Social Networking Mashups Tagging / Ratings Pattern Recognition

Technical Enablers That Drive Outcomes



Aggregate

Single Sign On
Web Clipping
Web Content Management
Role Based Access
Common Look and Feel
Common Navigational Models
Single Infrastructure
Single Security Models

Integrate

Standards
Improved Tooling
Personalization
Portlet Interaction
User Based Publishing
Virtual Portals
Composite Applications

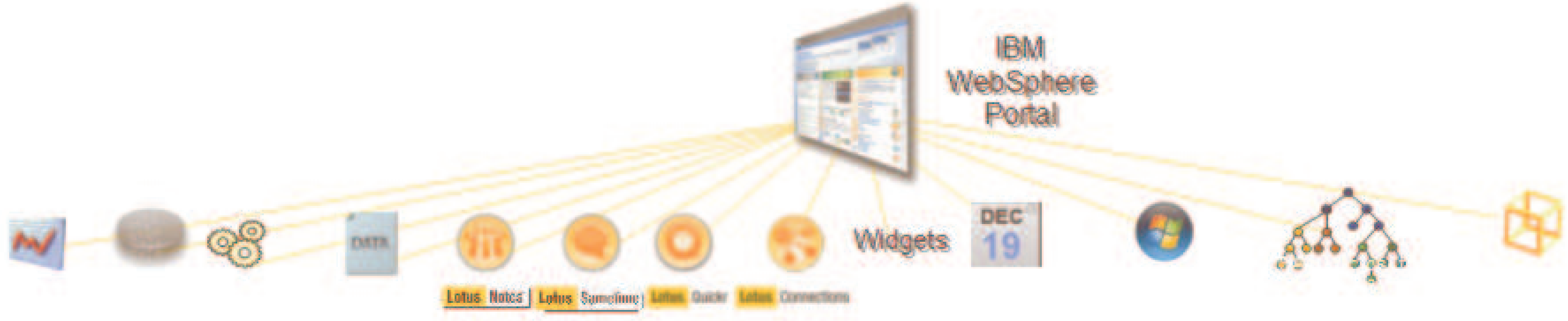
Innovate

End User Customization
End User Assembly
User Driven Contribution
Service Oriented Architecture
Multiple Content Sources
Multiple Security Sources
Attribute driven personalization
Federated Search
Loose Integration
Improved Governance
Speedy Content Promotion

Version 5.0
Version 5.1 and 6.0
Version 6.1 and Beyond

WebSphere Portal Product Releases

Integration comes from everywhere

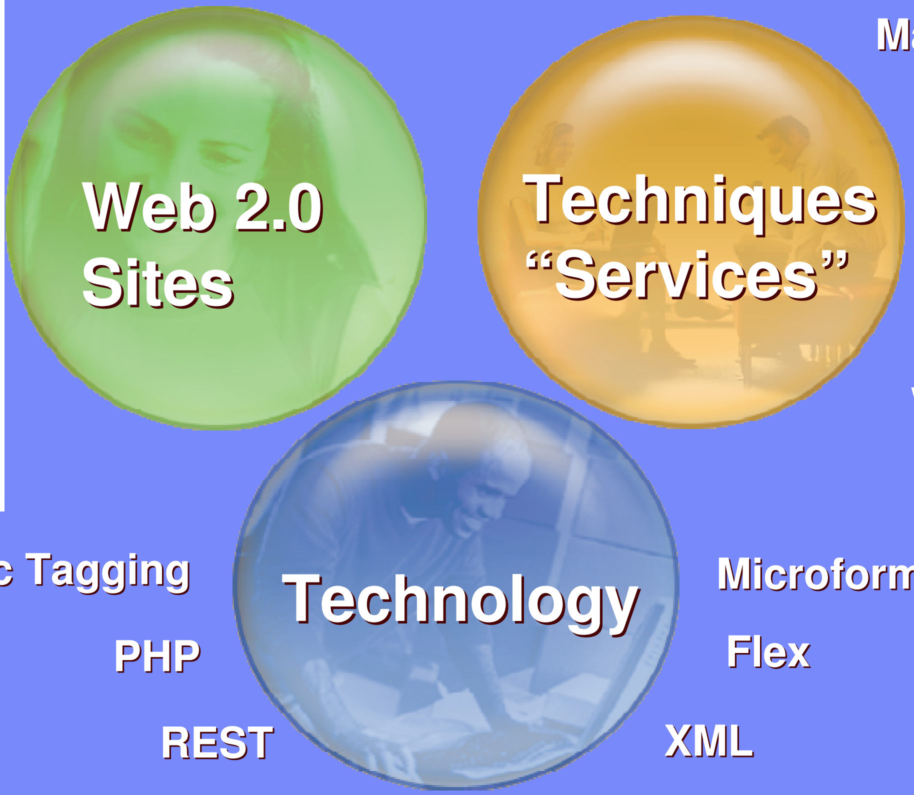

IBM
WebSphere
Portal
DATA
Widgets
DEC
19
Lotus Notes
Lotus Sametime
Lotus Quickr
Lotus Connections

Feeds
Search and Federation
Tagging and Messaging
Navigation and Theming
Tooling and Builders

Gadgets
Widgets
Desktop Integration
REST Services
External Content

Web 2.0 & IBM Strategy

TAKE SUCCESS OF WEB 2.0 & MAKE IT READY FOR ENTERPRISE



Web 2.0 Sites

Techniques “Services”

Mashups
Tagging
Tag Clouds
Folksonomy
Blogging
wikis

Technology

Semantic Tagging
PHP
REST
RSS
AJAX
Atom
XML
Flex
Microformats

How do Web 2.0 Sites differ from Web 1.0 Sites?

Next generation World Wide Web Applications and Services:

Approaches such as services instead of products, the web as a platform, ...
Concepts such as folksonomies, syndication,
Business Models that proved to survive and have promise for the future participation,
Technologies such as AJAX, REST, Tags, Microformats, ...

- **Classic Web 1.0 site**
  - **Web Master" runs web site, end users only consume**
  - **Few content editors**
  - **Web site provides limited content**
  - **Accumulates relatively small amounts of information and content**
  - **Unidirectional**
  - **View-only markup**
  - **Only human users**
  - **Admin defined Fixed categories**

→Limited value

- **Modern Web 2.0 site**
  - **End users contribute to the web site, user empowerment**
  - **Every user is a content editor and rater**
  - **Web site provides collective contributions of all users**
  - **Accumulates huge amounts of information and content from end users**
  - **Bi-directional**
  - **Semantically tagged markup**
  - **Humans and applications as users**
  - **User defined FlexibleTagging Folksonomy**

→As much value as users add

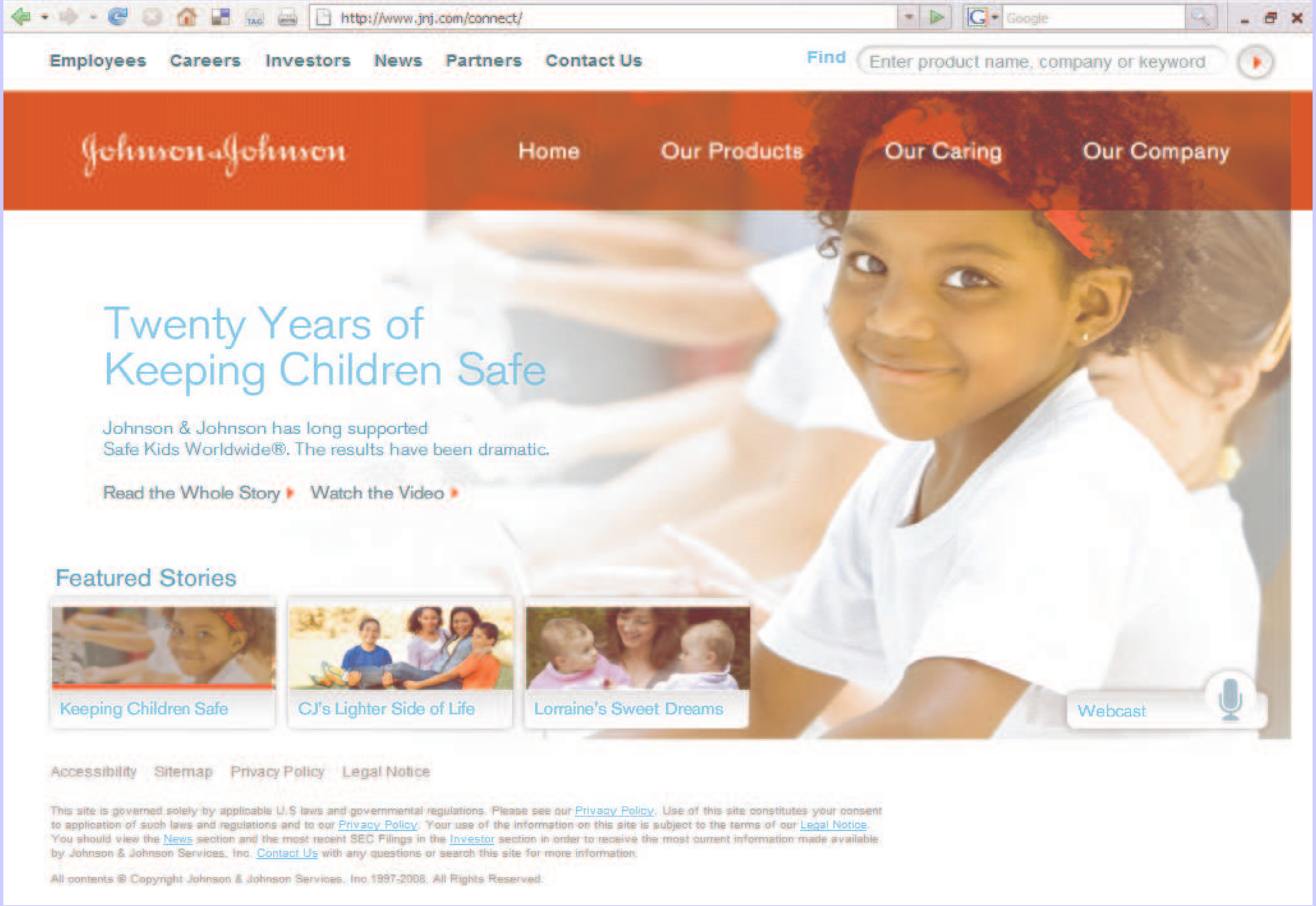
The Impact of Web 2.0 To Your Users

- **The user experience is greatly enhanced**
  - Improved response times – AJAX, REST, client–side aggregation, C2A
  - Enhanced flexibility – easy end user customization through drag & drop, Google gadgets, etc.
  - Smart markup and dynamic menus through semantic tags (i.e Live Text)

- **through Social Software**
  - Lotus Connections portlets
  - Quickr blogs, wikis, and forums

- **Improve time to value, time to market**
  - Business user situational application development through the Portlet Palette, drag & drop page composition, and composite application templates
  - Business user contribution of WCM content
  - More assets (REST, ATOM, gadgets) available to choose from.

Customer Facing: Johnson & Johnson
Portal and WCM manage JnJ web presence


http://www.jnj.com/connect/
Google
Employees
Careers
Investors
News
Partners
Contact Us
Find
Enter product name, company or keyword
Johnson & Johnson
Home
Our Products
Our Caring
Our Company
Read the Whole Story
Watch the Video
Featured Stories
Keeping Children Safe
CJ's Lighter Side of Life
Lorraine's Sweet Dreams
Webcast
Accessibility
Sitemap
Privacy Policy
Legal Notice

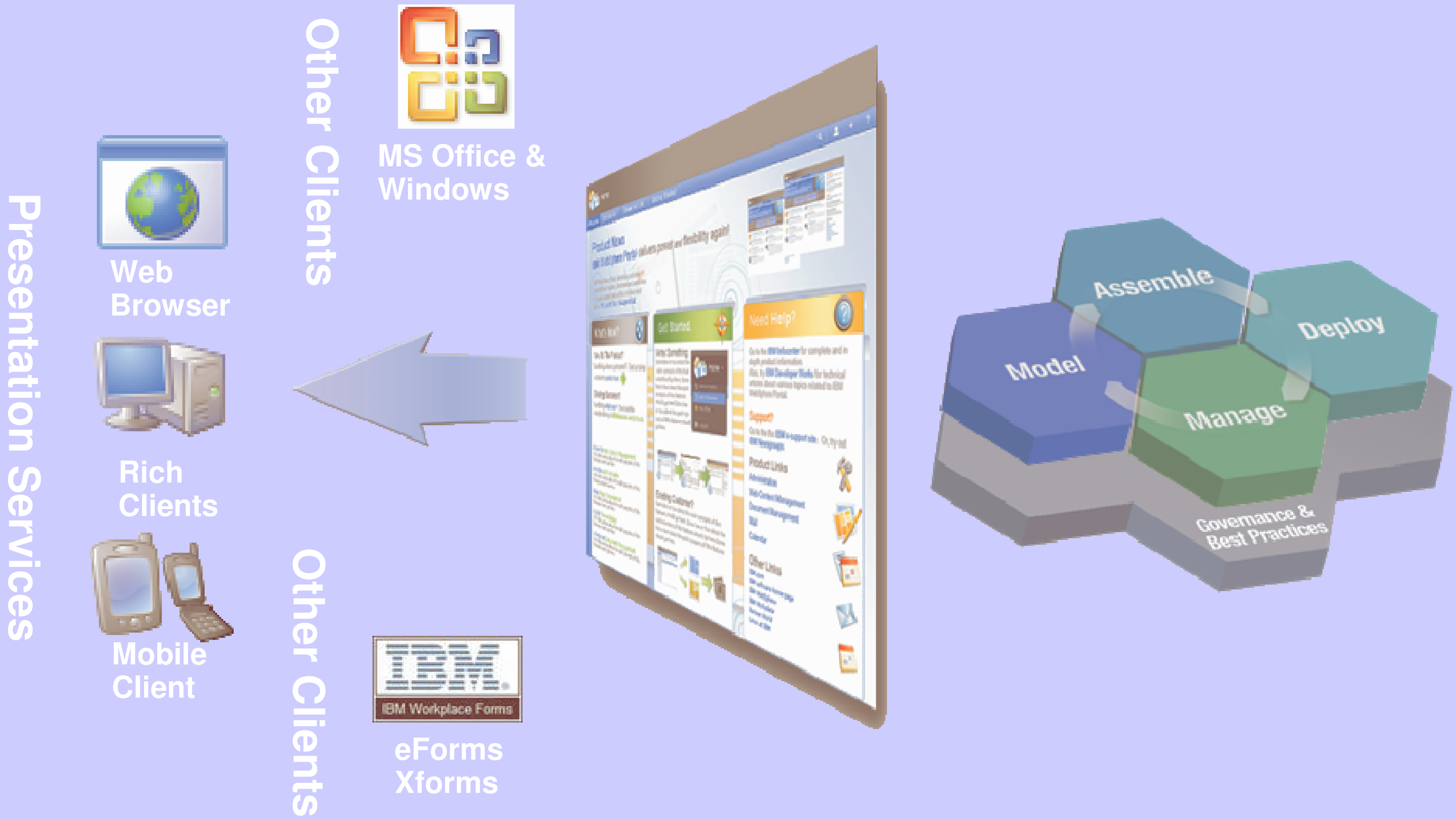
Twenty Years of Keeping Children Safe

Johnson & Johnson has long supported Safe Kids Worldwide®. The results have been dramatic.

This site is governed solely by applicable U.S laws and governmental regulations. Please see our Privacy Policy. Use of this site constitutes your consent to application of such laws and regulations and to our Privacy Policy. Your use of the information on this site is subject to the terms of our Legal Notice. You should view the News section and the most recent SEC Filings in the Investor section in order to receive the most current information made available by Johnson & Johnson Services, Inc. Contact Us with any questions or search this site for more information.

All contents © Copyright Johnson & Johnson Services, Inc 1997-2008. All Rights Reserved.

IBM WebSphere Portal: the User Interface to SOA



Presentation Services

Web Browser

Rich Clients

Mobile Client

Other Clients

MS Office & Windows

Other Clients

eForms Xforms

IBM
IBM Workplace Forms
Assemble
Deploy
Model
Manage
Governance & Best Practices

IBM WebSphere Portlet Factory

Supercharging custom SOA based application and portlet development

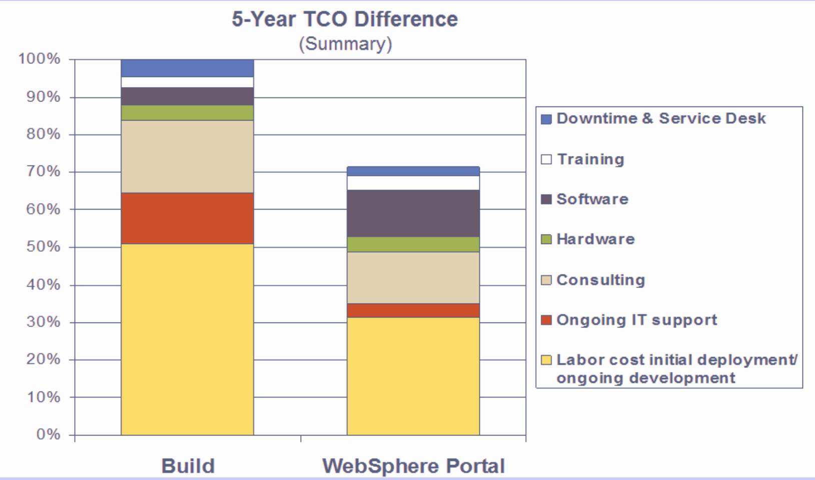
- Delivers SOA based applications rapidly without writing Java code
- Simplifies integration of data from disparate back-end systems with pre-built connectors
- Provides a rich Web 2.0 user experience
- Delivers highly customized role based views from a single code base
- Integrates seamlessly with IBM WebSphere Portal
- Empowers business users to personalize experience
- Enables deployment to platforms beyond IBM WebSphere Portal

WebSphere Portal Advantages over “Build Your Own”

- WebSphere Portal based solutions had on average a 29% lower 5-Year TCO compared to in-house developed portals
- 38% lower IT labor cost
- 45% faster time to market for initial portal deployment and 78% faster for applications
- 28% increase in server and application availability
- User productivity increase of 25%

* Published in December 2007

IDC



Duke University Health System

Transforming the patient experience with the IBM WebSphere Portlet Factory.

Challenges

- Build closer patient relationships, increase loyalty and satisfaction, improve safety and care and reduce costs and complexity.
- Provide a secure unified online patient interaction experience by integrating multiple disparate back-end billing, patient management and clinical systems in real-time.
- Deliver solution in 14 weeks.

DukeHealth.org

Connect with your health care at Duke Medicine

HealthView

HealthView.Dukehealth.org makes it convenient to manage appointments and accounts, so you can focus what matters most - your health.

“Portlet Factory—the OnDemand secret weapon”

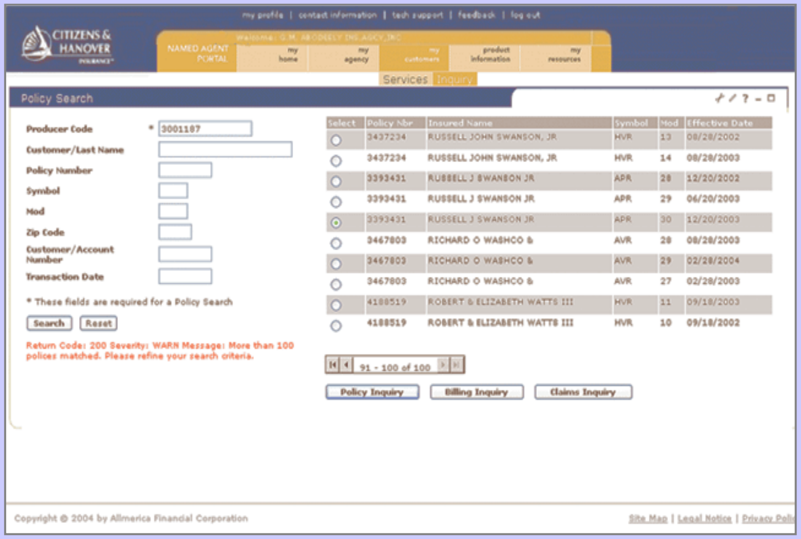
-Pete L’Engle, Senior Program Manager, Duke Health

Results

- Delivered a single, unified health portal site where patients can securely and easily access data and services based on a SOA architecture.
- Enabled patients to request and book medical appointments, view and manage account information, pay bills and maintain personal health and insurance information .
- Provided solution components rapidly and iteratively leveraging existing non-Java experienced technical staff.

Allmerica Financial/Citizens Hanover

- **Company Profile**
  - Mid-sized Insurance and Financial Services company
  - Distributes through independent Agents
- **Challenges**
  - Focus on improving operation efficiencies – Policy Sales, Claims Processing, and Call Center
  - Provide better access to Management Info
  - Programmers with minimal exposure to J2EE, Java languages and HTML
  - Need to integrate numerous disparate legacy systems – Mainframe, Unix, Microsoft, and Web applications
- **Results**
  - Delivered Agent Portal to 2,000 agents - on time and on budget
  - Saved $1M in development costs
  - 75% faster time to market


my profile | contact information | tech support | feedback | log out
CITIZENS & HANOVER INSURANCE
Welcome: G.M. ABODEELY INS.AGCY,INC
NAMED AGENT PORTAL
my home
my agency
my customers
product information
my resources
Services
Inquiry
Search
Reset
Policy Inquiry
Billing Inquiry
Claims Inquiry

Policy Search

Producer Code * 3001187
Customer/Last Name
Policy Number
Symbol
Mod
Zip Code
Customer/Account Number
Transaction Date

* These fields are required for a Policy Search

Return Code: 200 Severity: WARN Message: More than 100 polices matched. Please refine your search criteria.

Select	Policy Nbr	Insured Name	Symbol	Mod	Effective Date
○	3437234	RUSSELL JOHN SWANSON, JR	HVR	13	08/28/2002
○	3437234	RUSSELL JOHN SWANSON, JR	HVR	14	08/28/2003
○	3393431	RUSSELL J SWANSON JR	APR	28	12/20/2002
○	3393431	RUSSELL J SWANSON JR	APR	29	06/20/2003
●	3393431	RUSSELL J SWANSON JR	APR	30	12/20/2003
○	3467803	RICHARD O WASHCO &	AVR	28	08/28/2003
○	3467803	RICHARD O WASHCO &	AVR	29	02/28/2004
○	3467803	RICHARD O WASHCO &	AVR	27	02/28/2003
○	4188519	ROBERT & ELIZABETH WATTS III	HVR	11	09/18/2003
○	4188519	ROBERT & ELIZABETH WATTS III	HVR	10	09/18/2002

91 - 100 of 100

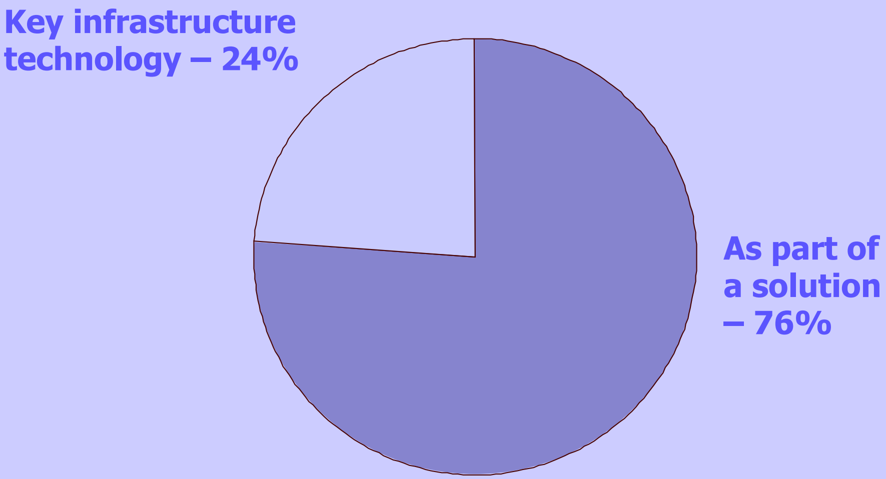
Copyright © 2004 by Allmerica Financial Corporation

Site Map | Legal Notice | Privacy Poli

> ***"Portlet Factory saved $1 million in development costs. The technology enabled us to build the portal in four months, whereas using API technology would have taken about 16 months."***
>
> **Mike Clifton, Vice President of IT, Allmerica Insurance**

Shift in Portal Market Dynamics

- The majority of organizations purchase portal software **to solve a specific business problem** or for a specific project.
  - 3/4 purchased WebSphere Portal as part of a solution rather than as a key infrastructure *(2006 WebSphere Portal Installed Base Survey)*
  - Even for "infrastructure projects" such as SOA, justification is typically centered on tangible, short-term business benefits *(WAS/ Portal to SOA Migration Study, August 2006)*
  - Growth is being driven by departmental solutions or functional portals *(IDC, Worldwide Enterprise Portal Software 2007–2011 Forecast, Doc #206212, Mar 2007)*



Types of Solutions: *Business Performance Management, Collaborative Applications, Customer Care/Service...*

Accelerators for WebSphere Portal

Accelerators help **businesses achieve goals**:

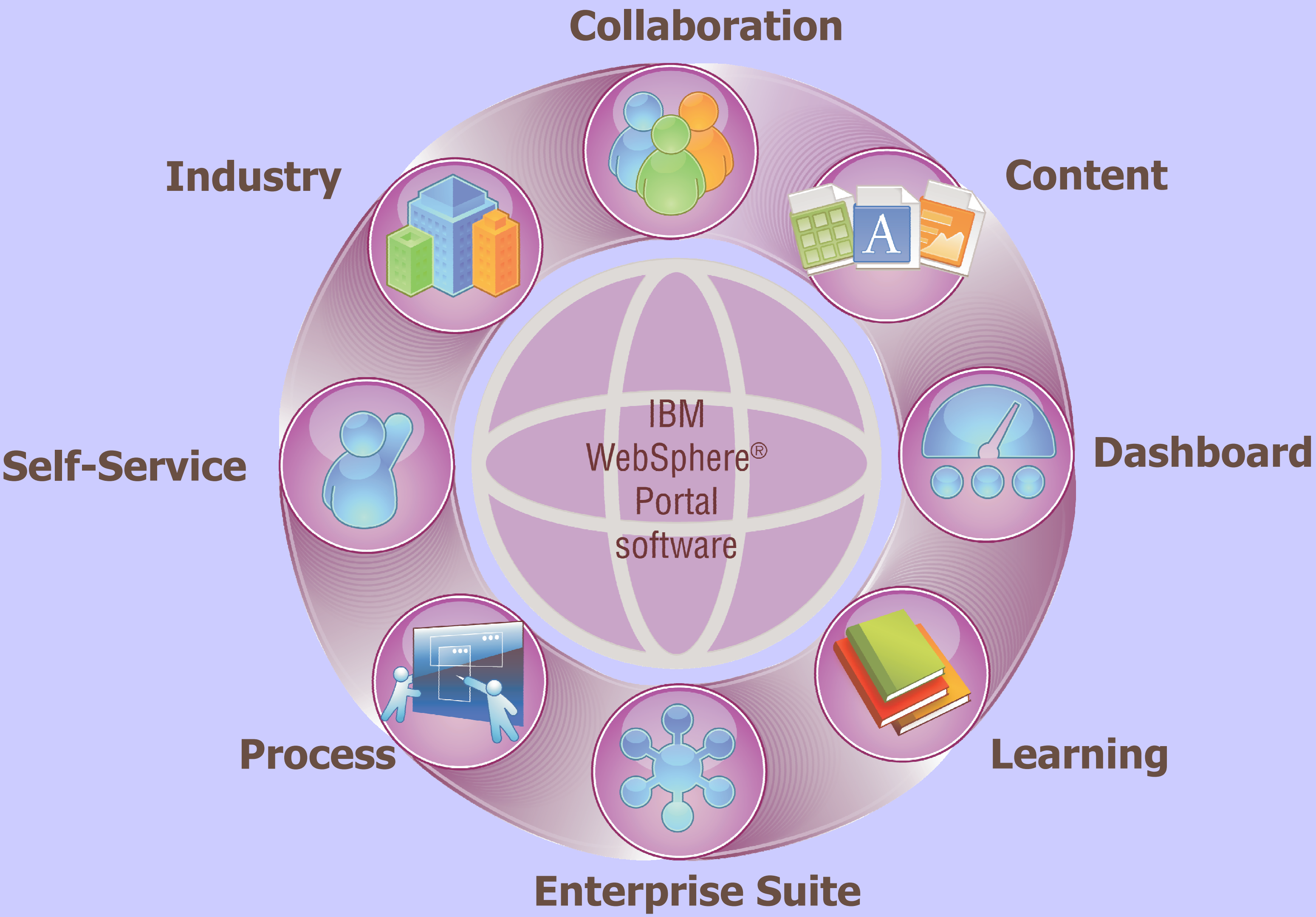
- **Improve communications and drive operational efficiencies** by easing development and management of dynamic web content
- **Drive productivity** through collaboration and social networking, allowing business people to quickly connect and build new relationships based on their individual needs
- **Improve business measures** with visibility into business operations with real-time dashboards and scorecards
- **Prebuilt** to help business owners minimize time to achieve business goals

Accelerators help IT to dramatically **speed time to value** and **reduce the cost** of deploying portal-based business solutions

- **Shorten implementation cycles**
- Realize **time to value without sacrificing flexibility**
- Realize **quicker ROI** on portal investment
- Highly flexible, configurable, and scalable

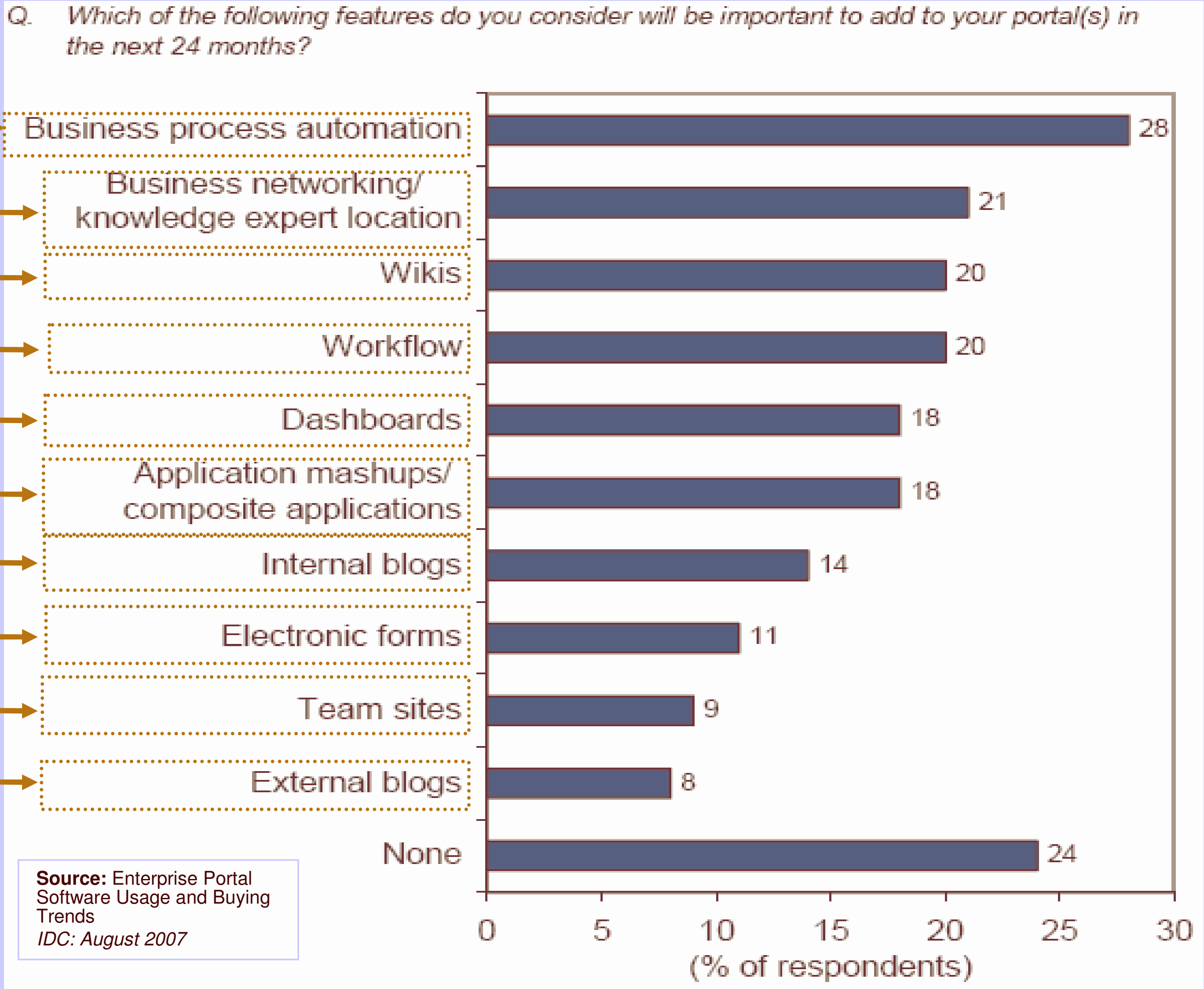
Accelerators are integrated packages that easily snap-on to Portal and address a specific business need

IBM Accelerators for WebSphere Portal Overview


Collaboration
Content
Dashboard
Learning
Enterprise Suite
Process
Self-Service
Industry
IBM
WebSphere®
Portal
software

Proof Point – What Companies Want

Q. *Which of the following features do you consider will be important to add to your portal(s) in the next 24 months?*



Process →

Collaboration →

Collaboration →

Process →

Dashboard →

Portal Server →

Collaboration →

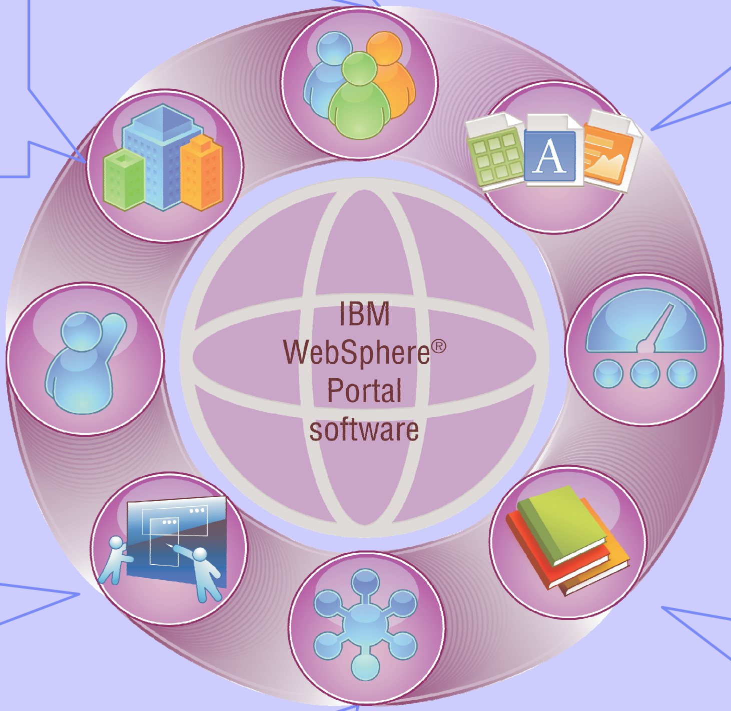
Process →

Collaboration →

Collaboration →

Source: Enterprise Portal Software Usage and Buying Trends
IDC: August 2007

Accelerators Match Specific Business Challenges



"I need my teams to work together more effectively and efficiently, while easily accessing relevant corporate applications"

"I need to increase the value of my website by delivering real-time, personalized data based on user attributes"

"I need to track my organization's goals and performance against them to more effectively drive results"

"I need a cost effective way to deliver personalized, online training "just in time" within the context of my employees' ongoing activities."

"I need a flexible IT platform where I can pick and choose those key accelerators needed for delivering my portal intranet, extranet, or internet site."

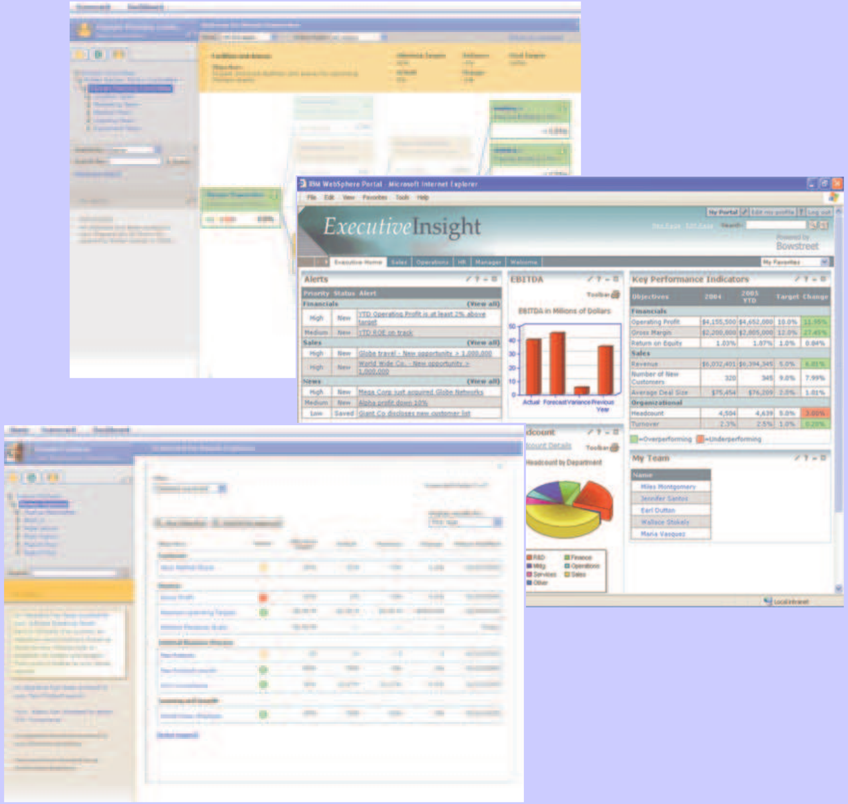
"I need to expose business processes in context of the information, applications, and data that line of business needs to make decisions."

"I need to deliver low touch or no touch processing of transactions – to customers, partners, or employees."

"I need to deliver dynamic, role-based composite applications to the different internal and external audiences within my industry"

IBM Dashboard Accelerator

- **Drive Alignment**
  around a common, visible set of performance goals
- **Automate**
  today's manual or resource-intensive processes with personalized, graphical UI tailored to each job role
- **Access**
  performance information wherever it resides with integrated, real-time views
- **Take Action**
  Intuitive views enable proactive response to issues via WebSphere Portal's rich collaboration
  and workflow integration
- **Cut Costs**
  using rapid assembly tools that can dramatically cut the time, cost, and skills required to build dashboards


IBM WebSphere Portal - Microsoft Internet Explorer
File Edit View Favorites Tools Help
ExecutiveInsight
My Portal
Edit my profile
Log out
Search:
Powered by Bowstreet
Executive Home
Sales
Operations
HR
Manager
Welcome
My Favorites
Alerts
EBITDA
Toolbar
EBITDA in Millions of Dollars
50
40
30
20
10
0
Actual
Forecast
Variance
Previous Year
Key Performance Indicators
Headcount
Headcount Details
Headcount by Department
R&D
Finance
Mktg
Operations
Services
Sales
Other
My Team
Local intranet

Priority	Status	Alert
Financials		(View all)
High	New	YTD Operating Profit is at least 2% above target
Medium	New	YTD ROE on track
Sales		(View all)
High	New	Globe travel - New opportunity > 1,000,000
High	New	World Wide Co. - New opportunity > 1,000,000
News		(View all)
High	New	Mega Corp just acquired Globe Networks
Medium	New	Alpha profit down 10%
Low	Saved	Giant Co discloses new customer list

Objectives	2004	2005 YTD	Target	Change
Financials				
Operating Profit	$4,155,500	$4,652,000	10.0%	11.95%
Gross Margin	$2,200,000	$2,805,000	12.0%	27.45%
Return on Equity	1.03%	1.07%	1.0%	0.84%
Sales				
Revenue	$6,032,401	$6,394,345	5.0%	6.01%
Number of New Customers	320	345	9.0%	7.99%
Average Deal Size	$75,454	$76,209	2.0%	1.01%
Organizational				
Headcount	4,504	4,639	5.0%	3.00%
Turnover	2.3%	2.5%	1.0%	0.28%

🟩=Overperforming 🟥=Underperforming

Name
Miles Montgomery
Jennifer Santos
Earl Dutton
Wallace Stokely
Maria Vasquez

Dashboard Accelerator includes Lotus ActiveInsight and no charge access to the Dashboard KPI Catalog for licensed customers

Featuring WebSphere Dashboard Framework

Reusable design components (builders) speed
creation of custom portlets

Summary & Drilldown

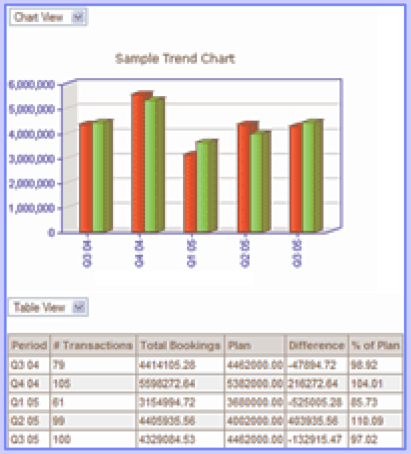
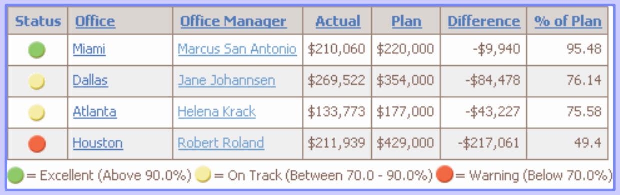


Chart View
Sample Trend Chart
6,000,000
5,000,000
4,000,000
3,000,000
2,000,000
1,000,000
0
Q3 04
Q4 04
Q1 05
Q2 05
Q3 05
Table View

Period	# Transactions	Total Bookings	Plan	Difference	% of Plan
Q3 04	79	4414105.28	4462000.00	-47894.72	98.92
Q4 04	105	5598272.64	5382000.00	216272.64	104.01
Q1 05	81	3154994.72	3680000.00	-525005.28	85.73
Q2 05	99	4405935.56	4002000.00	403935.56	110.09
Q3 05	100	4329084.53	4462000.00	-132915.47	97.02

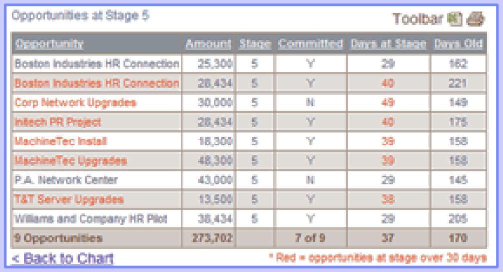
Hierarchy Drill Down



Status	Office	Office Manager	Actual	Plan	Difference	% of Plan
🟢	Miami	Marcus San Antonio	$210,060	$220,000	-$9,940	95.48
🟡	Dallas	Jane Johannsen	$269,522	$354,000	-$84,478	76.14
🟡	Atlanta	Helena Krack	$133,773	$177,000	-$43,227	75.58
🔴	Houston	Robert Roland	$211,939	$429,000	-$217,061	49.4

🟢 = Excellent (Above 90.0%) 🟡 = On Track (Between 70.0 - 90.0%) 🔴 = Warning (Below 70.0%)

Summary Row



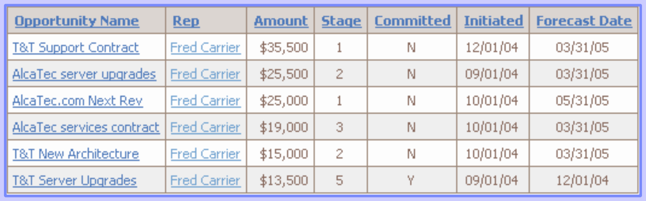
Opportunities at Stage 5

Opportunity	Amount	Stage	Committed	Days at Stage	Days Old
Boston Industries HR Connection	25,300	5	Y	29	162
Boston Industries HR Connection	28,434	5	Y	40	221
Corp Network Upgrades	30,000	5	N	49	149
Intech PR Project	28,434	5	Y	40	175
MachineTec Install	18,300	5	Y	39	158
MachineTec Upgrades	48,300	5	Y	39	158
P.A. Network Center	43,000	5	N	29	145
T&T Server Upgrades	13,500	5	Y	38	158
Williams and Company HR Pilot	38,434	5	Y	29	205
9 Opportunities	273,702		7 of 9	37	170

< Back to Chart

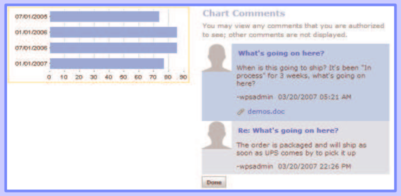
* Red = opportunities at stage over 30 days

Record List & Detail



Opportunity Name	Rep	Amount	Stage	Committed	Initiated	Forecast Date
T&T Support Contract	Fred Carrier	$35,500	1	N	12/01/04	03/31/05
AlcaTec server upgrades	Fred Carrier	$25,500	2	N	09/01/04	03/31/05
AlcaTec.com Next Rev	Fred Carrier	$25,000	1	N	10/01/04	05/31/05
AlcaTec services contract	Fred Carrier	$19,000	3	N	10/01/04	03/31/05
T&T New Architecture	Fred Carrier	$15,000	2	N	10/01/04	03/31/05
T&T Server Upgrades	Fred Carrier	$13,500	5	Y	09/01/04	12/01/04

Annotations



07/01/2005
01/01/2006
07/01/2006
01/01/2007
0
10
20
30
40
50
60
70
80
90
Done

Chart Comments

You may view any comments that you are authorized to see; other comments are not displayed.

What's going on here?

When is this going to ship? It's been "In process" for 3 weeks, what's going on here?

-wpsadmin 03/20/2007 05:21 AM

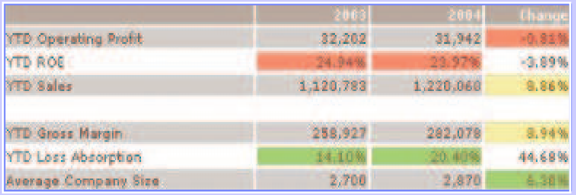
demos.doc

Re: What's going on here?

The order is packaged and will ship as soon as UPS comes by to pick it up

-wpsadmin 03/20/2007 22:26 PM

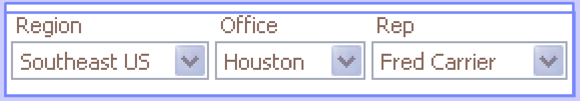
Status Indicator



	2003	2004	Change
YTD Operating Profit	32,202	31,942	-0.81%
YTD ROE	24.94%	23.97%	-3.89%
YTD Sales	1,120,783	1,220,060	8.86%
YTD Gross Margin	258,927	282,078	8.94%
YTD Loss Absorption	14.10%	20.40%	44.68%
Average Company Size	2,700	2,870	6.30%

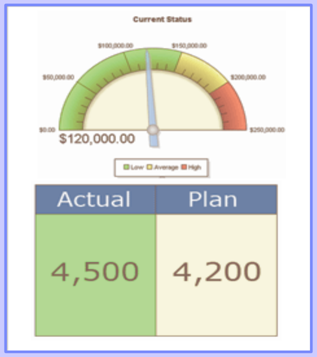
Maps

Query Filter



Region	Office	Rep
Southeast US	Houston	Fred Carrier

Status Page



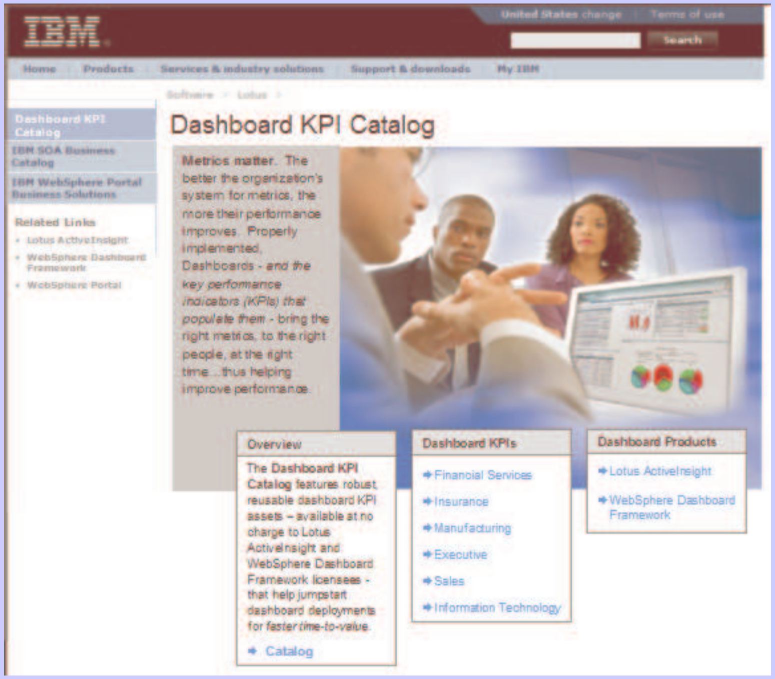
Current Status
$0.00
$50,000.00
$100,000.00
$150,000.00
$200,000.00
$250,000.00
$120,000.00
Low
Average
High

Actual	Plan
4,500	4,200

Dashboard KPI Catalog

www.lotus.com/dashboardcatalog

Pre-Built Dashboard Services (Portlets) to accelerate deployment of specific dashboard solutions


IBM
United States change
Terms of use
Search
Home
Products
Services & industry solutions
Support & downloads
My IBM
Software > Lotus >
Dashboard KPI Catalog
IBM SOA Business Catalog
IBM WebSphere Portal Business Solutions
Related Links
Lotus ActiveInsight
WebSphere Dashboard Framework
WebSphere Portal

Dashboard KPI Catalog

Metrics matter. The better the organization's system for metrics, the more their performance improves. Properly implemented, Dashboards - *and the key performance indicators (KPIs) that populate them* - bring the right metrics, to the right people, at the right time…thus helping improve performance.

Overview

The Dashboard KPI Catalog features robust, reusable dashboard KPI assets – available at no charge to Lotus ActiveInsight and WebSphere Dashboard Framework licensees - that help jumpstart dashboard deployments for *faster time-to-value.*

Catalog

Dashboard KPIs

- Financial Services
- Insurance
- Manufacturing
- Executive
- Sales
- Information Technology

Dashboard Products

- Lotus ActiveInsight
- WebSphere Dashboard Framework

Vertical: Industry	Horizontal: Line of Business
▪Automotive ▪Local Government ▪Banking ▪Insurance ▪Manufacturing	▪Executives ▪Sales ▪IT ▪Finance ▪Claims

FEATURES:

- Branch off of Portal catalog
- Configurable portlets display hundreds of best practice Key Performance Indicators
- Built on flexible automation framework + SOA
- Leverages portal communication and collaboration
- Applies filtering techniques
- Includes sample users and roles, HTML, style sheets, setup scripts, data definition files, etc.
- **Available at no cost to Dashboard Accelerator Customers**

Introducing Dashboard Accelerator Builders for BI

Surface BI Data as a Service in WebSphere and Portal Applications

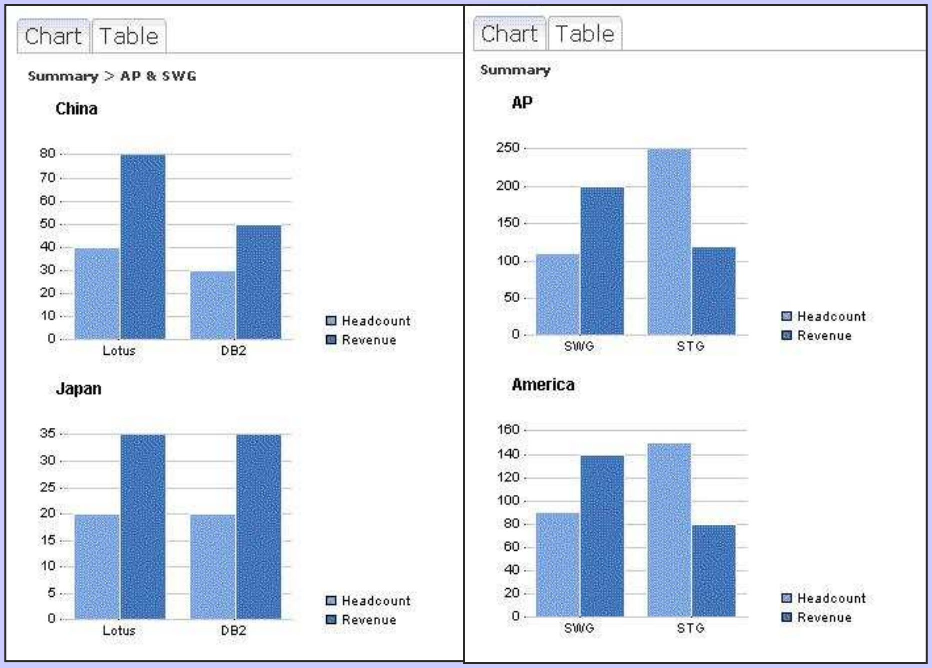


Chart
Table
Summary > AP & SWG
China
80
70
60
50
40
30
20
10
0
Lotus
DB2
Headcount
Revenue
Japan
35
30
25
20
15
10
5
0
Lotus
DB2
Headcount
Revenue
Chart
Table
Summary
AP
250
200
150
100
50
0
SWG
STG
Headcount
Revenue
America
160
140
120
100
80
60
40
20
0
SWG
STG
Headcount
Revenue

- **Pre-Built Components Enable WebSphere SOA Tools Manage BI Information as a Service**
  - **No Java development**
  - **Access and reuse data across applications built using WebSphere RAD tooling**
  - **Lets data in BI systems inherit the "actionable" characteristics of WebSphere Dashboards**

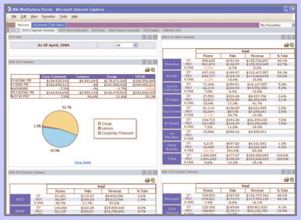
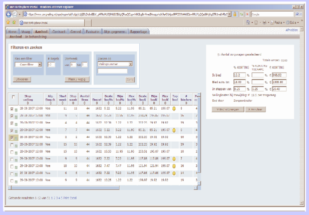
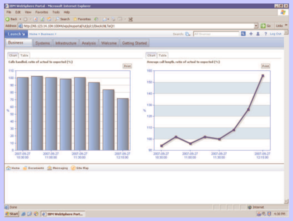
- **Supported Systems**
  - **Cognos BI 8.1 and 8.2**
  - **Business Objects Enterprise XI R2**
  - **Hyperion Essbase 7.x and 9.x**

- **Capabilities**
  - **Developer identifies which reports and parameters users can choose at run-time**
  - **Report data is available via XML for display in the dashboard, or for use by other builders**
  - **Drill Down Builder generates drillable UI charts and tables from multi-dimensional data sources**

- **Available now!**

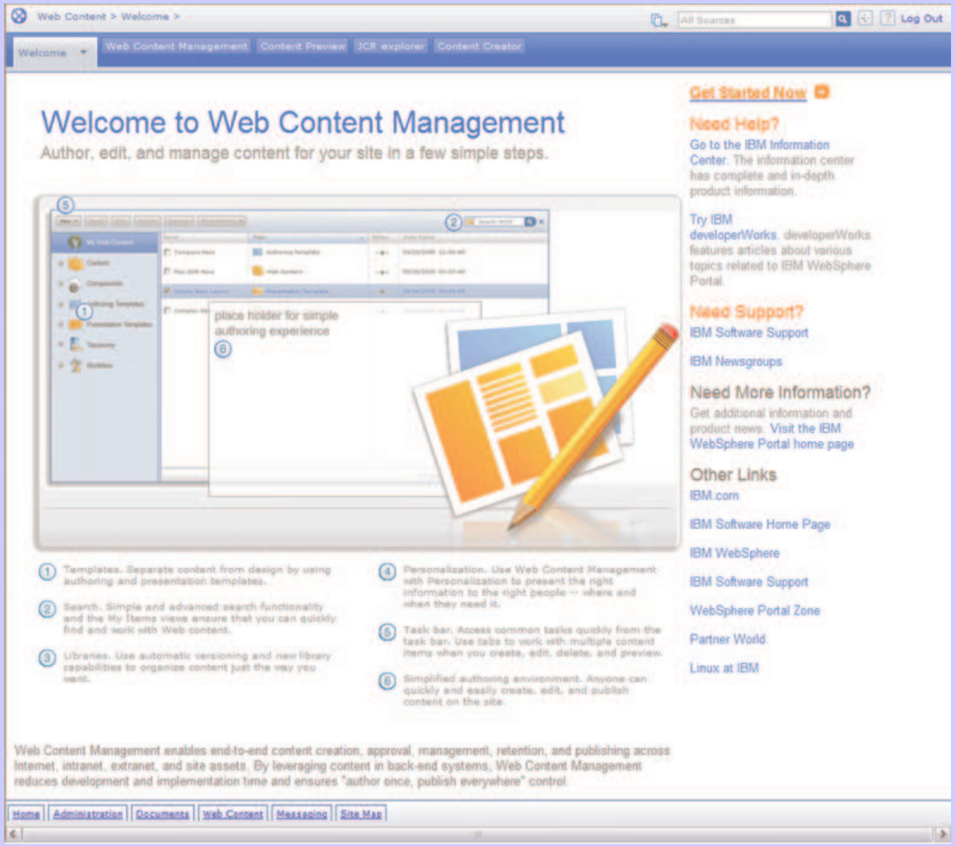
Dashboard Accelerator Customers References

See webinars on www.lotus.com/activeinsight

	Type	Major Benefits
TransAlta	**Real-time Emissions Dashboard**	▪ Significantly improves productivity, plant operations and regulatory performance ▪ Enables proactive operations management and problem resolution
STARWOOD HOTELS & RESORTS WORLDWIDE, INC.	 **Hotel Management Dashboard**	▪ Unifies sales information from BI systems, spreadsheets, email, and web content into one location ▪ Improved Sales productivity – and 30% decrease in Sales support costs
ZORG® veiling	 **Health Care Auction Dashboards**	▪ Online auction site lets insurance company submit requests for patients, then choose best bid from care provider ▪ Cutting cost of Healthcare in Netherlands by 15%
Prudential	 **IT Call Center Dashboard**	▪ Connects to 14 different applications and monitoring tools to present uniform view of system health ▪ Spans information silos to cut mean time to problem resolution

IBM Content Accelerator

Provides simplified, yet powerful, online Web content creation and management to business users - removing authoring bottlenecks. It helps improve productivity and allows organizations to keep Web content accurate, up-to-date and easy-to-find.


Web Content > Welcome >
All Sources
Log Out
Welcome
Web Content Management
Content Preview
JCR explorer
Content Creator
Get Started Now
①
②
⑤
⑥
place holder for simple authoring experience
Home
Administration
Documents
Web Content
Messaging
Site Map

Welcome to Web Content Management

Author, edit, and manage content for your site in a few simple steps.

① Templates. Separate content from design by using authoring and presentation templates.

② Search. Simple and advanced search functionality and the My Items views ensure that you can quickly find and work with Web content.

③ Libraries. Use automatic versioning and new library capabilities to organize content just the way you want.

④ Personalization. Use Web Content Management with Personalization to present the right information to the right people -- where and when they need it.

⑤ Task bar. Access common tasks quickly from the task bar. Use tabs to work with multiple content items when you create, edit, delete, and preview.

⑥ Simplified authoring environment. Anyone can quickly and easily create, edit, and publish content on the site.

Web Content Management enables end-to-end content creation, approval, management, retention, and publishing across Internet, intranet, extranet, and site assets. By leveraging content in back-end systems, Web Content Management reduces development and implementation time and ensures "author once, publish everywhere" control.

Need Help?

Go to the IBM Information Center. The information center has complete and in-depth product information.

Try IBM developerWorks. developerWorks features articles about various topics related to IBM WebSphere Portal.

Need Support?

IBM Software Support

IBM Newsgroups

Need More Information?

Get additional information and product news. Visit the IBM WebSphere Portal home page

Other Links

IBM.com

IBM Software Home Page

IBM WebSphere

IBM Software Support

WebSphere Portal Zone

Partner World

Linux at IBM

help | my mailbox
search
service center
log out
CLAIMS | FIND A DOCTOR | HEALTH PLAN | PRESCRIPTION DRUGS
NEW
BlueCross BlueShield of Minnesota
An independent licensee of the Blue Cross and Blue Shield Association

MyBlueCross

Welcome, LAYLA.
This myBlueCross home page connects you with everything you can do in our online member service center. If you'd like to learn more, take the tour.

Claims
- Search for claims
- Check deductibles & out-of-pocket maximums
- View Explanation of Benefits
- View Health Cost Summary

Find a doctor
- Search for a doctor or hospital
- View Healthcare Facts comparison tool
- Get HealthGrades provider quality information
- Learn about complementary care

Health plan
- Order member ID cards
- Learn about member health programs
- Get medical cost estimates
- View current coverage
- View past coverage
- Interactive treatment options tool

Prescription drugs
- Check the drug-list (formulary)
- Find a pharmacy
- Get drug cost estimates

mybluecross home | claims | find a doctor | health plan | prescription drugs | help | change web profile | forms | contact us

©2006 Blue Cross and Blue Shield of Minnesota.
View our legal terms of use to learn about the accuracy of information on this site.

MEMBER ID: PREFIX SUBSCRIBER ID DEPENDENT
XZA XZ9634830 00
MEMBER NAME: LAYLA WELBY
GROUP NAME: STATE OF MINNESOTA ADVANTAGE
GROUP NUMBER: 008228

Memorial Health System | Memorial Hospital for Children | Foundation | PhysicianLink
Memorial Health System
We Hear. We Heal. We Care.
Colorado Springs, CO
Patients First
ABOUT US
LOCATIONS
OUR SERVICES
HEALTH RESOURCES
PATIENT & VISITOR INFO
FOR HEALTH CARE PROFESSIONALS
FOR EMPLOYERS
>CONTACT US >EMPLOYMENT
>FIND A DOCTOR
HEALTH E-NEWSLETTER
Join Now
It's FREE!
NEWS
HEALTHGRADES
Opens April 25th

CLASSES

Experience Memorial HealthLink's health/wellness and parenting classes, such as:
- Moving Through Menopause—new!
- The Choice Is Yours (advanced medical directives)

CME Symposiums

Aug 24: 2007 Trauma and Critical Care Symposium. More health care professional resource & education opportunities.

EVENTS

Mar: Community Blood Drives.

Apr 3: SleepWell Colorado Springs - Sleepy In The Springs: Kids Snore Too! with guest speaker, Dr. Mohannad Manaa.

The New Memorial Hospital North

A new era in health care in Colorado Springs begins April 25th with the opening of Memorial Hospital North. By continuing to meet the increasing needs of our community, Memorial has grown from a small hospital in 1904 to a world-class health system today. The new hospital brings together state-of-the-art technology and compassionate care in a dynamic new healing environment.

Download more info about: Memorial Hospital North (.pdf/1.4MB) | Birth Center (.pdf/1.2MB) | Search for a job and apply online

Does Your Child Snore?

The Memorial Health System Sleep Alliance is pleased to sponsor Sleepy In The Springs: Kids Snore Too! With guest speaker Dr. Mohannad Manaa.

The SleepWell Colorado Springs Meeting will take place at the Colorado Springs Center, 1514 North Hancock Avenue, on Tuesday, April 3 at 5:15 - 6:45 p.m. The event is open to the public.

Free refreshments will be provided. For more information or to RSVP, please call (719) **365-6917**.

The Memorial Health System Sleep Disorders Center is accredited by

Thousands Attend Memorial Hospital North Open House

Listen to the Podcast now!

On March 10, dignitaries, employees, and the public got to take a "sneak peak" at the first hospital to be built in Colorado Springs in more than 30 years - Memorial Hospital North.

Memorial Hospital North features all private rooms, tranquil gardens, impressive views, family gathering areas with fireplaces and, of course, the excellent and compassionate care you have come to expect from Memorial.

(719) 444-CARE

2006: Ranked first in the state of Colorado and among the top 10% in the nation for cardiac surgery

Mar 10 - Thousands Attend Memorial Hospital North Grand Opening

Feb 15 - The USAA Foundation Donates $40,000 To Keep Kids Safe

Jan 19: Local Clarification on Child Safety Seats Available

Jan 15: Memorial Hospital Central Recognized as a Nationally Leading Cardiac Hospital

Jan 11: Memorial Opens a New Emergency Department at Memorial Hospital Central

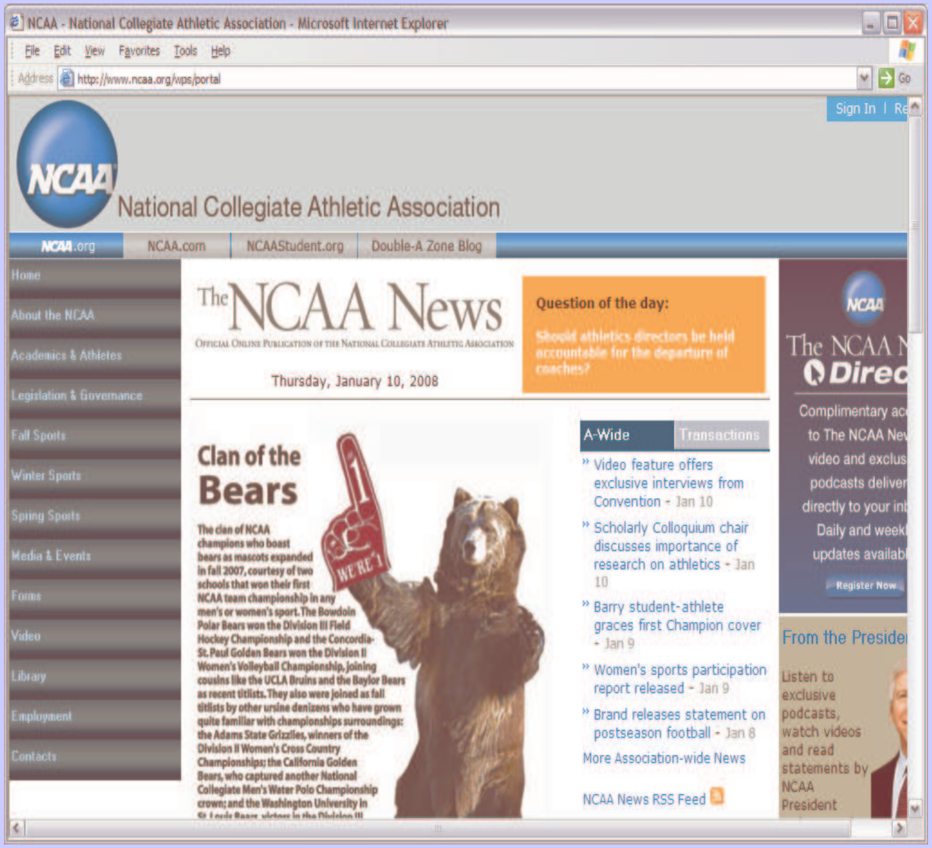
NCAA

WebSphere Portal Provides NCAA With The Ability to:

- Offer personalized content to end users
- Customize the site to meet users' needs and interests
- Provide self-service capabilities and reduce phone calls at its national office
- Help employees and member organizations do their jobs more effectively
- Promote collaboration and learning among member institutions

Solution Components

- WebSphere Portal Extend
- Web content Management


NCAA - National Collegiate Athletic Association - Microsoft Internet Explorer
File
Edit
View
Favorites
Tools
Help
Address
Go
Sign In | Re
NCAA
National Collegiate Athletic Association
NCAA.org
NCAA.com
NCAAStudent.org
Double-A Zone Blog
Home
About the NCAA
Academics & Athletes
Legislation & Governance
Fall Sports
Winter Sports
Spring Sports
Media & Events
Forms
Video
Library
Employment
Contacts
A-Wide
Transactions
Register Now
WE'RE 1

http://www.ncaa.org/wps/portal

The NCAA News

Official Online Publication of the National Collegiate Athletic Association

Thursday, January 10, 2008

Question of the day:

Should athletics directors be held accountable for the departure of coaches?

Clan of the Bears

The clan of NCAA champions who boast bears as mascots expanded in fall 2007, courtesy of two schools that won their first NCAA team championship in any men's or women's sport. The Bowdoin Polar Bears won the Division III Field Hockey Championship and the Concordia-St. Paul Golden Bears won the Division II Women's Volleyball Championship, joining cousins like the UCLA Bruins and the Baylor Bears as recent titlists. They also were joined as fall titlists by other ursine denizens who have grown quite familiar with championships surroundings: the Adams State Grizzlies, winners of the Division II Women's Cross Country Championships; the California Golden Bears, who captured another National Collegiate Men's Water Polo Championship crown; and the Washington University in St. Louis Bears, victors in the Division III

- Video feature offers exclusive interviews from Convention - Jan 10
- Scholarly Colloquium chair discusses importance of research on athletics - Jan 10
- Barry student-athlete graces first Champion cover - Jan 9
- Women's sports participation report released - Jan 9
- Brand releases statement on postseason football - Jan 8

More Association-wide News

NCAA News RSS Feed

The NCAA N

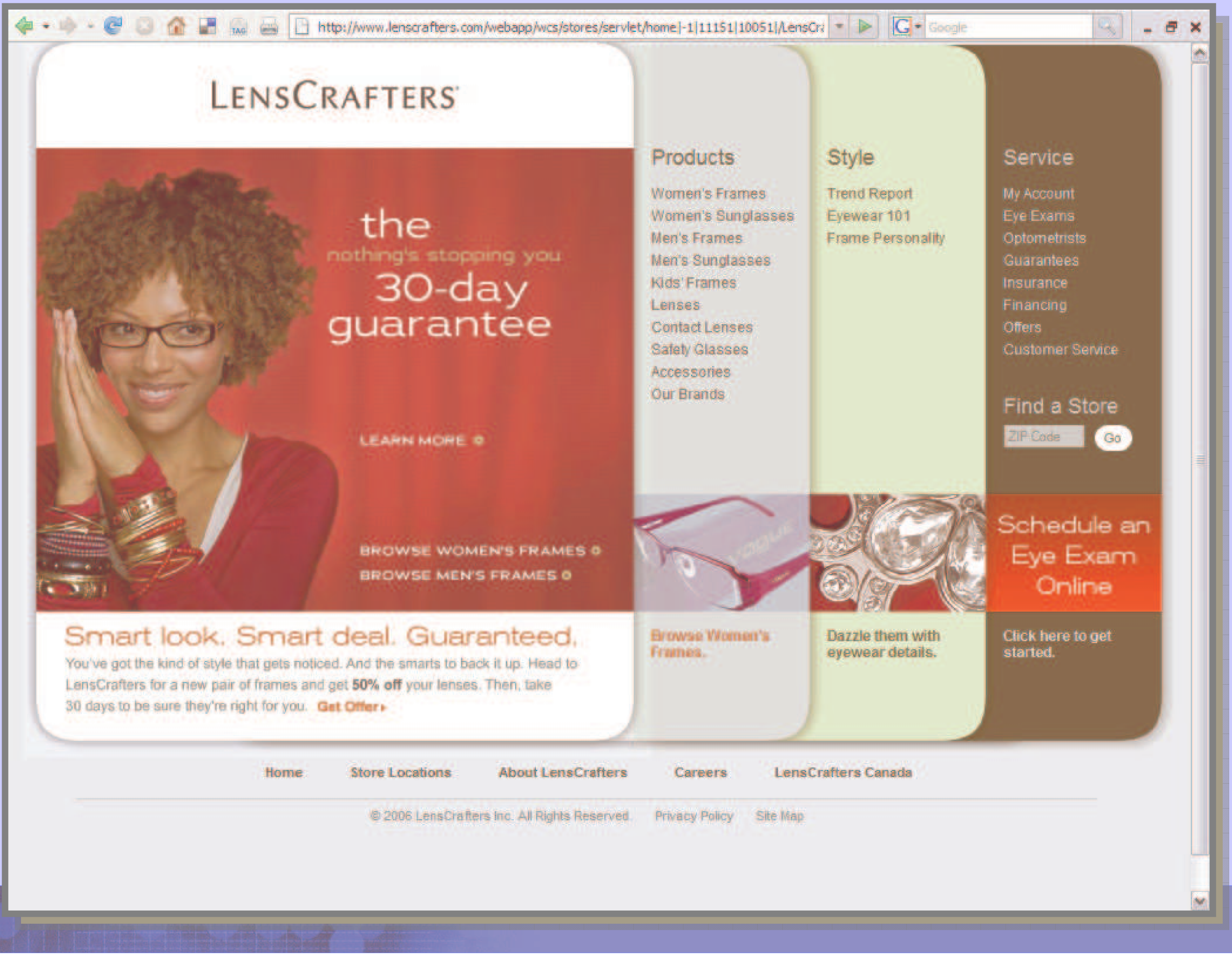
Direc

Complimentary ac
to The NCAA Nev
video and exclus
podcasts deliver
directly to your in
Daily and weekl
updates availab

From the Preside

Listen to exclusive podcasts, watch videos and read statements by NCAA President

Online Commerce:
LensCrafters leverages WCM to reach more customers



http://www.lenscrafters.com/webapp/wcs/stores/servlet/home|-1|11151|10051|/LensCr

Google
LENSCRAFTERS
the
nothing's stopping you
30-day guarantee
LEARN MORE
BROWSE WOMEN'S FRAMES
BROWSE MEN'S FRAMES
Products
Women's Frames
Women's Sunglasses
Men's Frames
Men's Sunglasses
Kids' Frames
Lenses
Contact Lenses
Safety Glasses
Accessories
Our Brands
Style
Trend Report
Eyewear 101
Frame Personality
Service
My Account
Eye Exams
Optometrists
Guarantees
Insurance
Financing
Offers
Customer Service
Find a Store
ZIP Code
Go
Schedule an Eye Exam Online
Browse Women's Frames.
Dazzle them with eyewear details.
Click here to get started.
Home
Store Locations
About LensCrafters
Careers
LensCrafters Canada
Privacy Policy
Site Map

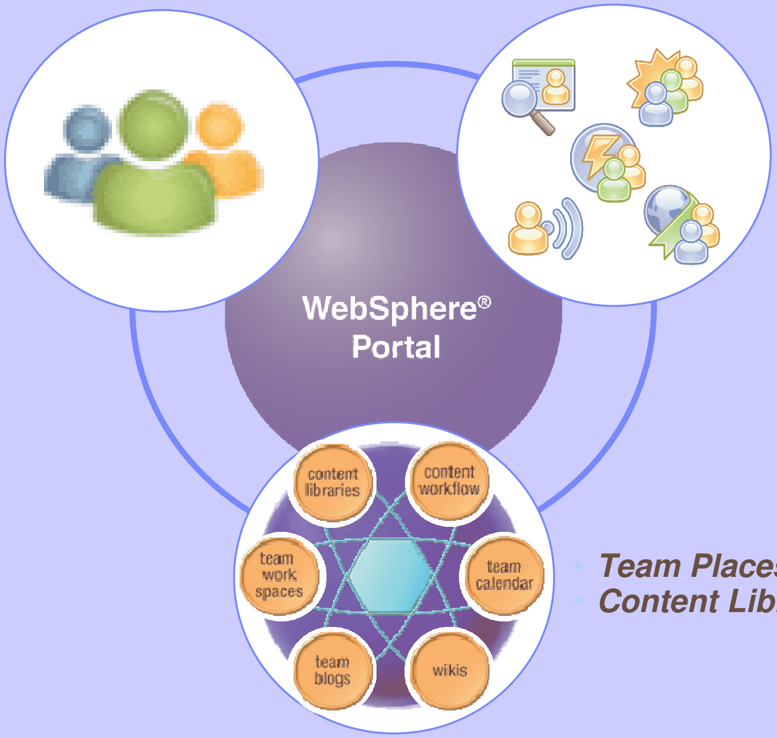
Smart look. Smart deal. Guaranteed.

You've got the kind of style that gets noticed. And the smarts to back it up. Head to LensCrafters for a new pair of frames and get **50% off** your lenses. Then, take 30 days to be sure they're right for you. **Get Offer ▸**

© 2006 LensCrafters Inc. All Rights Reserved.

IBM Collaboration Accelerator

Delivers an interactive Web-based platform, providing people with more effective and cost-efficient ways of accessing information, sharing ideas, communicating and working together – in the context of their role, processes and activities via a personalized composite portal.


WebSphere®
Portal
content libraries
content workflow
team work spaces
team calendar
team blogs
wikis

Instant Communication

- ***Presence Awareness***
- ***Instant Messaging***
- ***Web conferencing***

Social Networking

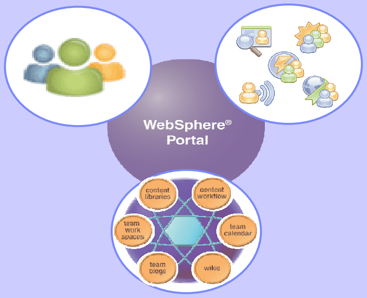
- ***Profiles***
- ***Communities***
- ***Blogs***
- ***Dogear***
- ***Activities***

Team Collaboration

- ***Team Places & Tools***
- ***Content Libraries***

Collaborative Capabilities Commonly Listed as Important

- In a recent survey* of organizations with portal technology, these **Collaboration** capabilities were cited as 5 of the top 10 features important to add to their portal in the next 24 months:
  - ***Business Networking / Knowledge Expert Location***
  - ***Wikis***
  - ***Internal Blogs***
  - ***Team Sites***
  - ***External Blogs***


WebSphere®
Portal
content libraries
content workflow
team work spaces
team calendar
team blogs
wikis

IBM Collaboration Accelerator helps organizations better communicate, innovate and work together, by combining with WebSphere Portal Server to deliver personalized, *interactive* composite applications.

***Enterprise Portal Software Usage and Buying Trends** *IDC: August 2007*

THE BANK OF NEW YORK MELLON

Bank of New York Mellon Launches Innovative Social Networking Initiative

- Business Need:
  The Bank of New York Mellon sought a way to allow employees to link up and share ideas, from professional concerns to personal interests.

- Solution:
  Lotus Connections software gives employees a forum through which they can share interests or collaborate on business projects among all of its 40,000 employees.

- Benefits to BNY:

  - Blending of information and interests of the technical employee pool, which formed from the previous merger of the two banking companies.
  - Future use can expand to accommodate myriad banking issues: concerns about issues with compliance, or needs in the back-office, employees will be able to synergize by sharing information.

- American Banker article: "BNY mellon pools human capital in social network"

IBM Self-Service Accelerator

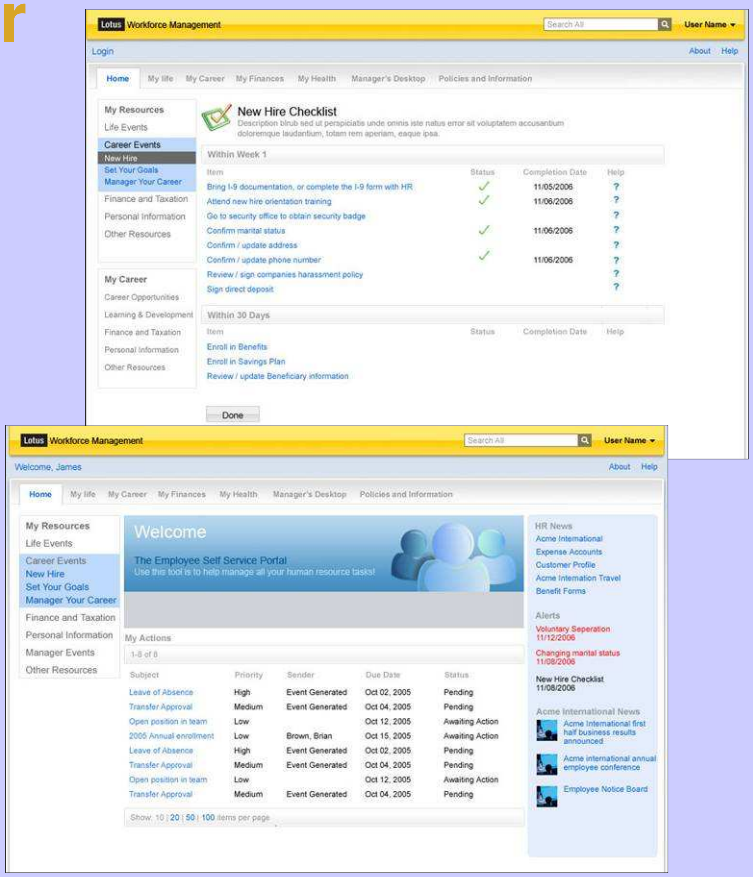
- **Streamlines employee and manager HR** activities through an intuitive self-service front end

- Brings the **power and flexibility of WebSphere Portal, SOA, and Lotus** to SAP HR

- **Increases efficiencies –** enables a lower ratio of HR administrators to employee.

- Enhances ability to **focus on strategic HR** initiatives for growing and retaining talent.

- Flexible life and events framework and **easily customizable out-of-the-box portlets** for self-service tasks like updating personal information, managing taxes, onboarding, job transfers, etc.


Lotus Workforce Management
Search All
User Name
Login
About
Help
Home
My life
My Career
My Finances
My Health
Manager's Desktop
Policies and Information
My Resources
Life Events
Career Events
New Hire
Set Your Goals
Manager Your Career
Finance and Taxation
Personal Information
Other Resources
My Career
Career Opportunities
Learning & Development
Finance and Taxation
Personal Information
Other Resources
Done

New Hire Checklist

Description blrub sed ut perspiciatis unde omnis iste natus error sit voluptatem accusantium doloremque laudantium, totam rem aperiam, eaque ipsa.

Within Week 1

Item	Status	Completion Date	Help
Bring I-9 documentation, or complete the I-9 form with HR	✓	11/05/2006	?
Attend new hire orientation training	✓	11/06/2006	?
Go to security office to obtain security badge			?
Confirm marital status	✓	11/06/2006	?
Confirm / update address			?
Confirm / update phone number	✓	11/06/2006	?
Review / sign companies harassment policy			?
Sign direct deposit			?

Within 30 Days

Item	Status	Completion Date	Help
Enroll in Benefits			
Enroll in Savings Plan			
Review / update Beneficiary information			

Lotus Workforce Management
Search All
User Name
Welcome, James
About
Help
Home
My life
My Career
My Finances
My Health
Manager's Desktop
Policies and Information
My Resources
Life Events
Career Events
New Hire
Set Your Goals
Manager Your Career
Finance and Taxation
Personal Information
Manager Events
Other Resources
Welcome

The Employee Self Service Portal

Use this tool is to help manage all your human resource tasks!

My Actions

1-8 of 8

Subject	Priority	Sender	Due Date	Status
Leave of Absence	High	Event Generated	Oct 02, 2005	Pending
Transfer Approval	Medium	Event Generated	Oct 04, 2005	Pending
Open position in team	Low		Oct 12, 2005	Awaiting Action
2005 Annual enrollment	Low	Brown, Brian	Oct 15, 2005	Awaiting Action
Leave of Absence	High	Event Generated	Oct 02, 2005	Pending
Transfer Approval	Medium	Event Generated	Oct 04, 2005	Pending
Open position in team	Low		Oct 12, 2005	Awaiting Action
Transfer Approval	Medium	Event Generated	Oct 04, 2005	Pending

Show 10 | 20 | 50 | 100 items per page

HR News
Acme International
Expense Accounts
Customer Profile
Acme Internation Travel
Benefit Forms

Alerts
Voluntary Seperation 11/12/2006
Changing marital status 11/08/2006
New Hire Checklist 11/08/2006

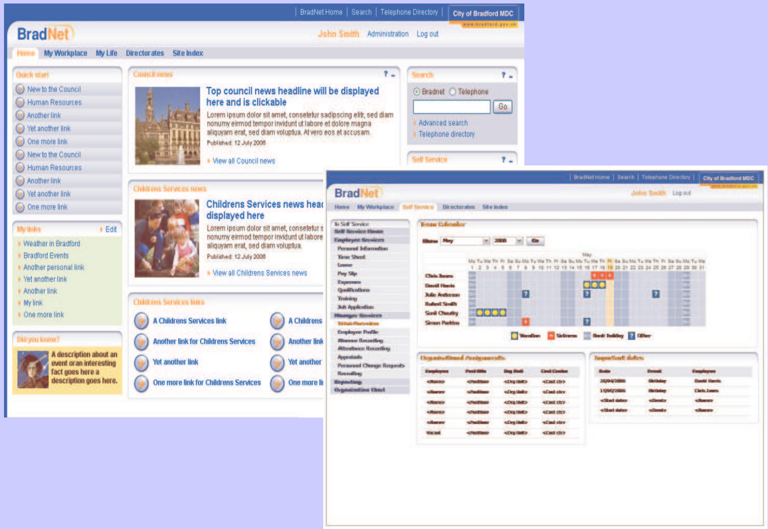
Acme International News
Acme International first half business results announced
Acme international annual employee conference
Employee Notice Board

IBM Self-Service Accelerator includes Lotus Workforce Management

City of Bradford

bradford

- **Profile**
  - One of the largest councils in Britain
  - Over 20,000 employees
  - 7,000 staff are active users of Self Service
- **Vision**
  - Improve service delivery through an intuitive personalized user experience
  - Provide a consolidate entry point for all systems and data that employees need to interact with
  - Have employees focus on desired outcomes vs. managing processes
- **Solution**
  - Flexibility to easily craft an **intuitive and personalized user experience**
  - Able to **integrate multiple systems (including SAP)** into a role-base, highly usable interface
  - **Cost savings due to self-service** capabilities, including change personal details, expense reporting, view pay slip, create leave request, and timesheet management


BradNet Home
Search
Telephone Directory
City of Bradford MDC
www.bradford.gov.uk
BradNet
John Smith
Administration
Log out
Home
My Workplace
My Life
Directorates
Site Index
Quick start
New to the Council
Human Resources
Another link
Yet another link
One more link
New to the Council
Human Resources
Another link
Yet another link
One more link
Council news
Search
Bradnet
Telephone
Go
Advanced search
Telephone directory
Self Service
My links
Edit
Weather in Bradford
Bradford Events
Another personal link
Yet another link
Another link
My link
One more link
Did you know?
Childrens Services news
Childrens Services links
A Childrens Services link
Another link for Childrens Services
Yet another link
One more link for Childrens Services
Self Service
Team Calendar
May
2006
Go
Chris Jones
David Harris
Julie Anderson
Robert Smith
Sunil Choudry
Simon Perkins
Vacation
Sickness

Top council news headline will be displayed here and is clickable

Lorem ipsum dolor sit amet, consetetur sadipscing elitr, sed diam nonumy eirmod tempor invidunt ut labore et dolore magna aliquyam erat, sed diam voluptua. At vero eos et accusam.

Published: 12 July 2006

View all Council news

Childrens Services news head displayed here

Lorem ipsum dolor sit amet, consetetur s nonumy eirmod tempor invidunt ut labore aliquyam erat, sed diam voluptua.

Published: 12 July 2006

View all Childrens Services news

A description about an event oran interesting fact goes here a description goes here.

IBM's Self-Service Accelerator enables City of Bradford to more easily achieve their user experience and backend integration goals

IBM Business Process Accelerator

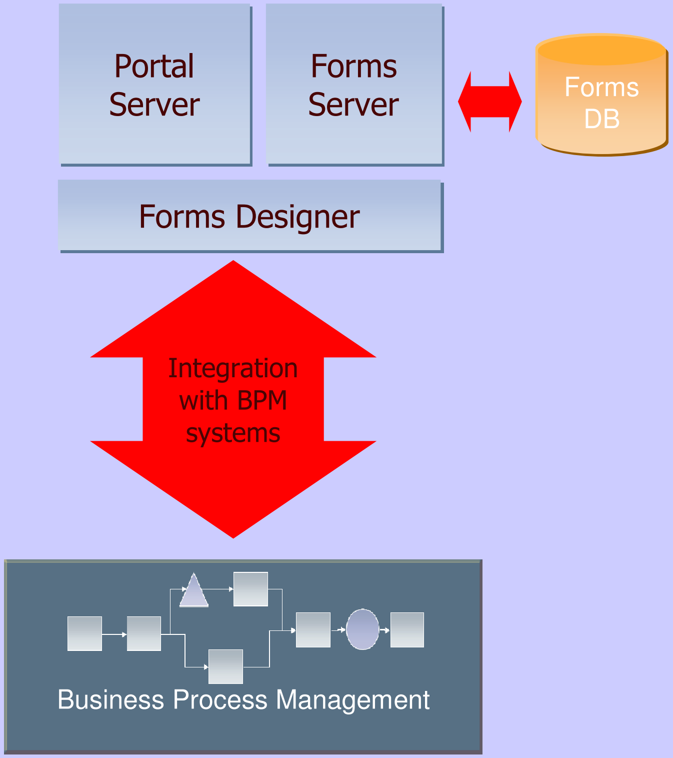
Respond Quickly To New Business Opportunities

- **Empowers business users to take action in business processes**
  - *User-friendly form interface to business processes in context of information, content and data to enhance decision-making*

- **Accelerates processes automation efforts**
  - *Starter set of sample forms, portlets and business processes*

- **Rapidly integrates with existing infrastructure, applications and data.**

  New integrations for Lotus Forms 3.0.1:
  - *WebSphere Process Server*
  - *WebSphere Integration Developer*
  - *WebSphere Business Modeler*
  - *FileNet Business Process Manager*



Portal Server

Forms Server

Forms DB

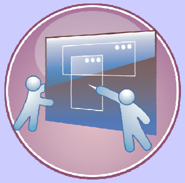
Forms Designer

Integration with BPM systems

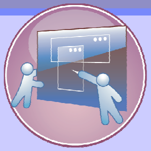
Business Process Management

Streamlined Business Processes Benefits Include:

- **Increased revenue** through a faster, more automated and streamlined approval processes based on more accurate data and improve decisions
- **Decreased expenses** through reduced re-work, reduced or eliminated paper handling, and real time identification and validation of required information
- **Increased efficiency** with straight-through-processing to create a once and done environment that can significantly reduces the elapsed time to complete the decision/approval process
- **Assistance with regulatory compliance** through creating a complete record of the entire business transaction
- **Improved customer service** through an easy to use Web-based data capture process



Cardiff University – Wales, UK



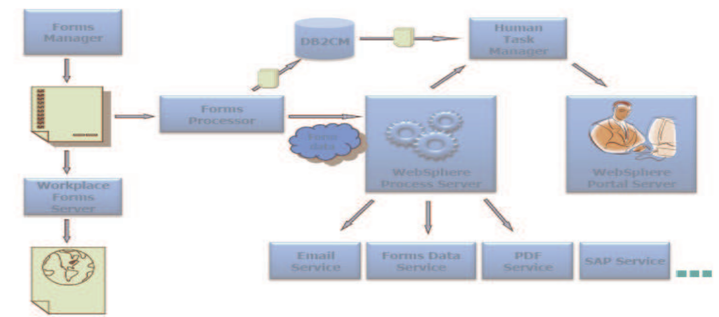
CARDIFF UNIVERSITY
PRIFYSGOL CAERDYDD

The business challenge?

- Create a Modern Working Environment by integrating the Portal with processes so that Faculty, students, and external collaborators could have a common yet personalized view
- Create a Lean Administration via a single secure point of access to all authorized services regardless of location

Sample Applications

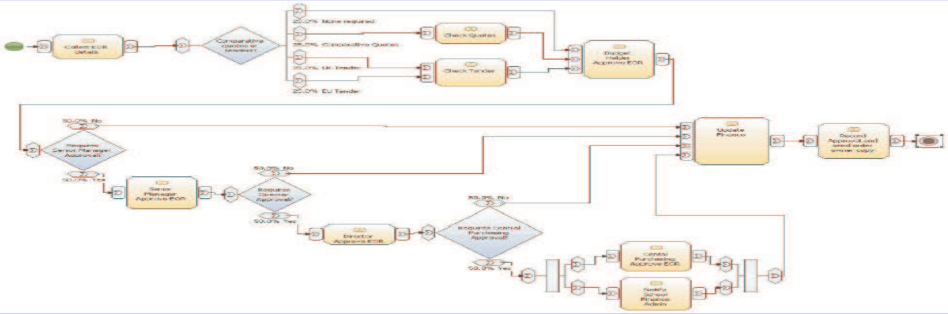
- Paperless online enrollment
- Pay course fees online
- Pay residence fees online
- Change requests
- Sickness absence
- Library requisitions
- Timesheets
- Staff training requests
- Expenses

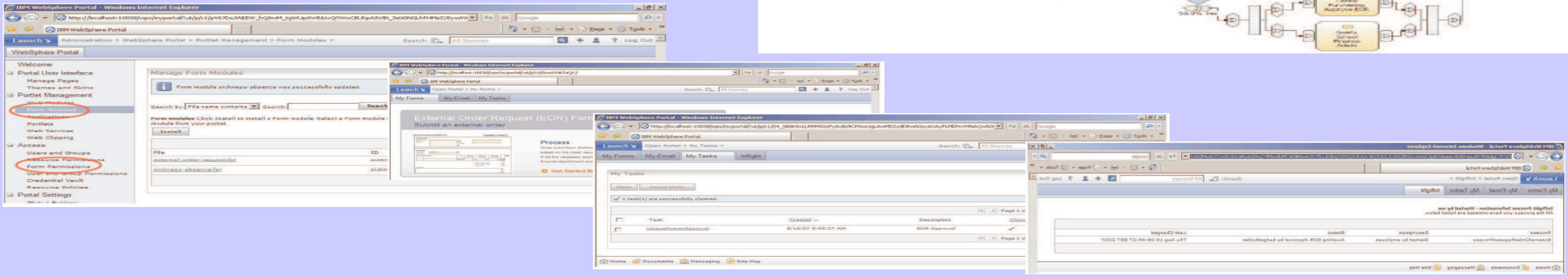

Forms Manager
Workplace Forms Server
Forms Processor
DB2CM
Human Task Manager
Forms data
WebSphere Process Server
WebSphere Portal Server
Email Service
Forms Data Service
PDF Service
SAP Service

Benefits

- Only solution available that could satisfy the government mandated integration requirements in the timeframe imposed
- Improved efficiency from automating most manual processes, both internal and external supplier request processes
- SOA approach enabled backend processing to co-exist with new automated processing system
- Live within 6 months

Process for External Order Request


Collect EOR details
Comparative quotes or tenders?
25.0% None required
25.0% Comparative Quotes
25.0% UK Tender
25.0% EU Tender
Check Quotes
Check Tender
Budget Holder Approve EOR
50.0% No
Requires Senior Manager Approval?
50.0% Yes
Senior Manager Approve EOR
50.0% No
Requires Director Approval?
50.0% Yes
Director Approve EOR
50.0% No
Requires Central Purchasing Approval?
50.0% Yes
Central Purchasing Approve EOR
Notify School Finance Admin
Update Finance
Record Approval and send order owner copy


IBM WebSphere Portal - Windows Internet Explorer
WebSphere Portal
Manage Form Modules
External Order Request (EOR) Form
Submit an external order
My Tasks

IBM Enterprise Suite Accelerator

A platform supporting multiple portal projects to meet the growing and evolving needs of the organization, including:

*Real-time Performance **Dashboards** and **Scorecards***

*Online Instant **Communication**, **Teaming** and **Social Networking***

*End-to-End **Web Content Management** and **Search***

*Security-rich **Electronic Forms***

*Offline Managed **Rich Client** Support*

IBM Industry Accelerators

Industry Assets packaged to assist in rapid deployment

Government

- Every G8 Country is using WebSphere Portal
- 22 of 50 U.S States use WebSphere Portal
- The largest government portal ever is based upon WebSphere Portal
- 10 of 16 Middle East Governments use WebSphere Portal
- Over 40 U.S Federal Agencies use WebSphere Portal
- The largest public education portal ever is based upon WebSphere Portal

Banking

- WebSphere Portal is used by 9 out of the Top 10 Global Banks
- 9 out of the Top 10 US Banks
- 7 out of the Top 10 European Banks
- 29 out of the Top 50 Global Banks
- 24 out of the Top 50 US Banks
- 8 out of the Top 10 Asia Pacific Banks

Healthcare

- WebSphere Portal is used by 4 of the top 5 US healthcare insurance companies
- and over 30 hospitals, clinics, and delivery networks around the world
- WebSphere Portal supports more than 12 online healthcare provider sites that service more than 20K users each, including major 2 sites servicing over 5M users each
- Two major healthcare information system providers OEM WebSphere Portal

Retail

- WebSphere Portal is used by 8 out of the Top 10 Global retailers
- 9 out of the Top 10 US Retailers

OCBC Bank ROI from Portal & Forms

OCBC is one of Asia's leading financial services groups with a network of more than 460 branches and representative offices in 15 countries and territories including Singapore, Malaysia, Indonesia, Thailand, Vietnam, China, Hong Kong SAR, Taiwan, Brunei, Myanmar, Japan, Korea, Australia, UK and USA

Portal Initiative **-** Live March 2005 (currently on Portal 6.0)

- Portal implemented across Siebel, Oracle, Sharepoint, Mainframe (8+ backend systems)
- Delivered via 5 Portal channels eg. Retail, Advisers (4,000), Internal
- Common SOA framework

- **Result: Met business case within 3 years**
  - All previous web interfaces have been decommissioned. All UI through a portletised model. (e.g. upgrade of Siebel to v8 will be "vanilla" as Websphere Portal is the sole UI)

Forms Initiative **-** Live April 2007 on 3.0

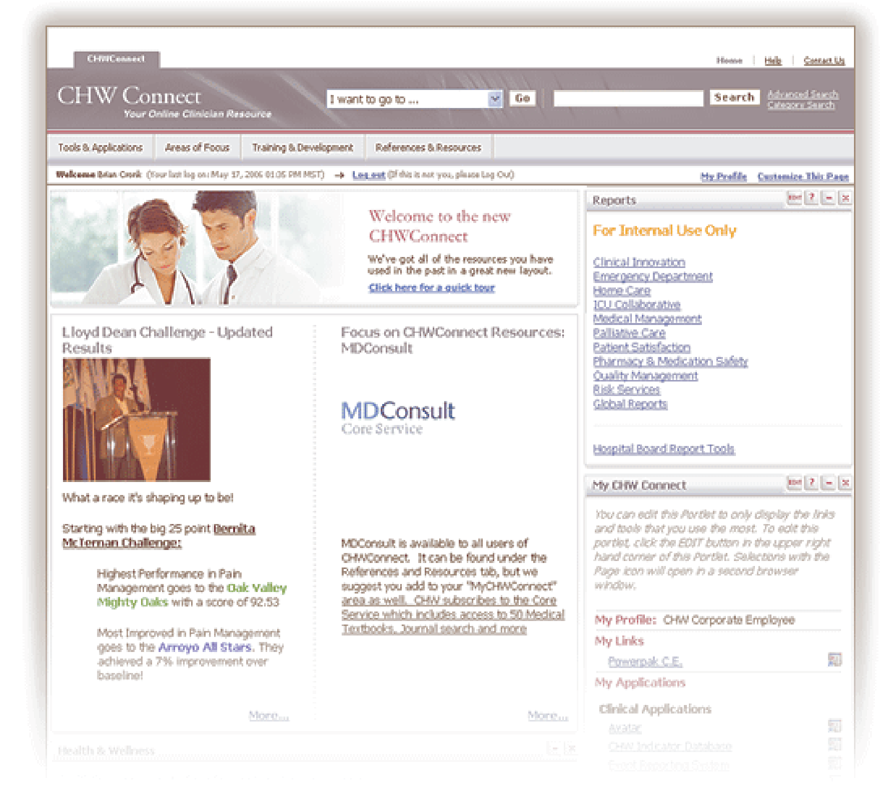
- Lotus Forms integrated with Portal replacing Adobe AND Siebel Forms

- **Result: Met business case in under 10 months**
  - 70+% of all converted transactions/forms are now completed electronically. Expected 3 year adoption rate was met in 3 months.
  - 15% of all transactions use "electronic" signatures
  - Intelligent documents are up to 34 pages in length with 11 overlapping signatures

Physician / Clinician Portal: Catholic Healthcare West

Catholic Healthcare West
CHW

CHW Connect


CHWConnect
Home | Help | Contact Us
CHW Connect
Your Online Clinician Resource
I want to go to ...
Go
Search
Advanced Search
Category Search
Tools & Applications
Areas of Focus
Training & Development
References & Resources
Log out
My Profile
Customize This Page
Reports
My CHW Connect
MDConsult
Core Service
More...
More...
Health & Wellness

Welcome to the new CHWConnect

We've got all of the resources you have used in the past in a great new layout.

Click here for a quick tour

Lloyd Dean Challenge - Updated Results

What a race it's shaping up to be!

Starting with the big 25 point Bernita McTernan Challenge:

Highest Performance in Pain Management goes to the Oak Valley Mighty Oaks with a score of 92.53

Most Improved in Pain Management goes to the Arroyo All Stars. They achieved a 7% improvement over baseline!

Focus on CHWConnect Resources: MDConsult

MDConsult is available to all users of CHWConnect. It can be found under the References and Resources tab, but we suggest you add to your "MyCHWConnect" area as well. CHW subscribes to the Core Service which includes access to 50 Medical Textbooks, Journal search and more

For Internal Use Only

Clinical Innovation
Emergency Department
Home Care
ICU Collaborative
Medical Management
Palliative Care
Patient Satisfaction
Pharmacy & Medication Safety
Quality Management
Risk Services
Global Reports

Hospital Board Report Tools

You can edit this Portlet to only display the links and tools that you use the most. To edit this portlet, click the EDIT button in the upper right hand corner of this Portlet. Selections with the Page icon will open in a second browser window.

My Profile: CHW Corporate Employee

My Links

Powerpak C.E.

My Applications

Clinical Applications

Avatar
CHW Indicator Database

Goals

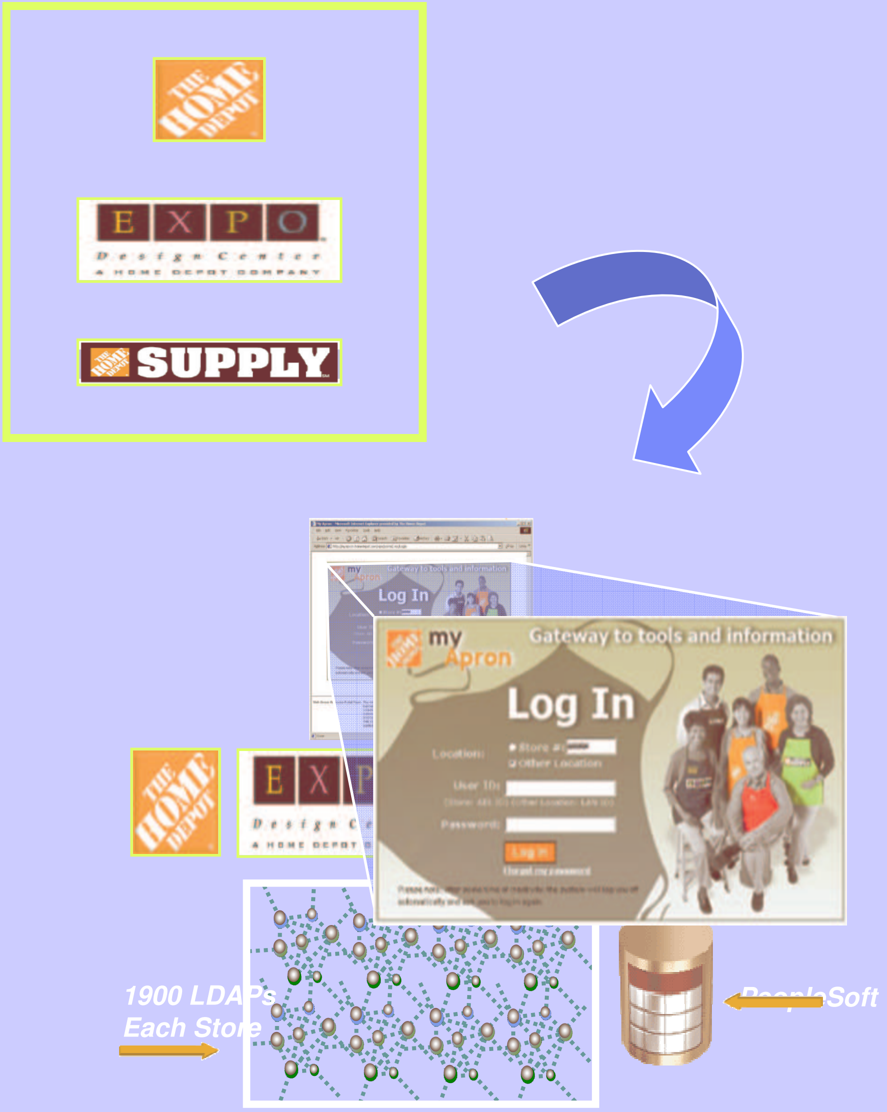
- Areas of focus, resources, tools & applications, training & development
- Personal user preferences – role & facility
- Online community integration
- Integrated search and web content mgt
- 5,000+ users (CHW is the 7th largest healthcare provider in the US, with 40 hospitals)

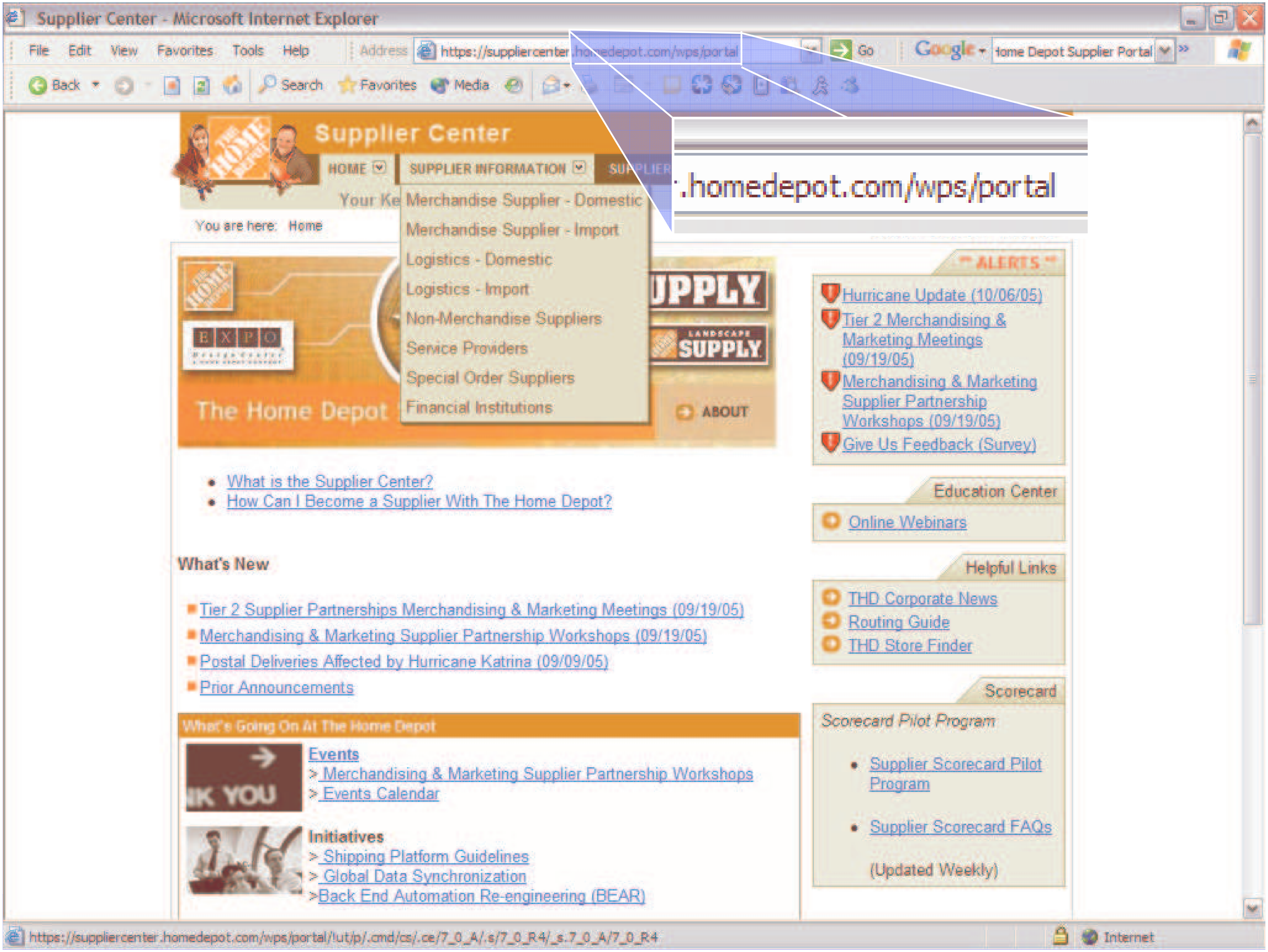
Business Drivers

- Better recruit and retain clinicians and physicians
- Provide a comprehensive and efficient channel for distributing standard information

Home Depot Integration & Branding Requirements

- 2004
  - 1900 Stores (US, CA, MX, PR)
  - 325K Associates
- Different Branded Stores
  - Home Depot
  - Expo Design Center
  - Home Depot Supply
  - Georgia Lights, Landscape Supply, etc.
- B2E & B2B Portals
  - Internal Employee Portal (325K)
  - External Supplier Portal (40K)


THE HOME DEPOT
EXPO Design Center
A HOME DEPOT COMPANY
SUPPLY
my Apron
Gateway to tools and information
Log In
Location:
User ID:
Password:
Log In
1900 LDAPs
Each Store
PeopleSoft


Supplier Center - Microsoft Internet Explorer
File Edit View Favorites Tools Help
Address https://suppliercenter.homedepot.com/wps/portal
Go
Google
Home Depot Supplier Portal
Back
Search
Favorites
Media
.homedepot.com/wps/portal
Supplier Center
HOME
SUPPLIER INFORMATION
SUPPLIER
Your Ke
Merchandise Supplier - Domestic
Merchandise Supplier - Import
Logistics - Domestic
Logistics - Import
Non-Merchandise Suppliers
Service Providers
Special Order Suppliers
Financial Institutions
You are here: Home
EXPO
SUPPLY
LANDSCAPE SUPPLY
The Home Depot
ABOUT
IK YOU
https://suppliercenter.homedepot.com/wps/portal/!ut/p/.cmd/cs/.ce/7_0_A/.s/7_0_R4/_s.7_0_A/7_0_R4
Internet

- What is the Supplier Center?
- How Can I Become a Supplier With The Home Depot?

What's New

- Tier 2 Supplier Partnerships Merchandising & Marketing Meetings (09/19/05)
- Merchandising & Marketing Supplier Partnership Workshops (09/19/05)
- Postal Deliveries Affected by Hurricane Katrina (09/09/05)
- Prior Announcements

What's Going On At The Home Depot

Events
> Merchandising & Marketing Supplier Partnership Workshops
> Events Calendar

Initiatives
> Shipping Platform Guidelines
> Global Data Synchronization
>Back End Automation Re-engineering (BEAR)

ALERTS

- Hurricane Update (10/06/05)
- Tier 2 Merchandising & Marketing Meetings (09/19/05)
- Merchandising & Marketing Supplier Partnership Workshops (09/19/05)
- Give Us Feedback (Survey)

Education Center

- Online Webinars

Helpful Links

- THD Corporate News
- Routing Guide
- THD Store Finder

Scorecard

Scorecard Pilot Program

- Supplier Scorecard Pilot Program
- Supplier Scorecard FAQs

(Updated Weekly)

Summary

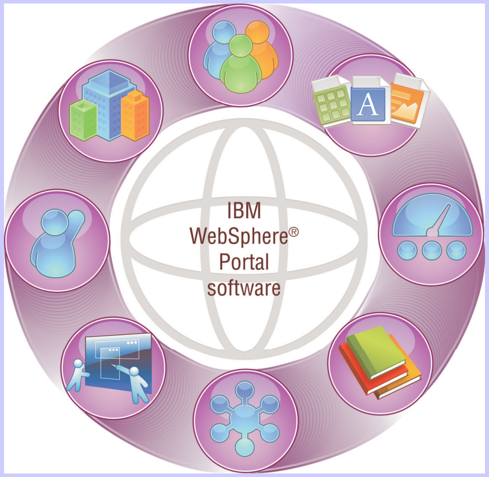
- IBM has invested heavily the past 8 years in Portal Capabilities
- Investing for the future, responding to new customer buying trends
- Introducing accelerators addressing specific business problems
- Strengthening core portal with Web 2.0, easy, fast, flexible
- Long Term Partner through all the market shakeouts, technology shifts and changes to protect customers investment

Goals for the future

- Be second to none in mission critical portal attributes
- IBM Portal customers ROI 2x better than alternatives
- Highest Portal customer satisfaction as indicated by repeat business
- Have simplicity and ease be attributes customers use to describe WebSphere Portal
- Continue to grow rich ecosystem of partners to help serve our customers
- Move from Leadership position to Dominance position in the portal market

The Business Value of WebSphere Portal

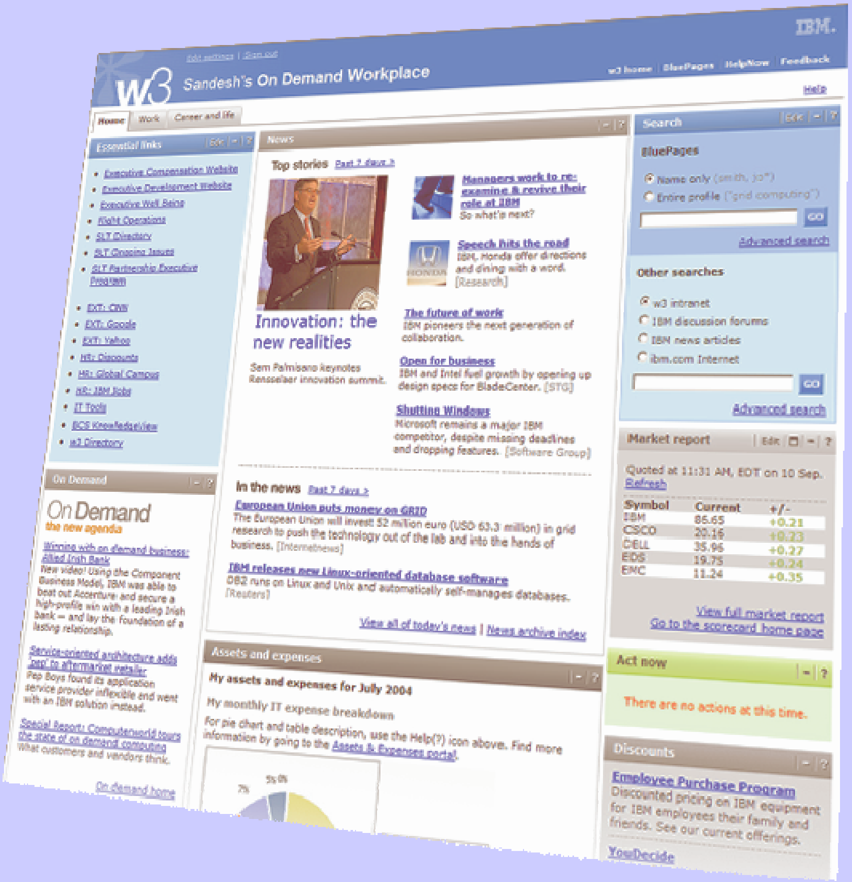
Take a Look at IBM


IBM
WebSphere®
Portal
software

© IBM Corporation

The On Demand Workplace is transforming the way employees work at IBM …

- *Providing* “one place” with personalized access to IBM resources
  - 2.8 million page views per business day
  - 130 million hits per week
  - 80% of IBMers visit w3 ODW at least once per day
- *Integrating* content, learning, expertise, collaboration and business applications
  - 380k internal users, 200k concurrent users
  - 6M messages/day
  - IM second behind Mail in use
  - 217,000 e meetings/year
- *Enabling* increased productivity through role-based delivery of resources
  - *Productivity savings estimate of $80.6 million*
- *Reducing* development & deployment costs
  - *Millions in savings from site consolidation from hosting charges to content management*
  - *IBM.com 100% up time since 2001, last outage was 5 min*



Edit settings | Sign out
w3
Sandesh's On Demand Workplace
IBM.
w3 home | BluePages | HelpNow | Feedback
Help
Home
Work
Career and life
Essential links
Edit
Executive Compensation Website
Executive Development Website
Executive Well Being
Flight Operations
SLT Directory
SLT Ongoing Issues
SLT Partnership Executive Program
EXT: CNN
EXT: Google
EXT: Yahoo
HR: Discounts
HR: Global Campus
HR: IBM Jobs
IT Tools
BCS KnowledgeView
w3 Directory
News
Search
Edit
BluePages
Other searches
GO
Advanced search
Market report
Edit
Act now
Discounts
On Demand
On Demand
the new agenda
On demand home
Assets and expenses
7%
5% 0%

Top stories Past 7 days >

Innovation: the new realities

Sam Palmisano keynotes Rensselaer innovation summit.

Managers work to re-examine & revive their role at IBM
So what's next?

Speech hits the road
IBM, Honda offer directions and dining with a word. [Research]

The future of work
IBM pioneers the next generation of collaboration.

Open for business
IBM and Intel fuel growth by opening up design specs for BladeCenter. [STG]

Shutting Windows
Microsoft remains a major IBM competitor, despite missing deadlines and dropping features. [Software Group]

In the news Past 7 days >

European Union puts money on GRID
The European Union will invest 52 million euro (USD 63.3 million) in grid research to push the technology out of the lab and into the hands of business. [Internetnews]

IBM releases new Linux-oriented database software
DB2 runs on Linux and Unix and automatically self-manages databases. [Reuters]

View all of today's news | News archive index

Winning with on demand business: Allied Irish Bank
New video! Using the Component Business Model, IBM was able to beat out Accenture and secure a high-profile win with a leading Irish bank – and lay the foundation of a lasting relationship.

Service-oriented architecture adds zest to aftermarket retailer
Pep Boys found its application service provider inflexible and went with an IBM solution instead.

Special Report: Computerworld tours the state of on demand computing
What customers and vendors think.

My assets and expenses for July 2004

My monthly IT expense breakdown

For pie chart and table description, use the Help(?) icon above. Find more information by going to the Assets & Expenses portal.

● Name only (smith, jo*)
○ Entire profile ("grid computing")

● w3 intranet
○ IBM discussion forums
○ IBM news articles
○ ibm.com Internet

Quoted at 11:31 AM, EDT on 10 Sep.
Refresh

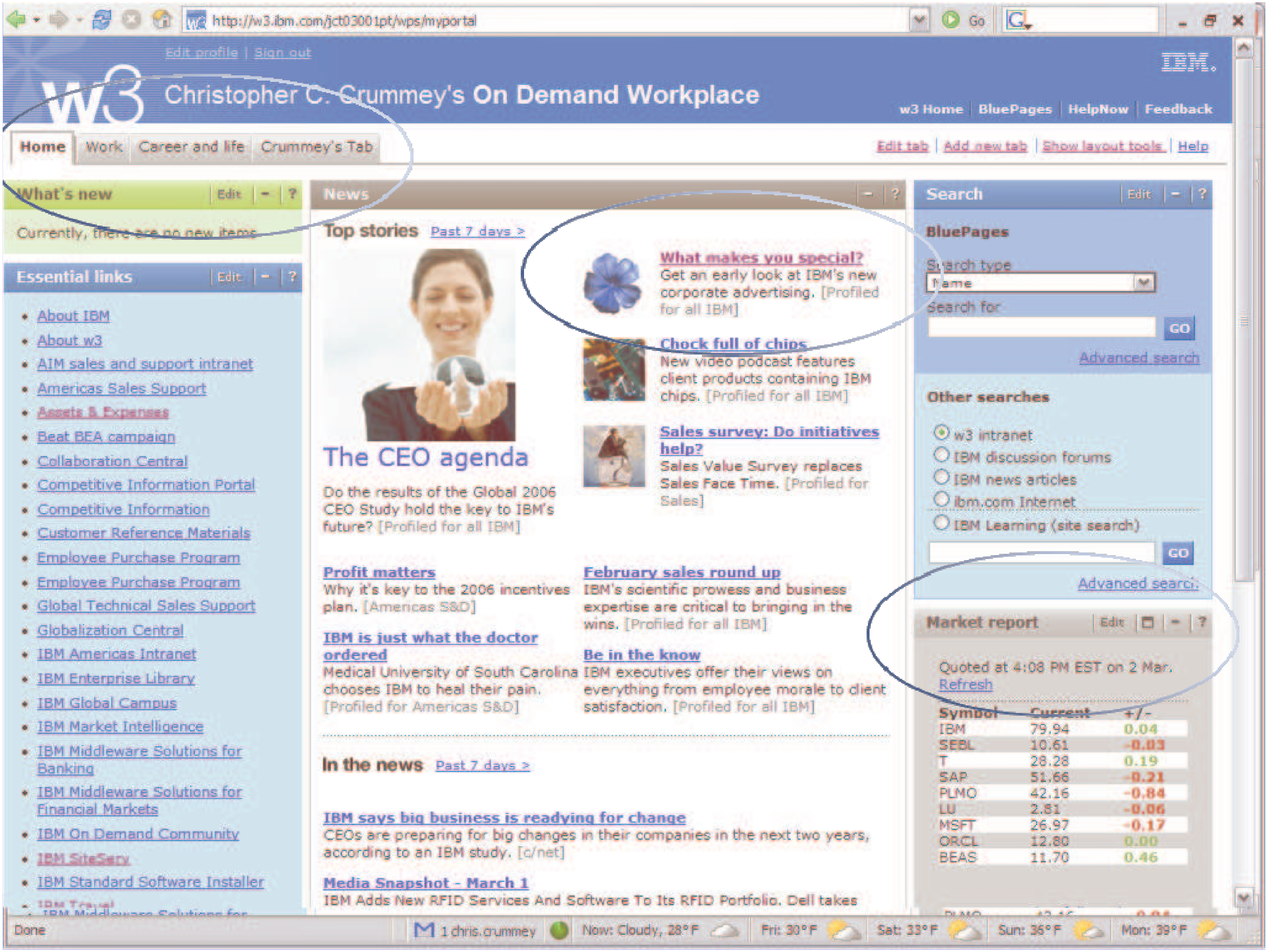
Symbol	Current	+/-
IBM	85.65	+0.21
CSCO	20.16	+0.23
DELL	35.96	+0.27
EDS	19.75	+0.24
EMC	11.24	+0.35

View full market report
Go to the scorecard home page

There are no actions at this time.

Employee Purchase Program
Discounted pricing on IBM equipment for IBM employees their family and friends. See our current offerings.

YouDecide



http://w3.ibm.com/jct03001pt/wps/myportal

Edit profile | Sign out

w3 Christopher C. Crummey's **On Demand Workplace**

IBM.

w3 Home | BluePages | HelpNow | Feedback

Home | Work | Career and life | Crummey's Tab

Edit tab | Add new tab | Show layout tools | Help

What's new

Currently, there are no new items.

Essential links

- About IBM
- About w3
- AIM sales and support intranet
- Americas Sales Support
- Assets & Expenses
- Beat BEA campaign
- Collaboration Central
- Competitive Information Portal
- Competitive Information
- Customer Reference Materials
- Employee Purchase Program
- Employee Purchase Program
- Global Technical Sales Support
- Globalization Central
- IBM Americas Intranet
- IBM Enterprise Library
- IBM Global Campus
- IBM Market Intelligence
- IBM Middleware Solutions for Banking
- IBM Middleware Solutions for Financial Markets
- IBM On Demand Community
- IBM SiteServ
- IBM Standard Software Installer

News

Top stories Past 7 days >

The CEO agenda

Do the results of the Global 2006 CEO Study hold the key to IBM's future? [Profiled for all IBM]

What makes you special?
Get an early look at IBM's new corporate advertising. [Profiled for all IBM]

Chock full of chips
New video podcast features client products containing IBM chips. [Profiled for all IBM]

Sales survey: Do initiatives help?
Sales Value Survey replaces Sales Face Time. [Profiled for Sales]

Profit matters
Why it's key to the 2006 incentives plan. [Americas S&D]

IBM is just what the doctor ordered
Medical University of South Carolina chooses IBM to heal their pain. [Profiled for Americas S&D]

February sales round up
IBM's scientific prowess and business expertise are critical to bringing in the wins. [Profiled for all IBM]

Be in the know
IBM executives offer their views on everything from employee morale to client satisfaction. [Profiled for all IBM]

In the news Past 7 days >

IBM says big business is readying for change
CEOs are preparing for big changes in their companies in the next two years, according to an IBM study. [c/net]

Media Snapshot - March 1
IBM Adds New RFID Services And Software To Its RFID Portfolio. Dell takes

Search

BluePages

Search type: Name

Search for:

Advanced search

Other searches

● w3 intranet
○ IBM discussion forums
○ IBM news articles
○ ibm.com Internet
○ IBM Learning (site search)

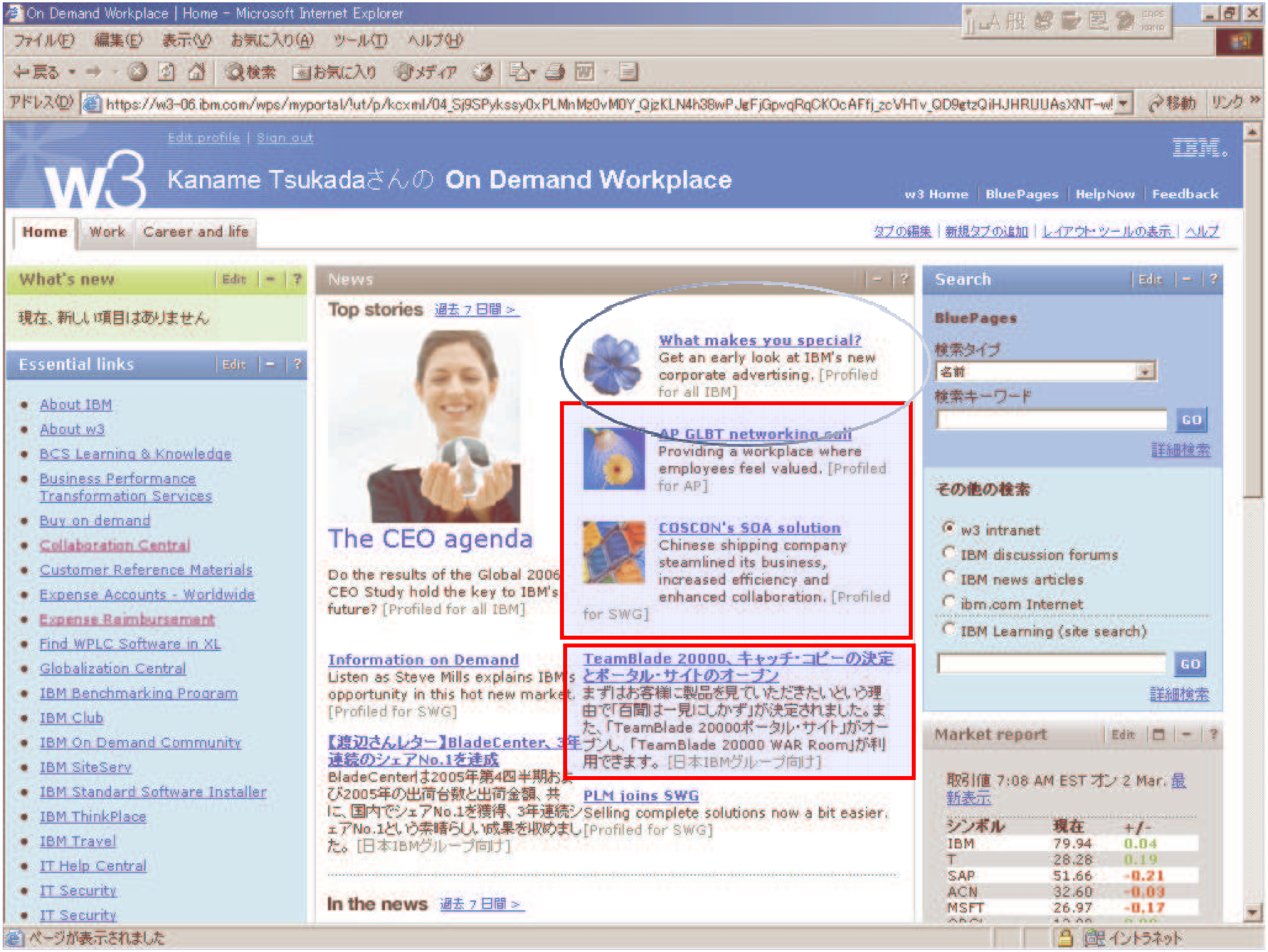
Advanced search

Market report

Quoted at 4:08 PM EST on 2 Mar.
Refresh

Symbol	Current	+/-
IBM	79.94	0.04
SEBL	10.61	-0.03
T	28.28	0.19
SAP	51.66	-0.21
PLMO	42.16	-0.84
LU	2.81	-0.06
MSFT	26.97	-0.17
ORCL	12.80	0.00
BEAS	11.70	0.46

Done | 1 chris.crummey | Now: Cloudy, 28°F | Fri: 30°F | Sat: 33°F | Sun: 36°F | Mon: 39°F


On Demand Workplace | Home - Microsoft Internet Explorer
ファイル(F) 編集(E) 表示(V) お気に入り(A) ツール(T) ヘルプ(H)
戻る 検索 お気に入り メディア
アドレス(D) https://w3-06.ibm.com/wps/myportal/!ut/p/kcxml/04_Sj9SPykssy0xPLMnMz0vM0Y_QjzKLN4h38wPJeFjGpvqRqCKOcAFfj_zcVH1v_QD9etzQiHJHRUUAsXNT-w!
移動 リンク
Edit profile | Sign out
w3
IBM
w3 Home | BluePages | HelpNow | Feedback
Home | Work | Career and life
タブの編集 | 新規タブの追加 | レイアウト・ツールの表示 | ヘルプ
Edit
GO
ページが表示されました
イントラネット

Kaname Tsukadaさんの On Demand Workplace

What's new

現在、新しい項目はありません

Essential links

- About IBM
- About w3
- BCS Learning & Knowledge
- Business Performance Transformation Services
- Buy on demand
- Collaboration Central
- Customer Reference Materials
- Expense Accounts - Worldwide
- Expense Reimbursement
- Find WPLC Software in XL
- Globalization Central
- IBM Benchmarking Program
- IBM Club
- IBM On Demand Community
- IBM SiteServ
- IBM Standard Software Installer
- IBM ThinkPlace
- IBM Travel
- IT Help Central
- IT Security
- IT Security

News

Top stories 過去７日間 >

The CEO agenda

Do the results of the Global 2006 CEO Study hold the key to IBM's future? [Profiled for all IBM]

What makes you special?
Get an early look at IBM's new corporate advertising. [Profiled for all IBM]

AP GLBT networking call
Providing a workplace where employees feel valued. [Profiled for AP]

COSCON's SOA solution
Chinese shipping company steamlined its business, increased efficiency and enhanced collaboration. [Profiled for SWG]

Information on Demand
Listen as Steve Mills explains IBM's opportunity in this hot new market. [Profiled for SWG]

TeamBlade 20000、キャッチ・コピーの決定とポータル・サイトのオープン
まずはお客様に製品を見ていただきたいという理由で「百聞は一見にしかず」が決定されました。また、「TeamBlade 20000ポータル・サイト」がオープンし、「TeamBlade 20000 WAR Room」が利用できます。[日本IBMグループ向け]

【渡辺さんレター】BladeCenter、3年連続のシェアNo.1を達成
BladeCenterは2005年第4四半期および2005年の出荷台数と出荷金額、共に、国内でシェアNo.1を獲得、3年連続シェアNo.1という素晴らしい成果を収めました。[日本IBMグループ向け]

PLM joins SWG
Selling complete solutions now a bit easier. [Profiled for SWG]

In the news 過去７日間 >

Search

BluePages

検索タイプ
名前

検索キーワード

詳細検索

その他の検索

● w3 intranet
○ IBM discussion forums
○ IBM news articles
○ ibm.com Internet
○ IBM Learning (site search)

詳細検索

Market report

取引値 7:08 AM EST オン 2 Mar. 最新表示

シンボル	現在	+/-
IBM	79.94	0.04
T	28.28	0.19
SAP	51.66	-0.21
ACN	32.60	-0.03
MSFT	26.97	-0.17

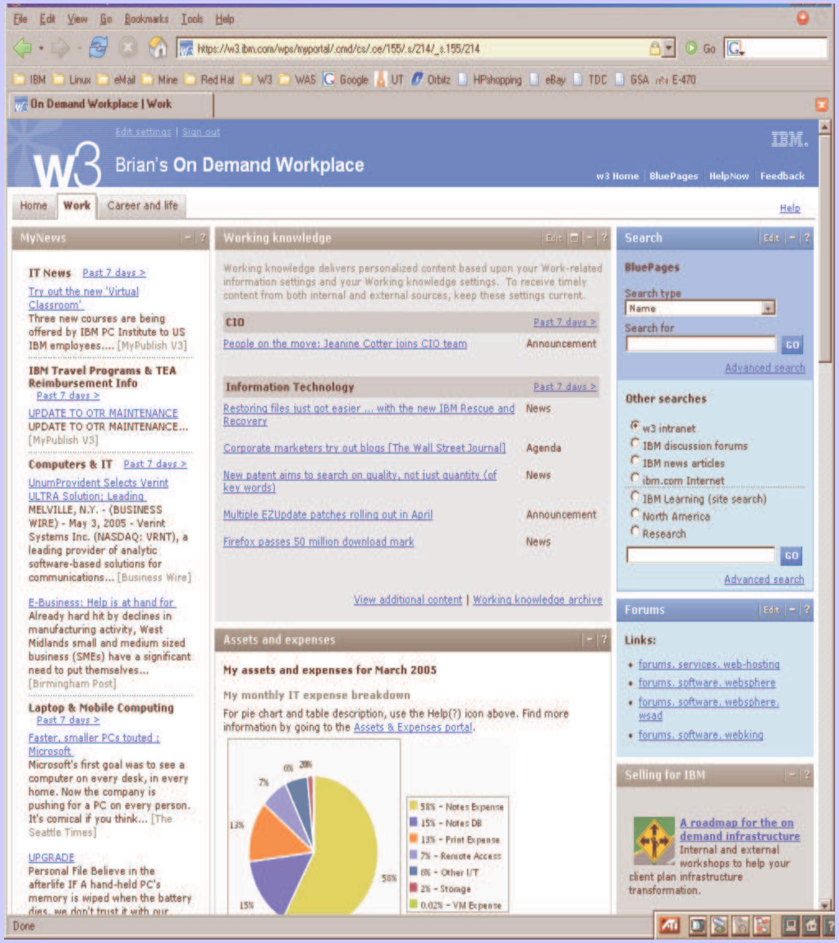
Portal itself:

Standardization of common tools and design ensures investment focus is on a single portal access point

- **Standardized on one single portal interface and platform avoiding an average $120M in competing investments.**
- **Created standards for:**
    - Content Management
    - Security /Authentication
    - Data Warehousing
    - Profile Management
    - Search and Taxonomy
    - Enterprise Brand (Look, Feel, Navigation)
    - Metrics / Scorecard

Central Services

- **Standards have been applied to ensure consistency in content and design processes yielding a 20% reduction in the cost to deploy web applications**


File Edit View Go Bookmarks Tools Help
https://w3.ibm.com/wps/myportal/.cmd/cs/.ce/155/.s/214/_s.155/214
Go
IBM Linux eMail Mine Red Hat W3 WAS Google UT Orbitz HPshopping eBay TDC GSA E-470
On Demand Workplace | Work
Edit settings | Sign out
IBM.
w3
Brian's On Demand Workplace
w3 Home | BluePages | HelpNow | Feedback
Home
Work
Career and life
Help
Done

MyNews

IT News Past 7 days >

Try out the new 'Virtual Classroom'
Three new courses are being offered by IBM PC Institute to US IBM employees.... [MyPublish V3]

IBM Travel Programs & TEA Reimbursement Info Past 7 days >

UPDATE TO OTR MAINTENANCE
UPDATE TO OTR MAINTENANCE... [MyPublish V3]

Computers & IT Past 7 days >

UnumProvident Selects Verint ULTRA Solution; Leading
MELVILLE, N.Y. - (BUSINESS WIRE) - May 3, 2005 - Verint Systems Inc. (NASDAQ: VRNT), a leading provider of analytic software-based solutions for communications... [Business Wire]

E-Business: Help is at hand for
Already hard hit by declines in manufacturing activity, West Midlands small and medium sized business (SMEs) have a significant need to put themselves... [Birmingham Post]

Laptop & Mobile Computing Past 7 days >

Faster, smaller PCs touted ; Microsoft
Microsoft's first goal was to see a computer on every desk, in every home. Now the company is pushing for a PC on every person. It's comical if you think... [The Seattle Times]

UPGRADE
Personal File Believe in the afterlife IF A hand-held PC's memory is wiped when the battery dies, we don't trust it with our

Working knowledge Edit

Working knowledge delivers personalized content based upon your Work-related information settings and your Working knowledge settings. To receive timely content from both internal and external sources, keep these settings current.

CIO	Past 7 days >
People on the move: Jeanine Cotter joins CIO team	Announcement

Information Technology	Past 7 days >
Restoring files just got easier ... with the new IBM Rescue and Recovery	News
Corporate marketers try out blogs [The Wall Street Journal]	Agenda
New patent aims to search on quality, not just quantity (of key words)	News
Multiple EZUpdate patches rolling out in April	Announcement
Firefox passes 50 million download mark	News

View additional content | Working knowledge archive

Assets and expenses

My assets and expenses for March 2005

My monthly IT expense breakdown

For pie chart and table description, use the Help(?) icon above. Find more information by going to the Assets & Expenses portal.

58%
15%
13%
7%
6%
2%
58% - Notes Expense
15% - Notes DB
13% - Print Expense
7% - Remote Access
6% - Other I/T
2% - Storage
0.02% - VM Expense

Search Edit

BluePages

Search type: Name

Search for: GO

Advanced search

Other searches

● w3 intranet
○ IBM discussion forums
○ IBM news articles
○ ibm.com Internet
○ IBM Learning (site search)
○ North America
○ Research

GO

Advanced search

Forums Edit

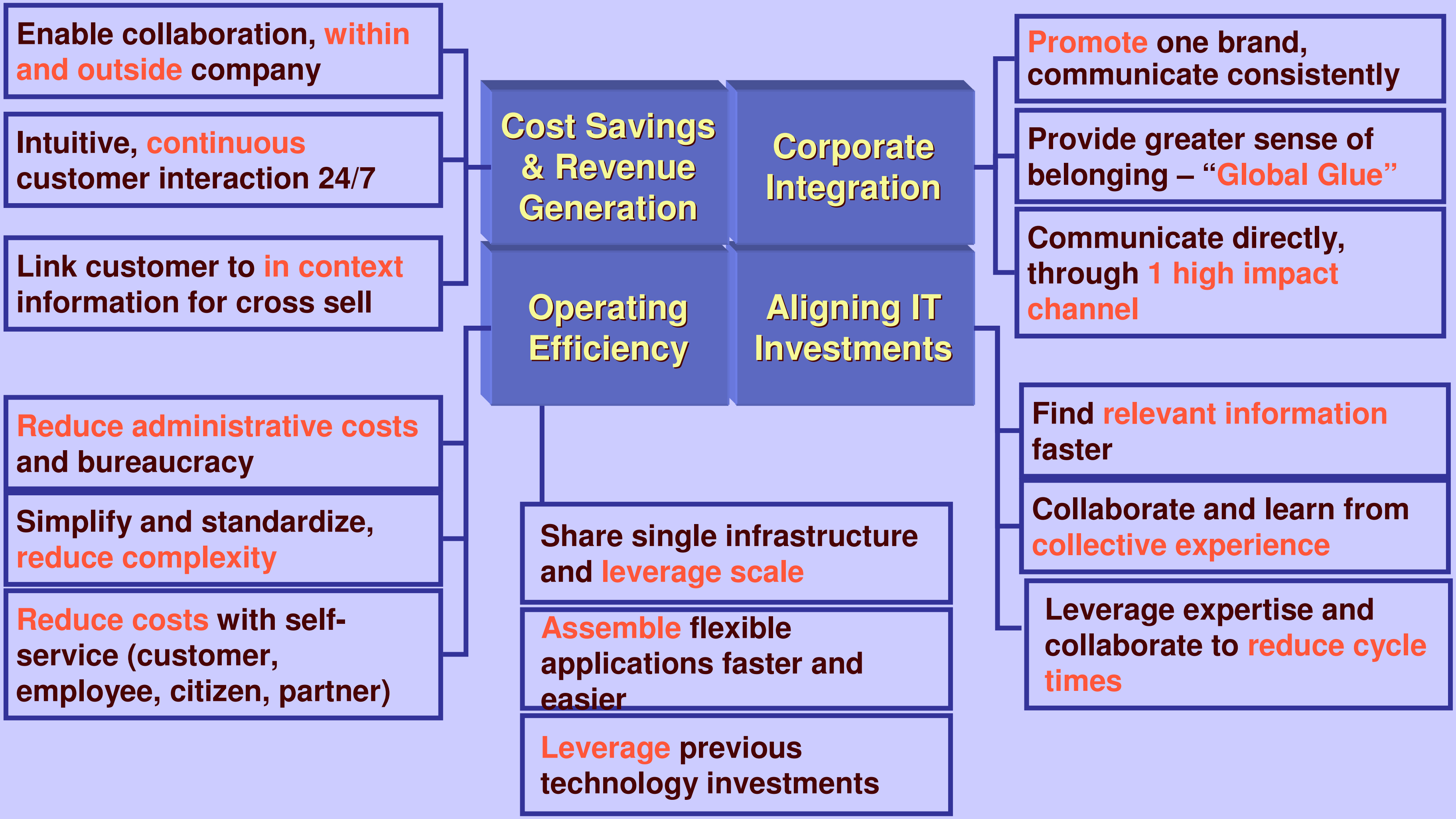
Links:

- forums. services. web-hosting
- forums. software. websphere
- forums. software. websphere. wsad
- forums. software. webking

Selling for IBM

A roadmap for the on demand infrastructure
Internal and external workshops to help your client plan infrastructure transformation.

Portal Success is Built Upon Clear Business Objectives



Enable collaboration, within and outside company

Intuitive, continuous customer interaction 24/7

Link customer to in context information for cross sell

Cost Savings & Revenue Generation

Corporate Integration

Promote one brand, communicate consistently

Provide greater sense of belonging – “Global Glue”

Communicate directly, through 1 high impact channel

Operating Efficiency

Aligning IT Investments

Reduce administrative costs and bureaucracy

Simplify and standardize, reduce complexity

Reduce costs with self-service (customer, employee, citizen, partner)

Share single infrastructure and leverage scale

Assemble flexible applications faster and easier

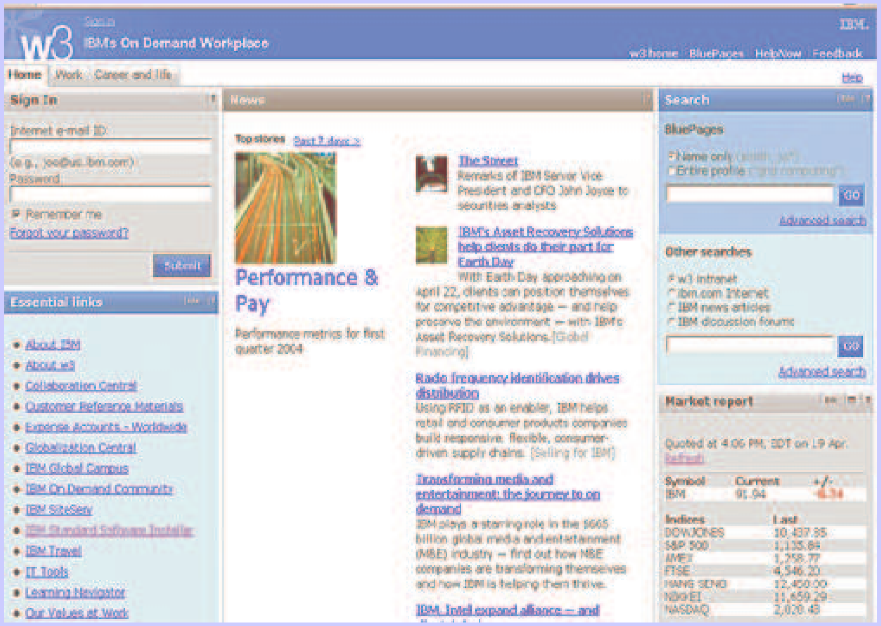
Leverage previous technology investments

Find relevant information faster

Collaborate and learn from collective experience

Leverage expertise and collaborate to reduce cycle times

IBM Internal Use of Portal
The On Demand Workplace (ODW) Portal


w3
Sign in
IBM's On Demand Workplace
IBM.
w3 home
BluePages
HelpNow
Feedback
Home
Work
Career and life
Help
Sign In
Internet e-mail ID:
(e.g., joe@us.ibm.com)
Password
Remember me
Forgot your password?
Submit
Essential links
About IBM
About w3
Collaboration Central
Customer Reference Materials
Expense Accounts - Worldwide
Globalization Central
IBM Global Campus
IBM On Demand Community
IBM SiteServ
IBM Standard Software Installer
IBM Travel
IT Tools
Learning Navigator
Our Values at Work
News
Top stories
Past 7 days >
Search
BluePages
Name only
Entire profile
GO
Advanced search
Other searches
w3 intranet
ibm.com Internet
IBM news articles
IBM discussion forums
GO
Advanced search
Market report
Refresh

Performance & Pay

Performance metrics for first quarter 2004

The Street

Remarks of IBM Senior Vice President and CFO John Joyce to securities analysts

IBM's Asset Recovery Solutions help clients do their part for Earth Day

With Earth Day approaching on April 22, clients can position themselves for competitive advantage — and help preserve the environment — with IBM's Asset Recovery Solutions. [Global Financing]

Radio frequency identification drives distribution

Using RFID as an enabler, IBM helps retail and consumer products companies build responsive, flexible, consumer-driven supply chains. [Selling for IBM]

Transforming media and entertainment: the journey to on demand

IBM plays a starring role in the $665 billion global media and entertainment (M&E) industry — find out how M&E companies are transforming themselves and how IBM is helping them thrive.

IBM, Intel expand alliance — and

Quoted at 4:06 PM, EDT on 19 Apr.

Symbol	Current	+/-
IBM	91.94	-0.34

Indices	Last
DOW JONES	10,437.85
S&P 500	1,135.84
AMEX	1,258.77
FTSE	4,546.20
HANG SENG	12,450.00
NIKKEI	11,659.29
NASDAQ	2,020.43

Cost Savings

Corporate Integration

Operational Efficiency

Aligning IT Investments

ODW Reduces the Cost of Delivering Administrative Services and Strategic Processes

- Hard cost savings
- Cost avoidance through standardization
- Headcount realignment
- Productivity improvements

$2B / Year in savings

Real cash the business can use

Cost Savings

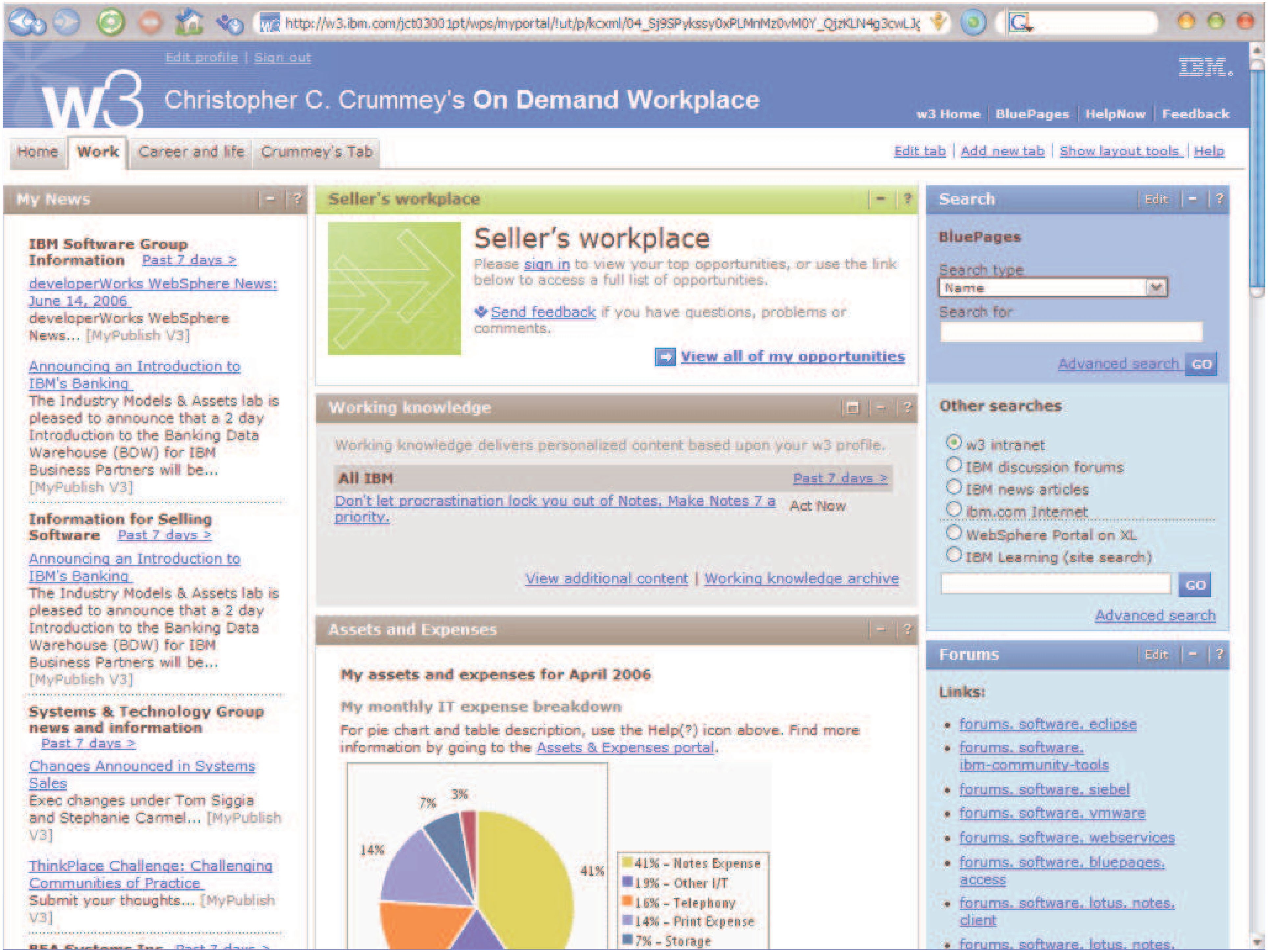
Corporate Integration

Operational Efficiency

Aligning IT Investments

Cost Savings Attributed to ODW -- Direct and Enabled

	Direct Impact in (000s)	*Enabled by in (000s)*
eLearning	**$284,000**	**$ 0**
IT: IBM Standard Software Installer, Virtual Help Desk	**$201,000**	**$ 0**
IT: Asset Management Tool, Global Web Architecture	**$133,000**	**$ 0**
Human Resources: On-line Expense System	**$ 35,826**	**$ 0**
eCollaboration: Web Conferencing, Surveys	**$ 11,091**	**$ 0**
Travel: On-line Travel	**$ 11,771**	**$ 0**
Human Resources: Employee Self Service	**$ 4,022**	**$243,950**
Corporate Communications: News, Licensing	**$ 3,000**	**$ 0**
Mobile Workforce: Real Estate Savings	**$ 0**	**$452,600**
Procurement: Employee Self Service	**$ 0**	**$450,000**
Customer Relationship Management	**$ 0**	**$164,100**
Total	**$ 683,710**	**$1,310,650**


http://w3.ibm.com/jct03001pt/wps/myportal/!ut/p/kcxml/04_Sj9SPykssy0xPLMnMz0vM0Y_QjzKLN4g3cwLJ
Edit profile | Sign out
IBM.
w3 Home | BluePages | HelpNow | Feedback
Home
Work
Career and life
Crummey's Tab
Edit tab | Add new tab | Show layout tools | Help

w3 Christopher C. Crummey's **On Demand Workplace**

My News

IBM Software Group Information Past 7 days >

developerWorks WebSphere News: June 14, 2006
developerWorks WebSphere News... [MyPublish V3]

Announcing an Introduction to IBM's Banking
The Industry Models & Assets lab is pleased to announce that a 2 day Introduction to the Banking Data Warehouse (BDW) for IBM Business Partners will be... [MyPublish V3]

Information for Selling Software Past 7 days >

Announcing an Introduction to IBM's Banking
The Industry Models & Assets lab is pleased to announce that a 2 day Introduction to the Banking Data Warehouse (BDW) for IBM Business Partners will be... [MyPublish V3]

Systems & Technology Group news and information Past 7 days >

Changes Announced in Systems Sales
Exec changes under Tom Siggia and Stephanie Carmel... [MyPublish V3]

ThinkPlace Challenge: Challenging Communities of Practice
Submit your thoughts... [MyPublish V3]

BEA Systems Inc. Past 7 days >

Seller's workplace

Seller's workplace

Please sign in to view your top opportunities, or use the link below to access a full list of opportunities.

Send feedback if you have questions, problems or comments.

View all of my opportunities

Working knowledge

Working knowledge delivers personalized content based upon your w3 profile.

All IBM Past 7 days >

Don't let procrastination lock you out of Notes. Make Notes 7 a priority. Act Now

View additional content | Working knowledge archive

Assets and Expenses

My assets and expenses for April 2006

My monthly IT expense breakdown

For pie chart and table description, use the Help(?) icon above. Find more information by going to the Assets & Expenses portal.

- 41% – Notes Expense
- 19% – Other I/T
- 16% – Telephony
- 14% – Print Expense
- 7% – Storage

Search

BluePages

Search type: Name

Search for

Edit
Advanced search
GO

Other searches

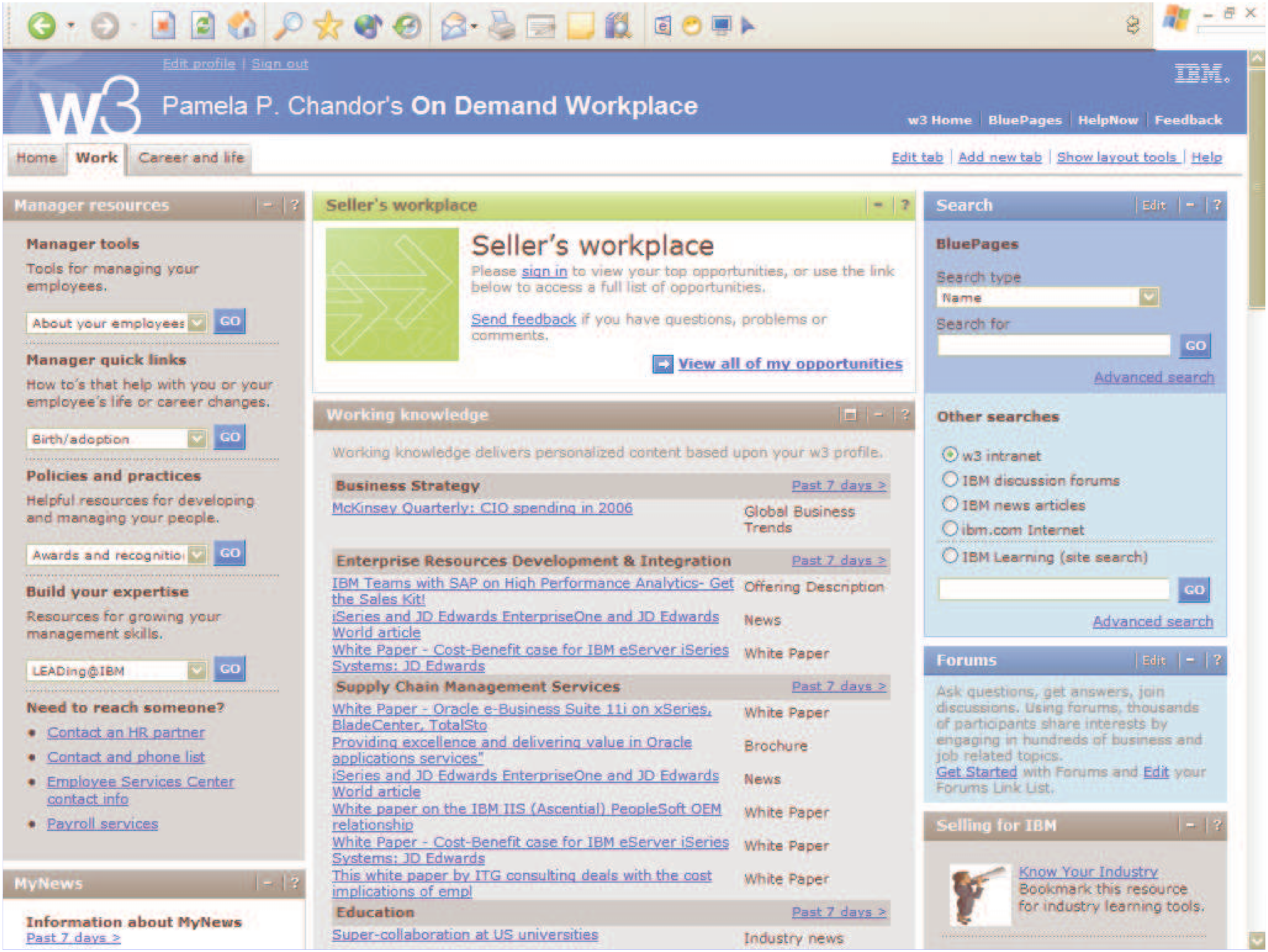
- ● w3 intranet
- ○ IBM discussion forums
- ○ IBM news articles
- ○ ibm.com Internet
- ○ WebSphere Portal on XL
- ○ IBM Learning (site search)

GO
Advanced search

Forums

Links:

- forums. software. eclipse
- forums. software. ibm-community-tools
- forums. software. siebel
- forums. software. vmware
- forums. software. webservices
- forums. software. bluepages. access
- forums. software. lotus. notes. client
- forums. software. lotus. notes.


Edit profile | Sign out
w3
IBM.
w3 Home | BluePages | HelpNow | Feedback
Home
Work
Career and life
Edit tab | Add new tab | Show layout tools | Help

Pamela P. Chandor's **On Demand Workplace**

Manager resources

Manager tools

Tools for managing your employees.

About your employees — GO

Manager quick links

How to's that help with you or your employee's life or career changes.

Birth/adoption — GO

Policies and practices

Helpful resources for developing and managing your people.

Awards and recognitio — GO

Build your expertise

Resources for growing your management skills.

LEADing@IBM — GO

Need to reach someone?

- Contact an HR partner
- Contact and phone list
- Employee Services Center contact info
- Payroll services

MyNews

Information about MyNews

Past 7 days >

Seller's workplace

Seller's workplace

Please sign in to view your top opportunities, or use the link below to access a full list of opportunities.

Send feedback if you have questions, problems or comments.

View all of my opportunities

Working knowledge

Working knowledge delivers personalized content based upon your w3 profile.

Business Strategy	Past 7 days >
McKinsey Quarterly: CIO spending in 2006	Global Business Trends
Enterprise Resources Development & Integration	Past 7 days >
IBM Teams with SAP on High Performance Analytics- Get the Sales Kit!	Offering Description
iSeries and JD Edwards EnterpriseOne and JD Edwards World article	News
White Paper - Cost-Benefit case for IBM eServer iSeries Systems: JD Edwards	White Paper
Supply Chain Management Services	Past 7 days >
White Paper - Oracle e-Business Suite 11i on xSeries, BladeCenter, TotalSto	White Paper
Providing excellence and delivering value in Oracle applications services"	Brochure
iSeries and JD Edwards EnterpriseOne and JD Edwards World article	News
White paper on the IBM IIS (Ascential) PeopleSoft OEM relationship	White Paper
White Paper - Cost-Benefit case for IBM eServer iSeries Systems: JD Edwards	White Paper
This white paper by ITG consulting deals with the cost implications of empl	White Paper
Education	Past 7 days >
Super-collaboration at US universities	Industry news

Search

BluePages

Search type: Name

Search for: — GO

Advanced search

Other searches

● w3 intranet
○ IBM discussion forums
○ IBM news articles
○ ibm.com Internet
○ IBM Learning (site search)

GO

Advanced search

Forums

Ask questions, get answers, join discussions. Using forums, thousands of participants share interests by engaging in hundreds of business and job related topics.

Get Started with Forums and Edit your Forums Link List.

Selling for IBM

Know Your Industry

Bookmark this resource for industry learning tools.

IBM On Demand Workplace: Manager Portal

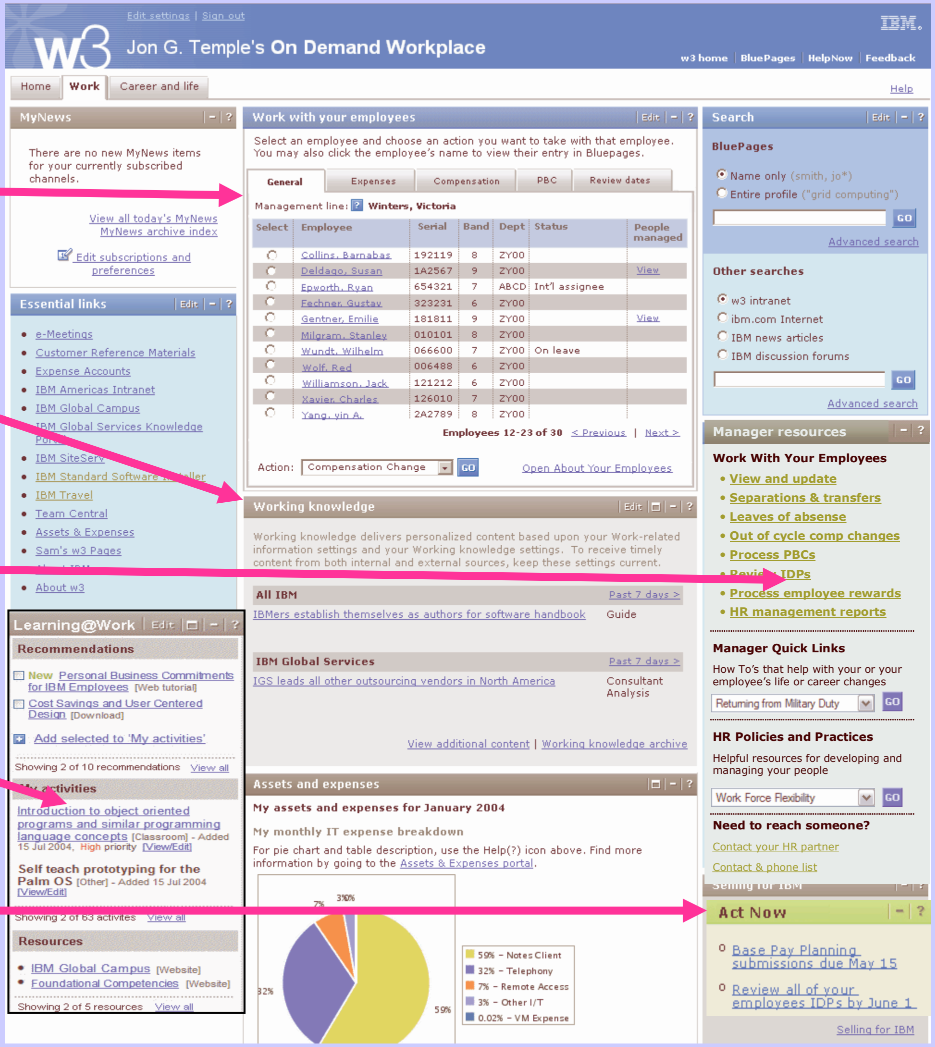
Seamless Work With Your Employee Tools

Personalized Manager Content

Manager Resources Portlet

Work-embedded Learning

ActNow Calendering Functions



Edit settings | Sign out

w3 Jon G. Temple's On Demand Workplace

IBM.

w3 home | BluePages | HelpNow | Feedback

Home | Work | Career and life

Help

MyNews

There are no new MyNews items for your currently subscribed channels.

View all today's MyNews
MyNews archive index

Edit subscriptions and preferences

Essential links

- e-Meetings
- Customer Reference Materials
- Expense Accounts
- IBM Americas Intranet
- IBM Global Campus
- IBM Global Services Knowledge Portal
- IBM SiteServ
- IBM Standard Software Installer
- IBM Travel
- Team Central
- Assets & Expenses
- Sam's w3 Pages
- About IBM
- About w3

Learning@Work

Recommendations

☐ New Personal Business Commitments for IBM Employees [Web tutorial]
☐ Cost Savings and User Centered Design [Download]

Add selected to 'My activities'

Showing 2 of 10 recommendations View all

My activities

Introduction to object oriented programs and similar programming language concepts [Classroom] - Added 15 Jul 2004, High priority [View/Edit]

Self teach prototyping for the Palm OS [Other] - Added 15 Jul 2004 [View/Edit]

Showing 2 of 63 activites View all

Resources

- IBM Global Campus [Website]
- Foundational Competencies [Website]

Showing 2 of 5 resources View all

Work with your employees

Select an employee and choose an action you want to take with that employee.
You may also click the employee's name to view their entry in Bluepages.

General | Expenses | Compensation | PBC | Review dates

Management line: **Winters, Victoria**

Select	Employee	Serial	Band	Dept	Status	People managed
○	Collins, Barnabas	192119	8	ZY00		
○	Deldago, Susan	1A2567	9	ZY00		View
○	Epworth, Ryan	654321	7	ABCD	Int'l assignee	
○	Fechner, Gustav	323231	6	ZY00		
○	Gentner, Emilie	181811	9	ZY00		View
○	Milgram, Stanley	010101	8	ZY00		
○	Wundt, Wilhelm	066600	7	ZY00	On leave	
○	Wolf, Red	006488	6	ZY00		
○	Williamson, Jack	121212	6	ZY00		
○	Xavier, Charles	126010	7	ZY00		
○	Yang, yin A.	2A2789	8	ZY00		

Employees 12-23 of 30 < Previous | Next >

Action: Compensation Change GO Open About Your Employees

Working knowledge

Working knowledge delivers personalized content based upon your Work-related information settings and your Working knowledge settings. To receive timely content from both internal and external sources, keep these settings current.

All IBM Past 7 days >

IBMers establish themselves as authors for software handbook — Guide

IBM Global Services Past 7 days >

IGS leads all other outsourcing vendors in North America — Consultant Analysis

View additional content | Working knowledge archive

Assets and expenses

My assets and expenses for January 2004

My monthly IT expense breakdown

For pie chart and table description, use the Help(?) icon above. Find more information by going to the Assets & Expenses portal.

- 🟨 59% – Notes Client
- 🟪 32% – Telephony
- 🟧 7% – Remote Access
- ▨ 3% – Other I/T
- 🟦 0.02% – VM Expense

Search

BluePages

● Name only (smith, jo*)
○ Entire profile ("grid computing")

GO

Advanced search

Other searches

● w3 intranet
○ ibm.com Internet
○ IBM news articles
○ IBM discussion forums

GO

Advanced search

Manager resources

Work With Your Employees

- View and update
- Separations & transfers
- Leaves of absense
- Out of cycle comp changes
- Process PBCs
- Review IDPs
- Process employee rewards
- HR management reports

Manager Quick Links

How To's that help with your or your employee's life or career changes

Returning from Military Duty GO

HR Policies and Practices

Helpful resources for developing and managing your people

Work Force Flexibility GO

Need to reach someone?

Contact your HR partner

Contact & phone list

Selling for IBM

Act Now

- Base Pay Planning submissions due May 15
- Review all of your employees IDPs by June 1

Selling for IBM

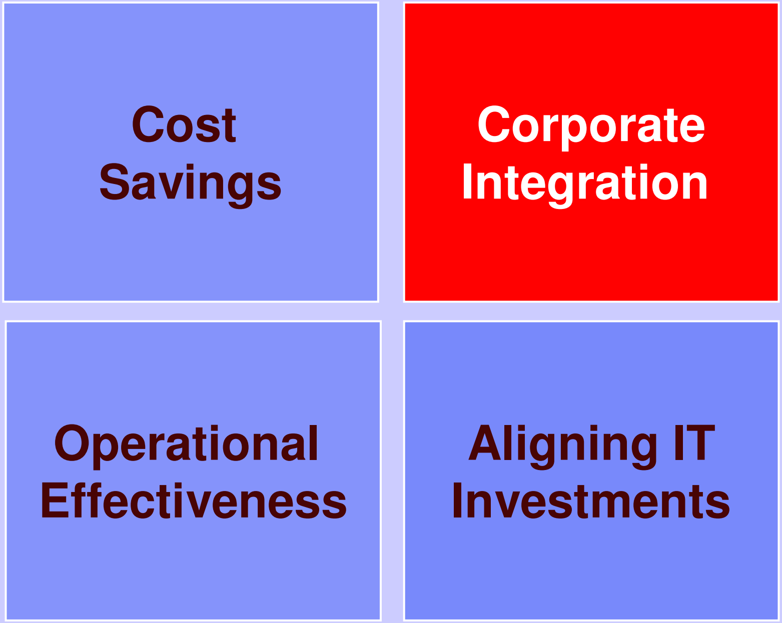
Impact

(2006 – 2008)

- 12 hours annual time saving per manager
- $571 annual savings per manager
- $16M total savings for all Mgrs
- $1.3M hard savings from website reductions

ODW Helps Make IBM the Employer of Choice

- Understanding IBM’s business
- Greater work flexibility
- Innovative learning
- Better work life balance



Cost Savings

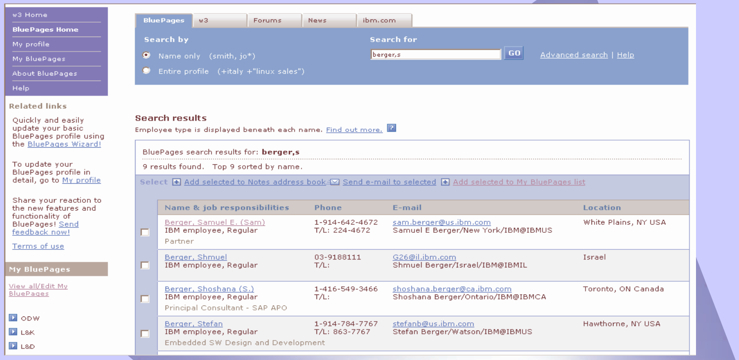
Corporate Integration

Operational Effectiveness

Aligning IT Investments

Connecting and Collaborating

- BluePages provides access to:
  - Contact, skills and experience information
  - Network and community affiliations
  - Instant message and email
  - Search for skills and individuals


w3 Home
BluePages Home
My profile
My BluePages
About BluePages
Help
BluePages
w3
Forums
News
ibm.com
Search by
Search for
GO
Advanced search | Help
My BluePages
View all/Edit My BluePages
ODW
L&K
L&D

Related links

Quickly and easily update your basic BluePages profile using the BluePages Wizard!

To update your BluePages profile in detail, go to My profile

Share your reaction to the new features and functionality of BluePages! Send feedback now!

Terms of use

● Name only (smith, jo*)
○ Entire profile (+italy +"linux sales")

Search for: berger,s

Search results

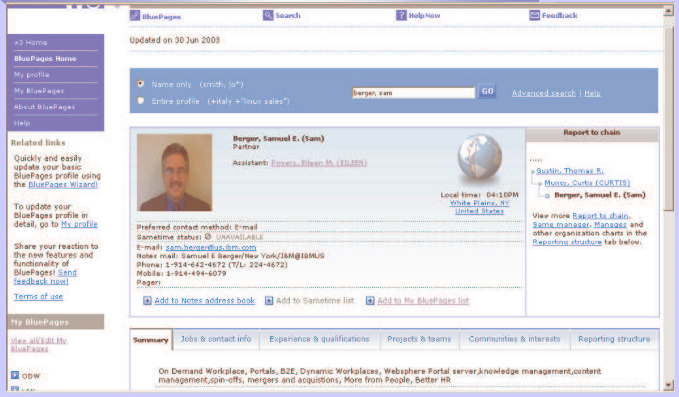
Employee type is displayed beneath each name. Find out more.

BluePages search results for: **berger,s**

9 results found. Top 9 sorted by name.

Select ⊞ Add selected to Notes address book ✉ Send e-mail to selected ⊞ Add selected to My BluePages list

	Name & job responsibilities	Phone	E-mail	Location
☐	Berger, Samuel E. (Sam) IBM employee, Regular Partner	1-914-642-4672 T/L: 224-4672	sam.berger@us.ibm.com Samuel E Berger/New York/IBM@IBMUS	White Plains, NY USA
☐	Berger, Shmuel IBM employee, Regular	03-9188111 T/L:	G26@il.ibm.com Shmuel Berger/Israel/IBM@IBMIL	Israel
☐	Berger, Shoshana (S.) IBM employee, Regular Principal Consultant - SAP APO	1-416-549-3466 T/L:	shoshana.berger@ca.ibm.com Shoshana Berger/Ontario/IBM@IBMCA	Toronto, ON Canada
☐	Berger, Stefan IBM employee, Regular Embedded SW Design and Development	1-914-784-7767 T/L: 863-7767	stefanb@us.ibm.com Stefan Berger/Watson/IBM@IBMUS	Hawthorne, NY USA


BluePages
Search
HelpNow
Feedback
w3 Home
BluePages Home
My profile
My BluePages
About BluePages
Help
GO
Advanced search | Help
Report to chain
Add to Notes address book
Add to Sametime list
Add to My BluePages list
Summary
Jobs & contact info
Experience & qualifications
Projects & teams
Communities & interests
Reporting structure
My BluePages
View all/Edit My BluePages
ODW

Updated on 30 Jun 2003

Related links

Quickly and easily update your basic BluePages profile using the BluePages Wizard!

To update your BluePages profile in detail, go to My profile

Share your reaction to the new features and functionality of BluePages! Send feedback now!

Terms of use

● Name only (smith, jo*)
○ Entire profile (+italy +"linux sales")

berger, sam

Berger, Samuel E. (Sam)
Partner

Assistant: Powers, Eileen M. (EILEEN)

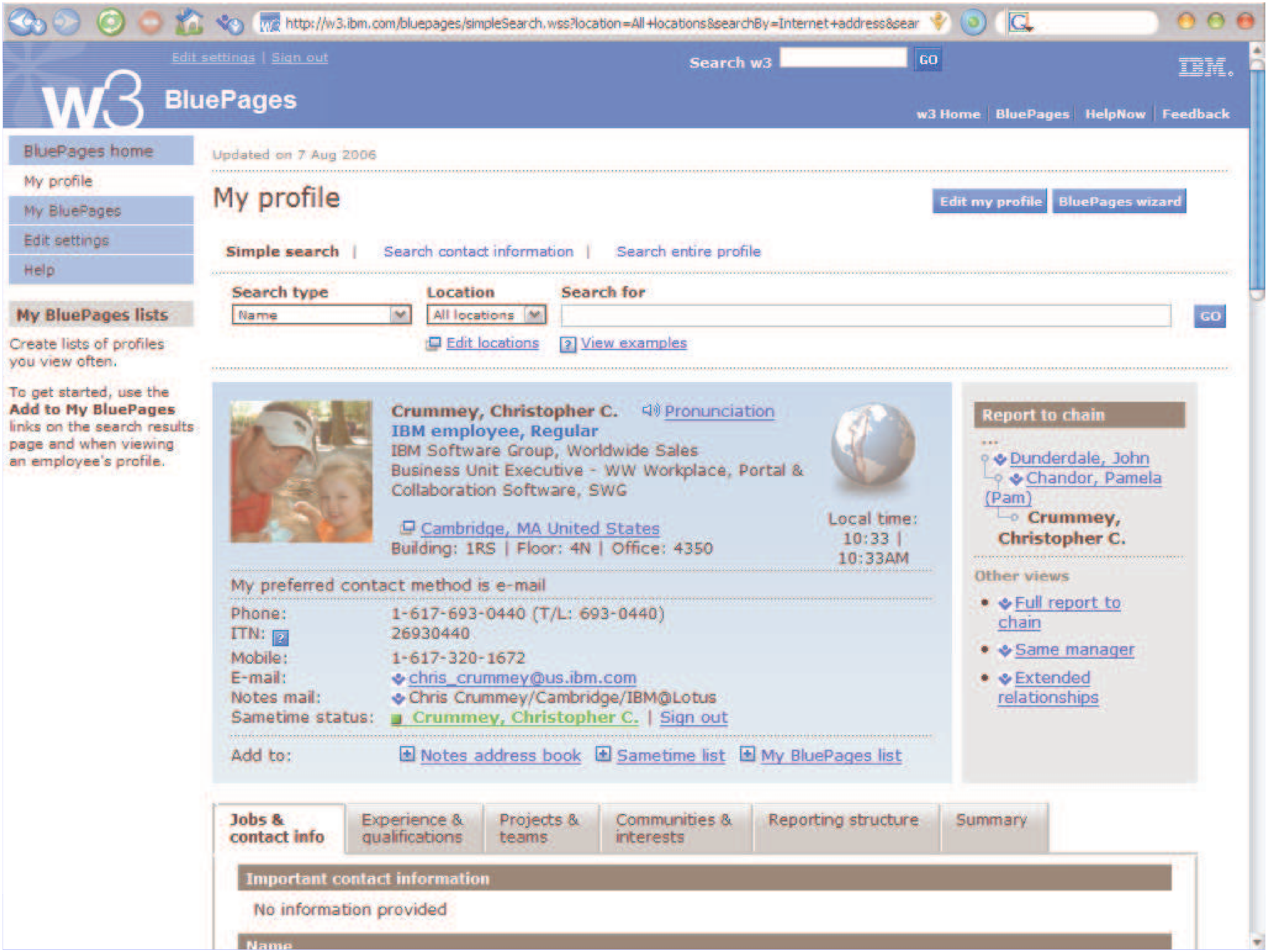
Local time: 04:10PM
White Plains, NY
United States

Preferred contact method: E-mail
Sametime status: ⊘ UNAVAILABLE
E-mail: sam.berger@us.ibm.com
Notes mail: Samuel E Berger/New York/IBM@IBMUS
Phone: 1-914-642-4672 (T/L: 224-4672)
Mobile: 1-914-494-6079
Pager:

.....
Gustin, Thomas R.
Muncy, Curtis (CURTIS)
Berger, Samuel E. (Sam)

View more Report to chain, Same manager, Manages and other organization charts in the Reporting structure tab below.

On Demand Workplace, Portals, B2E, Dynamic Workplaces, Websphere Portal server,knowledge management,content management,spin-offs, mergers and acquistions, More from People, Better HR



http://w3.ibm.com/bluepages/simpleSearch.wss?location=All+locations&searchBy=Internet+address&sear
Edit settings | Sign out
Search w3
GO
IBM.
w3 BluePages
w3 Home | BluePages | HelpNow | Feedback
BluePages home
My profile
My BluePages
Edit settings
Help

My BluePages lists

Create lists of profiles you view often.

To get started, use the **Add to My BluePages** links on the search results page and when viewing an employee's profile.

Updated on 7 Aug 2006

My profile

Edit my profile
BluePages wizard
Simple search | Search contact information | Search entire profile

Search type	Location	Search for
Name	All locations	

GO
Edit locations
View examples

Crummey, Christopher C. Pronunciation

IBM employee, Regular

IBM Software Group, Worldwide Sales
Business Unit Executive - WW Workplace, Portal & Collaboration Software, SWG

Cambridge, MA United States
Building: 1RS | Floor: 4N | Office: 4350

Local time:
10:33 |
10:33AM

My preferred contact method is e-mail

Phone:	1-617-693-0440 (T/L: 693-0440)
ITN:	26930440
Mobile:	1-617-320-1672
E-mail:	chris_crummey@us.ibm.com
Notes mail:	Chris Crummey/Cambridge/IBM@Lotus
Sametime status:	Crummey, Christopher C. | Sign out

Add to: Notes address book | Sametime list | My BluePages list

Report to chain

...
- Dunderdale, John
  - Chandor, Pamela (Pam)
    - **Crummey, Christopher C.**

Other views

- Full report to chain
- Same manager
- Extended relationships

Jobs & contact info
Experience & qualifications
Projects & teams
Communities & interests
Reporting structure
Summary

Important contact information

No information provided

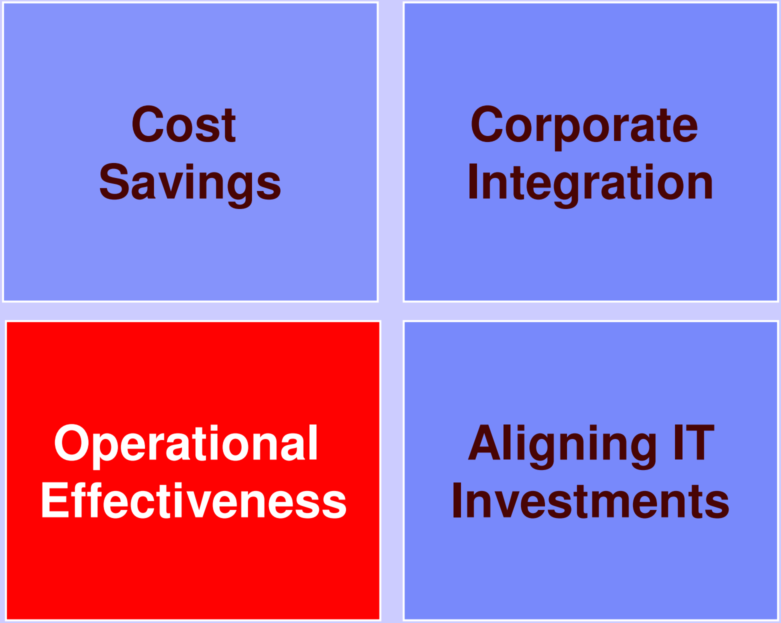
Name

ODW Improves the Effectiveness of Key Business Processes

- Cycle time savings
- Improved data accuracy
- Improved quality
- Faster merger integration

PwC Consulting integrated in less than 8 months

Realizing synergy of faster integrated sales and lower cost structure


Cost Savings

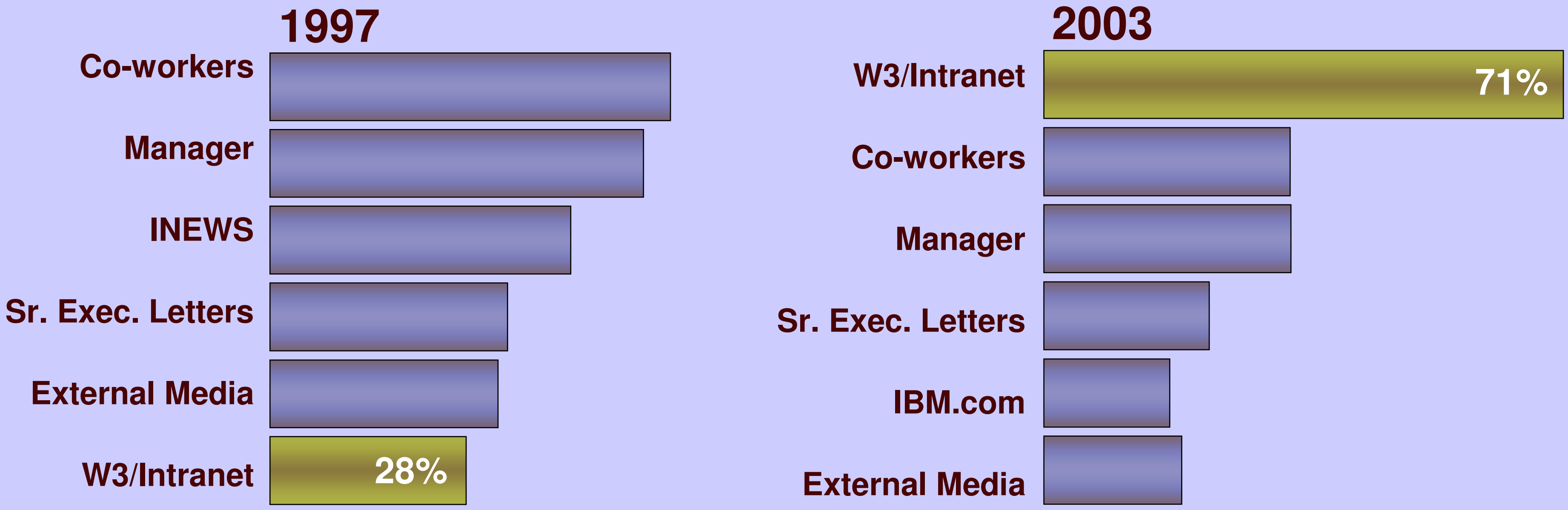
Corporate Integration

Operational Effectiveness

Aligning IT Investments

Align Strategy and Goals

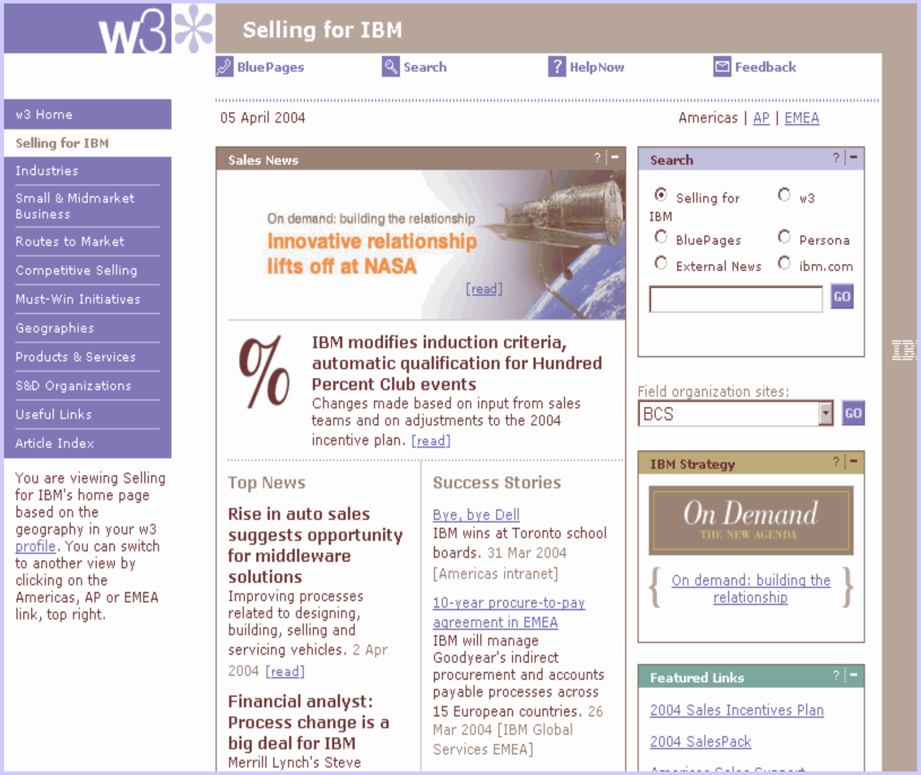
What are the best, credible, and preferred Sources of Information?



Today more than 80% of IBM employees access On Demand Workplace daily

Enabling IBM's Sales Organization

- **Single point of access for sales force enablement**
- **Ensures consistent brand image from IBM**
- **Delivers content and selling resources in context of IBM strategy**


w3
Selling for IBM
BluePages
Search
HelpNow
Feedback
w3 Home
Selling for IBM
Industries
Small & Midmarket Business
Routes to Market
Competitive Selling
Must-Win Initiatives
Geographies
Products & Services
S&D Organizations
Useful Links
Article Index
Americas | AP | EMEA
Sales News
On demand: building the relationship
Innovative relationship lifts off at NASA
[read]
%
Search
● Selling for IBM
○ w3
○ BluePages
○ Persona
○ External News
○ ibm.com
GO
Field organization sites:
BCS
GO
IBM Strategy
On Demand
THE NEW AGENDA
Featured Links

05 April 2004

You are viewing Selling for IBM's home page based on the geography in your w3 profile. You can switch to another view by clicking on the Americas, AP or EMEA link, top right.

IBM modifies induction criteria, automatic qualification for Hundred Percent Club events
Changes made based on input from sales teams and on adjustments to the 2004 incentive plan. [read]

Top News

Rise in auto sales suggests opportunity for middleware solutions
Improving processes related to designing, building, selling and servicing vehicles. 2 Apr 2004 [read]

Financial analyst: Process change is a big deal for IBM
Merrill Lynch's Steve

Success Stories

Bye, bye Dell
IBM wins at Toronto school boards. 31 Mar 2004 [Americas intranet]

10-year procure-to-pay agreement in EMEA
IBM will manage Goodyear's indirect procurement and accounts payable processes across 15 European countries. 26 Mar 2004 [IBM Global Services EMEA]

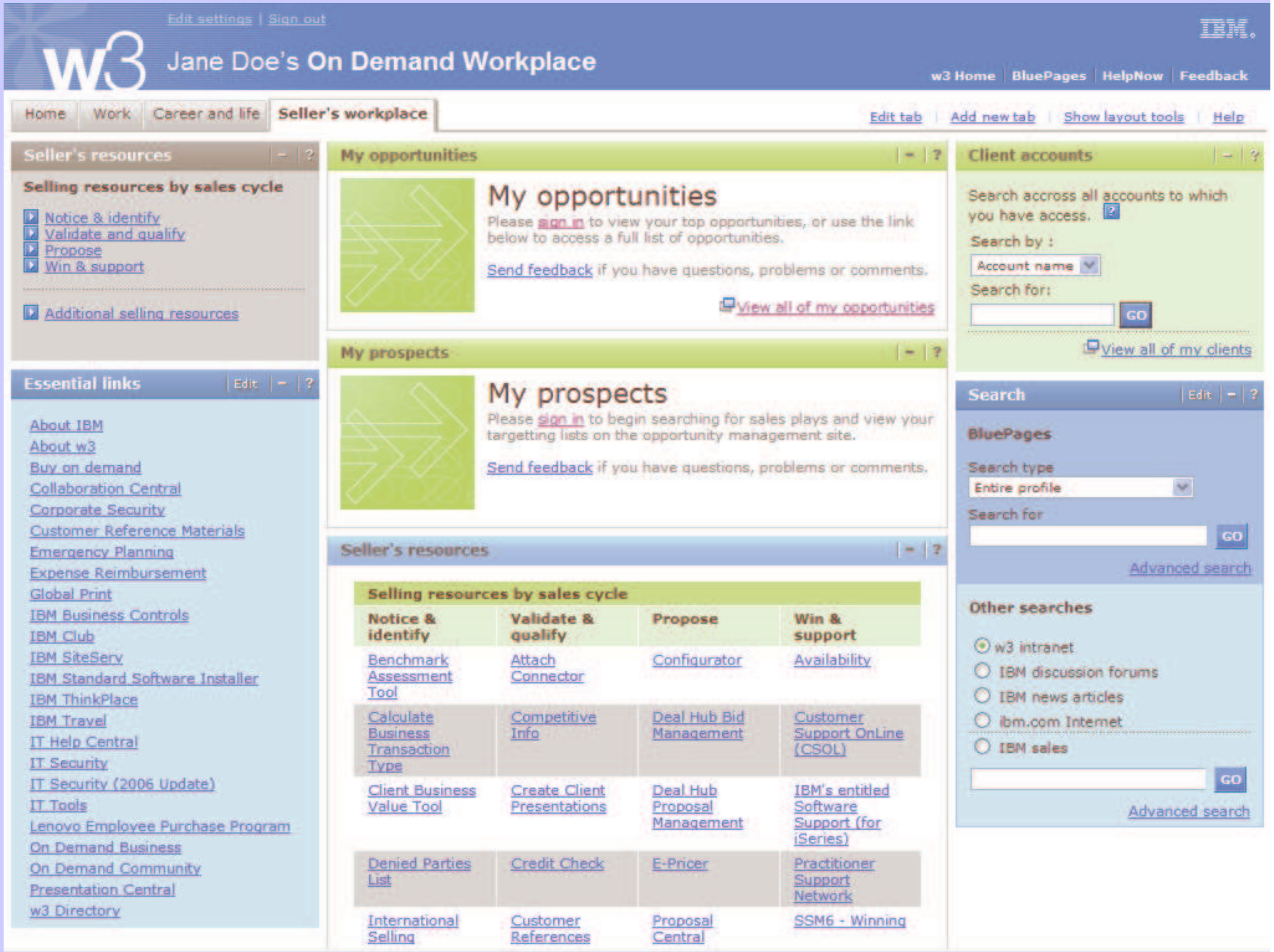
{ On demand: building the relationship }

2004 Sales Incentives Plan

2004 SalesPack

Seller’s role based Workplace

- **Access to cadence reports from Sales System**
- **Support with embedded learning**
    - **Context sensitive to task being performed or opportunity selected**
- **Access to Working Knowledge portlets**
    - **Internal/external papers, client cases, competitive reports based on individual’s profile**


Edit settings | Sign out
w3
IBM.
w3 Home | BluePages | HelpNow | Feedback
Home
Work
Career and life
Seller's workplace
Edit tab | Add new tab | Show layout tools | Help
GO
Edit

Jane Doe's On Demand Workplace

Seller's resources

Selling resources by sales cycle

- Notice & identify
- Validate and qualify
- Propose
- Win & support

Additional selling resources

Essential links

About IBM
About w3
Buy on demand
Collaboration Central
Corporate Security
Customer Reference Materials
Emergency Planning
Expense Reimbursement
Global Print
IBM Business Controls
IBM Club
IBM SiteServ
IBM Standard Software Installer
IBM ThinkPlace
IBM Travel
IT Help Central
IT Security
IT Security (2006 Update)
IT Tools
Lenovo Employee Purchase Program
On Demand Business
On Demand Community
Presentation Central
w3 Directory

My opportunities

My opportunities

Please sign in to view your top opportunities, or use the link below to access a full list of opportunities.

Send feedback if you have questions, problems or comments.

View all of my opportunities

My prospects

My prospects

Please sign in to begin searching for sales plays and view your targetting lists on the opportunity management site.

Send feedback if you have questions, problems or comments.

Seller's resources

Selling resources by sales cycle

Notice & identify	Validate & qualify	Propose	Win & support
Benchmark Assessment Tool	Attach Connector	Configurator	Availability
Calculate Business Transaction Type	Competitive Info	Deal Hub Bid Management	Customer Support OnLine (CSOL)
Client Business Value Tool	Create Client Presentations	Deal Hub Proposal Management	IBM's entitled Software Support (for iSeries)
Denied Parties List	Credit Check	E-Pricer	Practitioner Support Network
International Selling	Customer References	Proposal Central	SSM6 - Winning

Client accounts

Search accross all accounts to which you have access.

Search by : Account name

Search for:

View all of my clients

Search

BluePages

Search type: Entire profile

Search for

Advanced search

Other searches

● w3 intranet
○ IBM discussion forums
○ IBM news articles
○ ibm.com Internet
○ IBM sales

Advanced search

ODW Helps Eliminate Web Chaos and Delivers Greater Value

- IT standards
- Infrastructure consolidation
- Skills consolidation
- Website reduction

$294,000,000 savings from consolidation and standards

Cost Savings

Corporate Integration

Operational Effectiveness

Aligning IT Investments

W3 Operation Efficiency: Delivering Administrative Services and Strategic Processes

- -Hard cost savings
- -Cost avoidance through standardization
- -Headcount realignment
- -Productivity improvements

	10 years ago	today
CIOs	128	1
Host Data Centers	155	10
Web Hosting Centers	80	7
Network	31	1
Applications	16,000	4,839

$294M / Year in savings

The Value of On Demand Workplace Portal

- Shapes a unifying culture, aligning workforce with strategy
- Delivers enhanced employee services at lower cost
- Creates a dynamic platform for work that can respond rapidly to new marketplace realities and requirements

Cost Savings

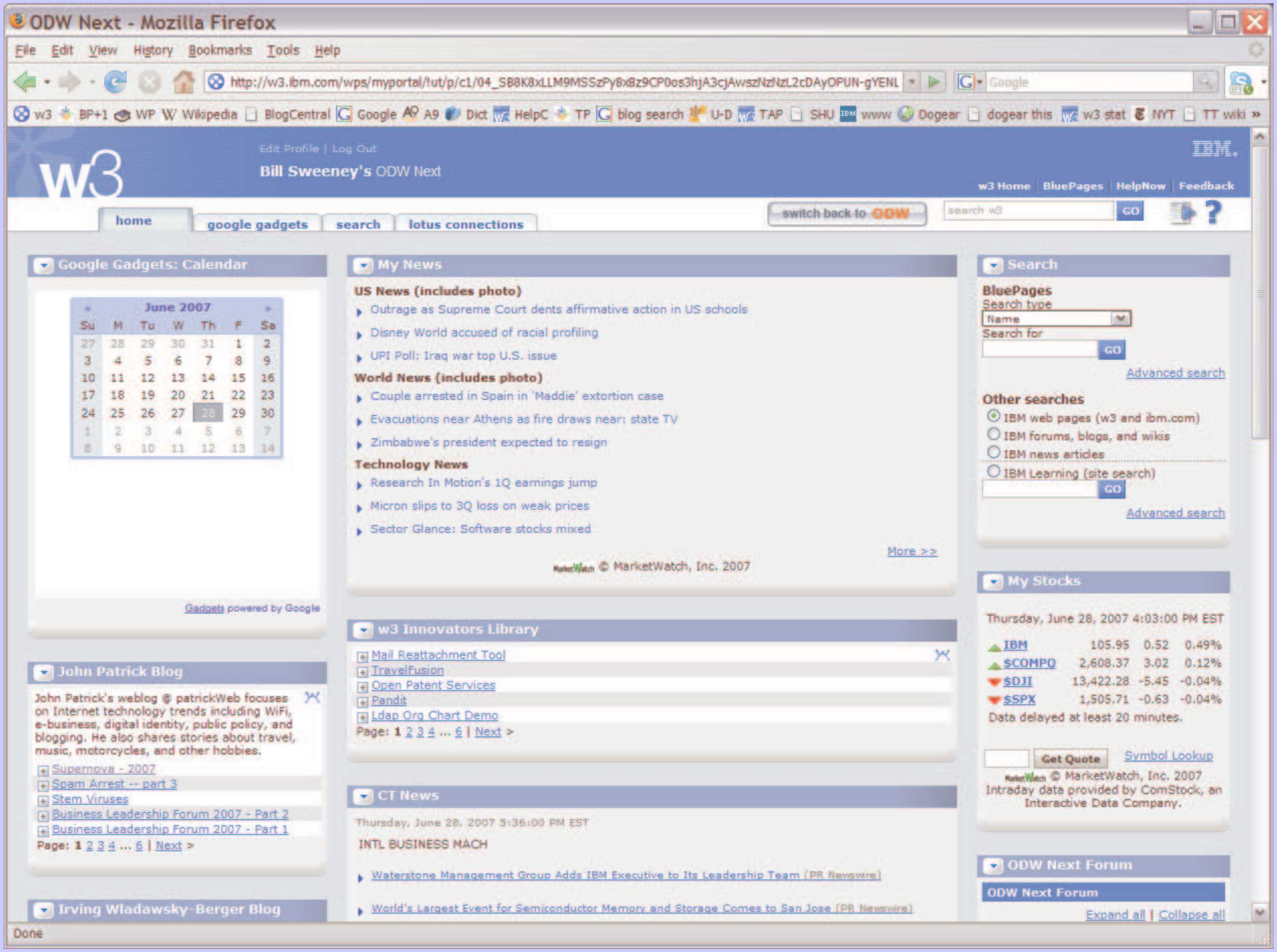
Corporate Integration

Operational Effectiveness

Aligning IT Investments

ODW Next

- Perpetual Beta
- Dynamic switching between ODW and ODW Next
- Enables integrated innovation
- Built on Portal 6
- Web 2.0
- Google Gadgets
- New model for self deployment
- Remote portlets


ODW Next - Mozilla Firefox
File Edit View History Bookmarks Tools Help
http://w3.ibm.com/wps/myportal/!ut/p/c1/04_SB8K8xLLM9MSSzPy8xBz9CP0os3hjA3cjAwszNzNzL2cDAyOPUN-gYENL
Google
w3 BP+1 WP Wikipedia BlogCentral Google A9 Dict HelpC TP blog search U-D TAP SHU www Dogear dogear this w3 stat NYT TT wiki »
w3
IBM.
Edit Profile | Log Out
w3 Home | BluePages | HelpNow | Feedback
home
google gadgets
search
lotus connections
switch back to ODW
search w3
GO
?
Done

Bill Sweeney's ODW Next

Google Gadgets: Calendar

June 2007

Su	M	Tu	W	Th	F	Sa
27	28	29	30	31	1	2
3	4	5	6	7	8	9
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28	29	30
1	2	3	4	5	6	7
8	9	10	11	12	13	14

Gadgets powered by Google

My News

US News (includes photo)

- Outrage as Supreme Court dents affirmative action in US schools
- Disney World accused of racial profiling
- UPI Poll: Iraq war top U.S. issue

World News (includes photo)

- Couple arrested in Spain in 'Maddie' extortion case
- Evacuations near Athens as fire draws near: state TV
- Zimbabwe's president expected to resign

Technology News

- Research In Motion's 1Q earnings jump
- Micron slips to 3Q loss on weak prices
- Sector Glance: Software stocks mixed

More >>

MarketWatch © MarketWatch, Inc. 2007

Search

BluePages

Search type: Name

Search for

GO

Advanced search

Other searches

● IBM web pages (w3 and ibm.com)
○ IBM forums, blogs, and wikis
○ IBM news articles
○ IBM Learning (site search)

GO

Advanced search

John Patrick Blog

John Patrick's weblog @ patrickWeb focuses on Internet technology trends including WiFi, e-business, digital identity, public policy, and blogging. He also shares stories about travel, music, motorcycles, and other hobbies.

- Supernova - 2007
- Spam Arrest -- part 3
- Stem Viruses
- Business Leadership Forum 2007 - Part 2
- Business Leadership Forum 2007 - Part 1

Page: 1 2 3 4 ... 6 | Next >

w3 Innovators Library

- Mail Reattachment Tool
- TravelFusion
- Open Patent Services
- Pandit
- Ldap Org Chart Demo

Page: 1 2 3 4 ... 6 | Next >

My Stocks

Thursday, June 28, 2007 4:03:00 PM EST

▲ IBM	105.95	0.52	0.49%
▲ $COMPQ	2,608.37	3.02	0.12%
▼ $DJI	13,422.28	-5.45	-0.04%
▼ $SPX	1,505.71	-0.63	-0.04%

Data delayed at least 20 minutes.

Get Quote   Symbol Lookup

MarketWatch © MarketWatch, Inc. 2007
Intraday data provided by ComStock, an Interactive Data Company.

CT News

Thursday, June 28, 2007 5:36:00 PM EST

INTL BUSINESS MACH

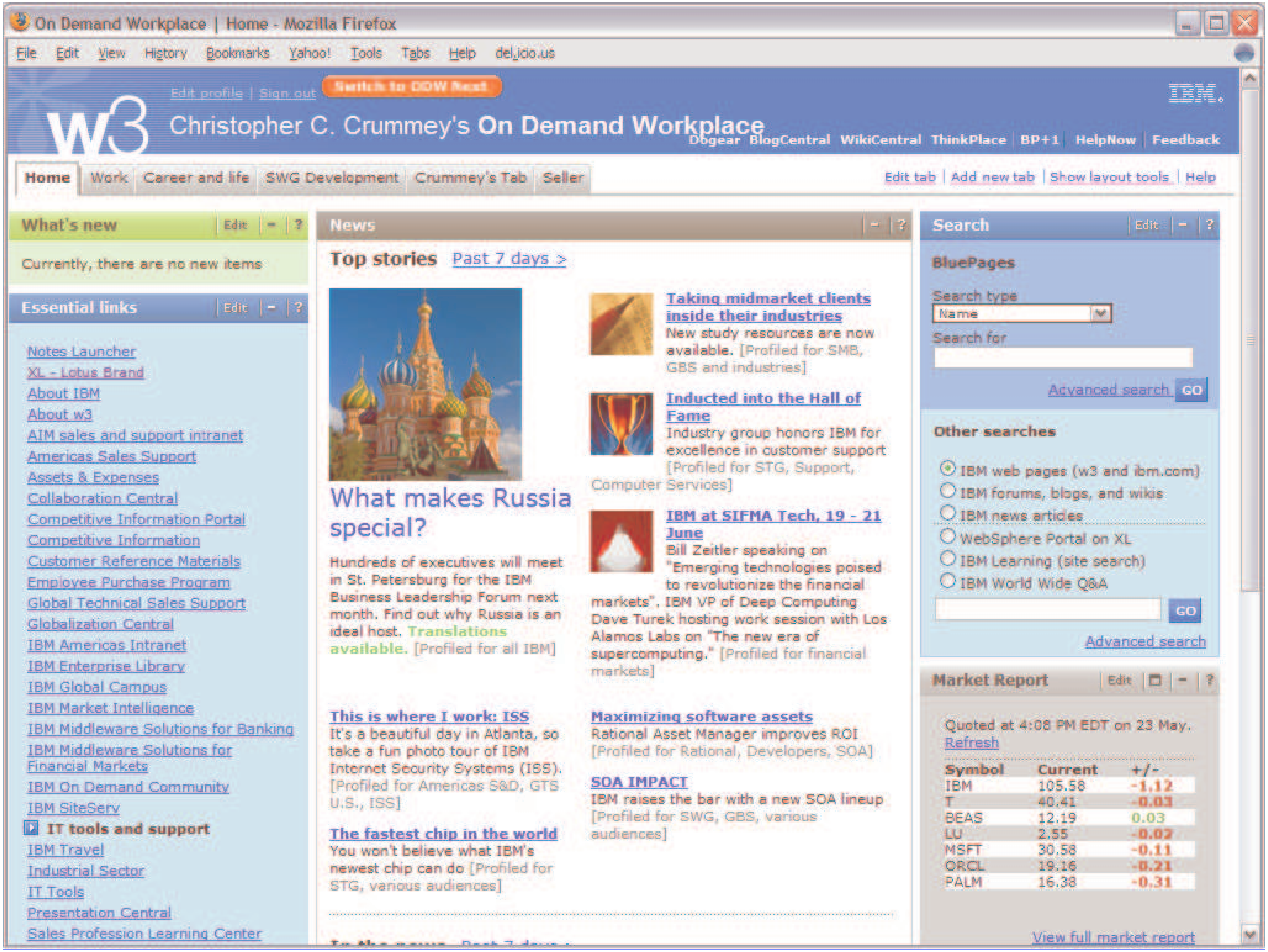
- Waterstone Management Group Adds IBM Executive to Its Leadership Team (PR Newswire)
- World's Largest Event for Semiconductor Memory and Storage Comes to San Jose (PR Newswire)

ODW Next Forum

ODW Next Forum

Expand all | Collapse all

Irving Wladawsky-Berger Blog


On Demand Workplace | Home - Mozilla Firefox
File Edit View History Bookmarks Yahoo! Tools Tabs Help del.icio.us
w3
Edit profile | Sign out
Switch to ODW Next
IBM
Dogear BlogCentral WikiCentral ThinkPlace BP+1 HelpNow Feedback
Home Work Career and life SWG Development Crummey's Tab Seller
Edit tab | Add new tab | Show layout tools | Help
Edit
GO

Christopher C. Crummey's **On Demand Workplace**

What's new

Currently, there are no new items

Essential links

- Notes Launcher
- XL - Lotus Brand
- About IBM
- About w3
- AIM sales and support intranet
- Americas Sales Support
- Assets & Expenses
- Collaboration Central
- Competitive Information Portal
- Competitive Information
- Customer Reference Materials
- Employee Purchase Program
- Global Technical Sales Support
- Globalization Central
- IBM Americas Intranet
- IBM Enterprise Library
- IBM Global Campus
- IBM Market Intelligence
- IBM Middleware Solutions for Banking
- IBM Middleware Solutions for Financial Markets
- IBM On Demand Community
- IBM SiteServ
- **IT tools and support**
- IBM Travel
- Industrial Sector
- IT Tools
- Presentation Central
- Sales Profession Learning Center

News

Top stories Past 7 days >

What makes Russia special?

Hundreds of executives will meet in St. Petersburg for the IBM Business Leadership Forum next month. Find out why Russia is an ideal host. **Translations available.** [Profiled for all IBM]

Taking midmarket clients inside their industries
New study resources are now available. [Profiled for SMB, GBS and industries]

Inducted into the Hall of Fame
Industry group honors IBM for excellence in customer support [Profiled for STG, Support, Computer Services]

IBM at SIFMA Tech, 19 - 21 June
Bill Zeitler speaking on "Emerging technologies poised to revolutionize the financial markets", IBM VP of Deep Computing Dave Turek hosting work session with Los Alamos Labs on "The new era of supercomputing." [Profiled for financial markets]

This is where I work: ISS
It's a beautiful day in Atlanta, so take a fun photo tour of IBM Internet Security Systems (ISS). [Profiled for Americas S&D, GTS U.S., ISS]

The fastest chip in the world
You won't believe what IBM's newest chip can do [Profiled for STG, various audiences]

Maximizing software assets
Rational Asset Manager improves ROI [Profiled for Rational, Developers, SOA]

SOA IMPACT
IBM raises the bar with a new SOA lineup [Profiled for SWG, GBS, various audiences]

Search

BluePages

Search type
Name

Search for

Advanced search

Other searches

- ● IBM web pages (w3 and ibm.com)
- ○ IBM forums, blogs, and wikis
- ○ IBM news articles
- ○ WebSphere Portal on XL
- ○ IBM Learning (site search)
- ○ IBM World Wide Q&A

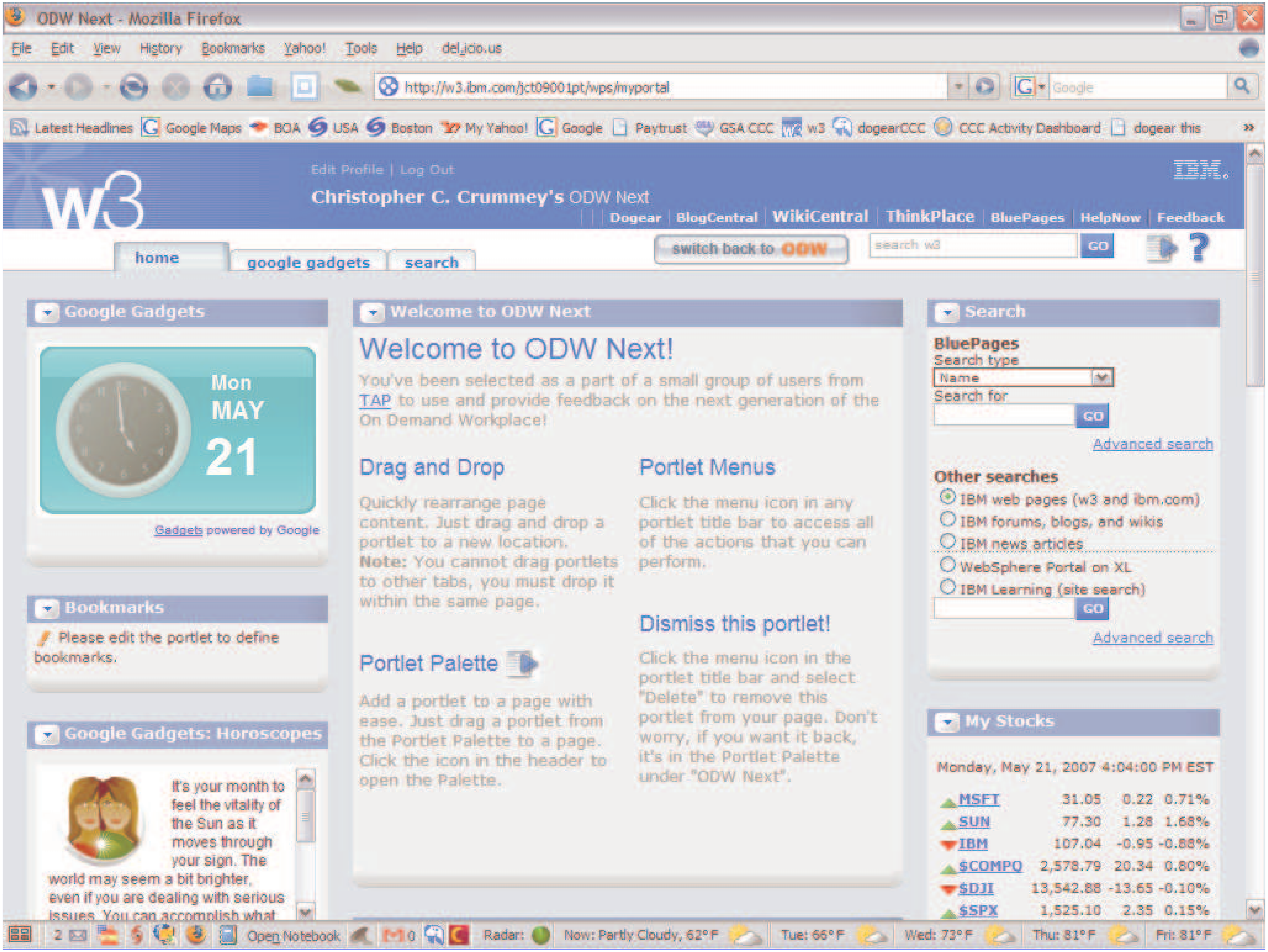
Advanced search

Market Report

Quoted at 4:08 PM EDT on 23 May.
Refresh

Symbol	Current	+/-
IBM	105.58	-1.12
T	40.41	-0.03
BEAS	12.19	0.03
LU	2.55	-0.02
MSFT	30.58	-0.11
ORCL	19.16	-0.21
PALM	16.38	-0.31

View full market report


ODW Next - Mozilla Firefox
File Edit View History Bookmarks Yahoo! Tools Help del.icio.us
http://w3.ibm.com/jct09001pt/wps/myportal
Google
Latest Headlines Google Maps BOA USA Boston My Yahoo! Google Paytrust GSA CCC w3 dogearCCC CCC Activity Dashboard dogear this
w3
Edit Profile | Log Out
IBM.
Dogear BlogCentral WikiCentral ThinkPlace BluePages HelpNow Feedback
home google gadgets search
switch back to ODW
search w3
GO
Google Gadgets
Mon
MAY
21
Gadgets powered by Google
Bookmarks
Google Gadgets: Horoscopes
Welcome to ODW Next
Search
Name
GO
Advanced search
GO
Advanced search
My Stocks
2 Open Notebook 0 Radar: Now: Partly Cloudy, 62°F Tue: 66°F Wed: 73°F Thu: 81°F Fri: 81°F

Christopher C. Crummey's ODW Next

Please edit the portlet to define bookmarks.

It's your month to feel the vitality of the Sun as it moves through your sign. The world may seem a bit brighter, even if you are dealing with serious issues. You can accomplish what

Welcome to ODW Next!

You've been selected as a part of a small group of users from TAP to use and provide feedback on the next generation of the On Demand Workplace!

Drag and Drop

Quickly rearrange page content. Just drag and drop a portlet to a new location. **Note:** You cannot drag portlets to other tabs, you must drop it within the same page.

Portlet Palette

Add a portlet to a page with ease. Just drag a portlet from the Portlet Palette to a page. Click the icon in the header to open the Palette.

Portlet Menus

Click the menu icon in any portlet title bar to access all of the actions that you can perform.

Dismiss this portlet!

Click the menu icon in the portlet title bar and select "Delete" to remove this portlet from your page. Don't worry, if you want it back, it's in the Portlet Palette under "ODW Next".

BluePages

Search type: Name

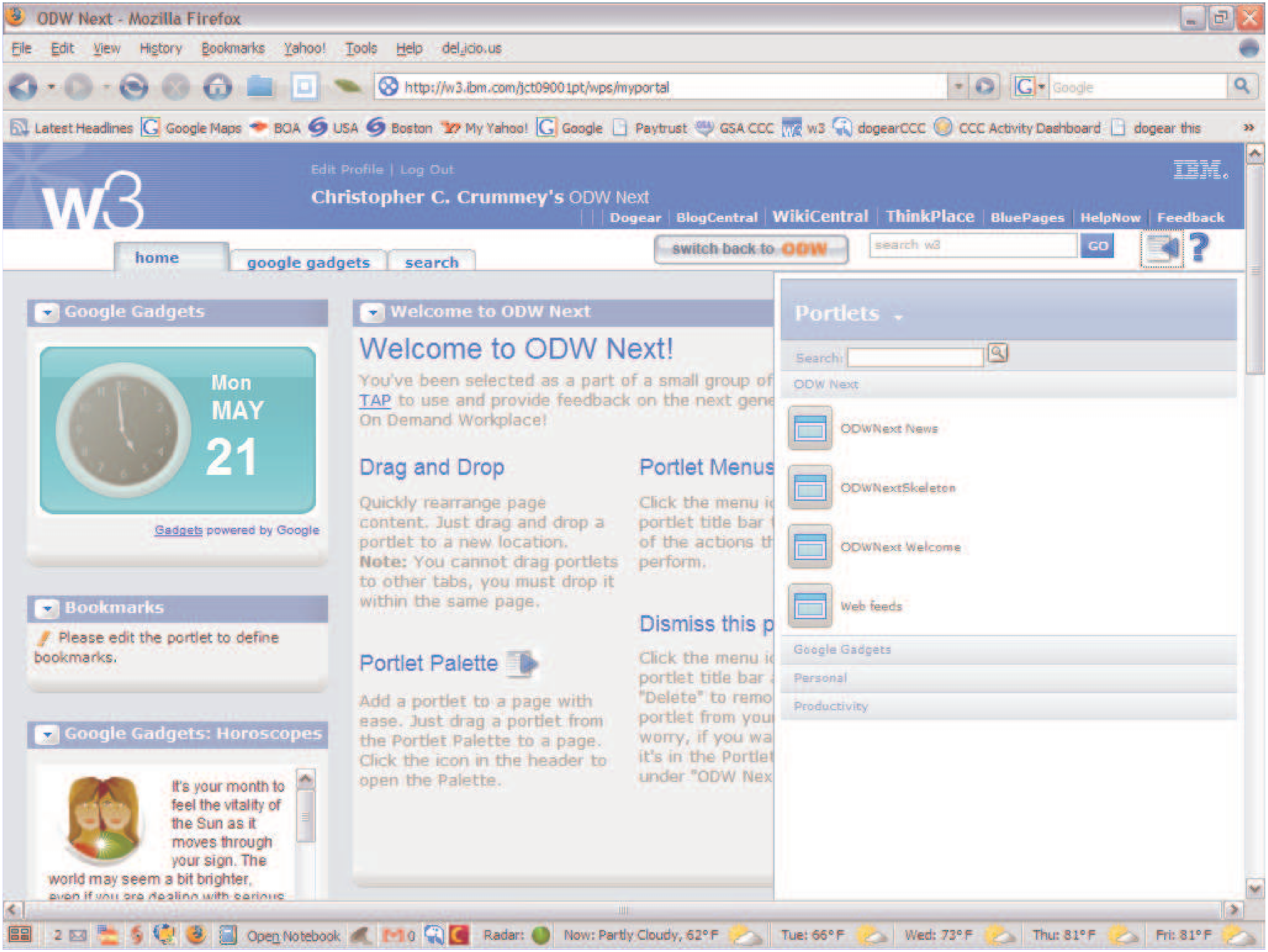
Search for

Other searches

● IBM web pages (w3 and ibm.com)
○ IBM forums, blogs, and wikis
○ IBM news articles
○ WebSphere Portal on XL
○ IBM Learning (site search)

Monday, May 21, 2007 4:04:00 PM EST

▲ MSFT	31.05	0.22	0.71%
▲ SUN	77.30	1.28	1.68%
▼ IBM	107.04	-0.95	-0.88%
▲ $COMPQ	2,578.79	20.34	0.80%
▼ $DJI	13,542.88	-13.65	-0.10%
▲ $SPX	1,525.10	2.35	0.15%


ODW Next - Mozilla Firefox
File Edit View History Bookmarks Yahoo! Tools Help del.icio.us
http://w3.ibm.com/jct09001pt/wps/myportal
Google
Latest Headlines Google Maps BOA USA Boston My Yahoo! Google Paytrust GSA CCC w3 dogearCCC CCC Activity Dashboard dogear this
w3
Edit Profile | Log Out
IBM.
Christopher C. Crummey's ODW Next
Dogear BlogCentral WikiCentral ThinkPlace BluePages HelpNow Feedback
home
google gadgets
search
switch back to ODW
search w3
GO
?
Google Gadgets
Mon
MAY
21
Gadgets powered by Google
Bookmarks
Google Gadgets: Horoscopes
Welcome to ODW Next
Portlets
Search:
ODW Next
ODWNext News
ODWNextSkeleton
ODWNext Welcome
Web feeds
Google Gadgets
Personal
Productivity
2
Open Notebook
0
Radar:
Now: Partly Cloudy, 62°F
Tue: 66°F
Wed: 73°F
Thu: 81°F
Fri: 81°F

Please edit the portlet to define bookmarks.

It's your month to feel the vitality of the Sun as it moves through your sign. The world may seem a bit brighter, even if you are dealing with serious

Welcome to ODW Next!

You've been selected as a part of a small group of TAP to use and provide feedback on the next gene On Demand Workplace!

Drag and Drop

Quickly rearrange page content. Just drag and drop a portlet to a new location. **Note:** You cannot drag portlets to other tabs, you must drop it within the same page.

Portlet Palette

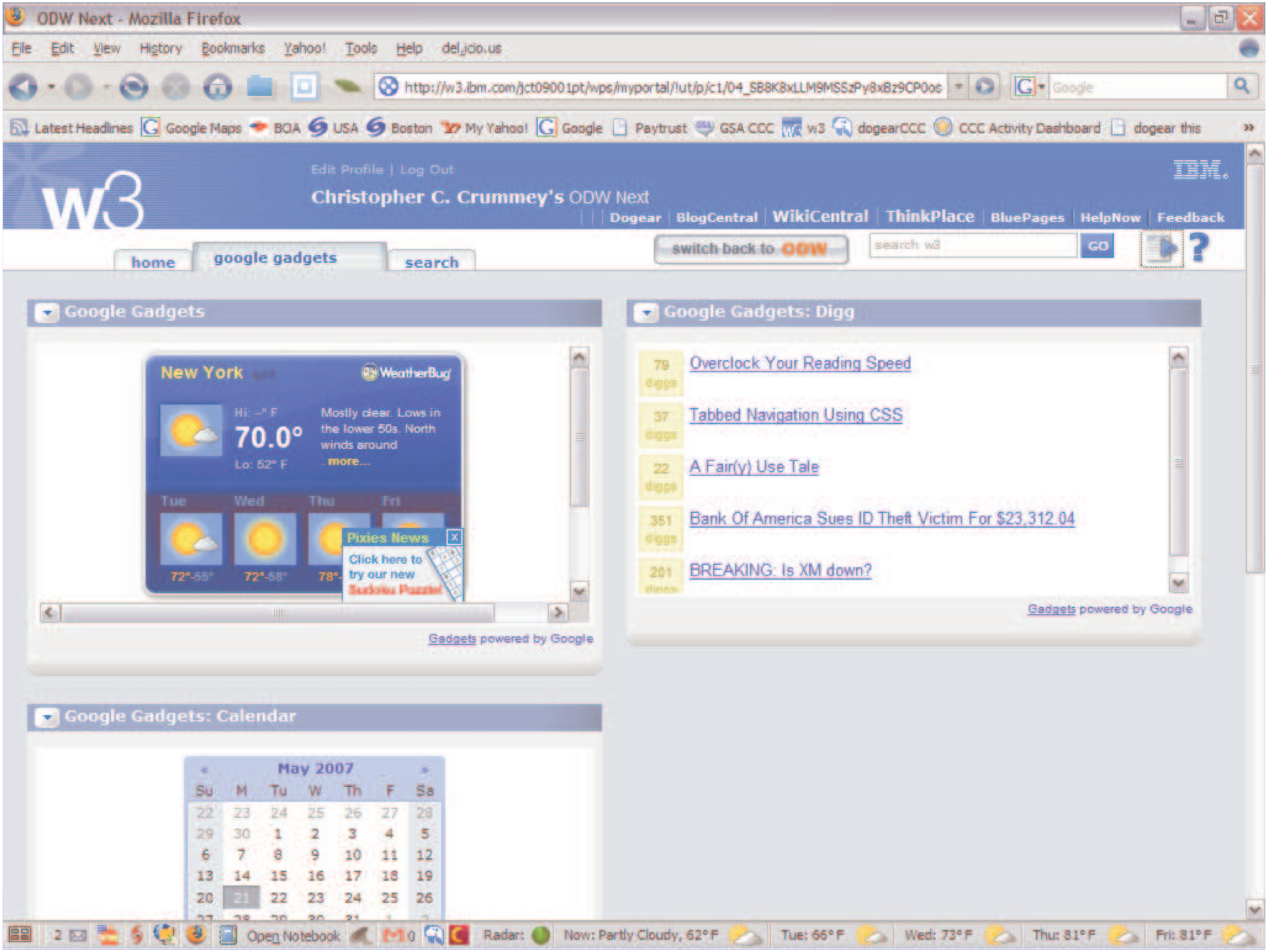
Add a portlet to a page with ease. Just drag a portlet from the Portlet Palette to a page. Click the icon in the header to open the Palette.

Portlet Menus

Click the menu ic portlet title bar of the actions th perform.

Dismiss this p

Click the menu ic portlet title bar a "Delete" to remo portlet from your worry, if you wa it's in the Portlet under "ODW Nex


ODW Next - Mozilla Firefox
File
Edit
View
History
Bookmarks
Yahoo!
Tools
Help
del.icio.us
http://w3.ibm.com/jct09001pt/wps/myportal/!ut/p/c1/04_SB8K8xLLM9MSSzPy8xBz9CP0os
Google
Latest Headlines
Google Maps
BOA
USA
Boston
My Yahoo!
Google
Paytrust
GSA CCC
w3
dogearCCC
CCC Activity Dashboard
dogear this
w3
IBM.
Edit Profile | Log Out
Dogear
BlogCentral
WikiCentral
ThinkPlace
BluePages
HelpNow
Feedback
home
google gadgets
search
switch back to ODW
search w3
GO
?
Google Gadgets
WeatherBug
more...
Tue
Wed
Thu
Fri
Pixies News
Click here to try our new Sudoku Puzzle
Gadgets powered by Google
Google Gadgets: Digg
Gadgets powered by Google
Google Gadgets: Calendar
Open Notebook
Radar:

Christopher C. Crummey's ODW Next

New York

Hi: --° F
70.0°
Lo: 52° F

Mostly clear. Lows in the lower 50s. North winds around

Tue	Wed	Thu	Fri
72°-55°	72°-58°	78°-	

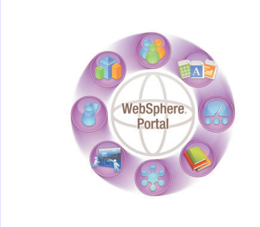
79 diggs	Overclock Your Reading Speed
37 diggs	Tabbed Navigation Using CSS
22 diggs	A Fair(y) Use Tale
351 diggs	Bank Of America Sues ID Theft Victim For $23,312.04
201 diggs	BREAKING: Is XM down?

May 2007

Su	M	Tu	W	Th	F	Sa
22	23	24	25	26	27	28
29	30	1	2	3	4	5
6	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26

Now: Partly Cloudy, 62°F | Tue: 66°F | Wed: 73°F | Thu: 81°F | Fri: 81°F

Why WebSphere Portal?



- Broadest, most comprehensive vision
- Proven Ability to execute on that Vision
- WebSphere Portal lowers development costs and improves time to market over “build it yourself” strategy (*IDC Portal Buy v. Build, Dec 2007*)
- Choice and Flexibility
  - Standards based implementation
  - Wide choice of WCM, document mgt, security, dev tools, etc
  - Worldwide Customer and Market experience
    - Translated and supported worldwide
- Portal Accelerators
  - Collection of line of business oriented solutions speed time to value
  - Intellectual Property from thousands of customer engagements help you solve your business needs faster
- We have the deepest and widest services capability – ISSL, GBS/GTS, Partners – of any portal vendor in the business.
  - This intellectual property cannot be matched.

BACKUP